



Dell Customer Confidential

Quotation

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Customer: City of Columbia Heights MN
 Microsoft Enterprise Agreement (EA) #: 59476079
 Contract: Jesse Hauf
 Email: jhauf@columbiaheightsmn.gov

Date of Issue: 2/12/2026
 Quote Expires: Budgetary

PLEASE SEE IMPORTANT TERMS AND CONDITIONS AT THE BOTTOM OF THIS QUOTATION

Section 1- Licenses and Software Assurance						
Product Description	Mfg#	Quantity	Unit Price	Months	Ext. Price	
Microsoft Teams Phone Standard, per user	LK6-00004	210 144	\$ 10.09	12	\$ 17,435.52	25,426.80
Microsoft Teams Shared Devices	KXG-00002	76	\$ 8.08	12	\$	7,368.96
Microsoft Teams Phone Resource Account	QE7-00006	36	\$ -	12	\$	-
Total - Year 1 (2026) Payment					\$24,804.48	32,795.76
Microsoft Teams Phone Standard, per user	LK6-00004	210 144	\$ 10.09	12	\$ 17,435.52	25,426.80
Microsoft Teams Shared Devices	KXG-00002	76	\$ 8.08	12	\$	7,368.96
Microsoft Teams Phone Resource Account	QE7-00006	36	\$ -	12	\$	-
Total - Year 2 (2027) Payment					\$24,804.48	32,795.76
Microsoft Teams Phone Standard, per user	LK6-00004	210 144	\$ 10.09	12	\$ 17,435.52	25,426.80
Microsoft Teams Shared Devices	KXG-00002	76	\$ 8.08	12	\$	7,368.96
Microsoft Teams Phone Resource Account	QE7-00006	36	\$ -	12	\$	-
Total - Year 3 (2028) Payment					\$24,804.48	32,795.76
TOTAL - 3 Year Agreement					\$74,413.44	98,387.28

- Notes:
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| <p>1) Customer's purchase is subject to Dell's Terms and Conditions of Sale found at www.dell.com, unless Customer has a separate purchase agreement with Dell.</p> <p>2) Sales/use tax is based on the "ship to" address on your invoice. Please indicate your taxability status on your purchase order. If exempt, Customer must have an Exemption Certificate on file.</p> <p>3) If you have a question re: your tax status, please contact your Dell ASAP Software inside sales representative listed above. Shipments to California: for certain products, a State Environmental Fee of up to \$10 per item may be applied to your invoice. Prices do not reflect this fee unless noted. For more information, refer to www.dell.com/environmentalfee.</p> | <p>4) All product descriptions and prices are based on latest information available and are subject to change without notice or obligation.</p> <p>5) All prices are based on Net 30 Terms. If not shown, shipping, handling, taxes, and other fees will be added at the time of order, where applicable.</p> <p>6) Customer understands and acknowledges that all warranties, representations and returns are subject to the manufacturer, publisher or distributor guidelines.</p> |
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https://www.blueskyuc.com/

City of Columbia Heights

Quote Date : 2/13/2026
 Expiration Date : 2/28/2026

Microsoft Teams Voice with BlueSky UC Direct Routing - Triannual Term

Qty	Description	Price	Total
200	Deployment Fee	\$ 39.99	\$ 7,998.00
200	Deployment Fee - Discount - 3-year term	(\$30.00)	\$ (6,000.00)
300	Port Fee	\$ 10.00	\$ 3,000.00
300	Port Fee - Discount - 3-year term	\$ (10.00)	\$ (3,000.00)
1	Teams Voice End-User Training - "Train the Trainer" Session	\$ 500.00	\$ 500.00
5	Additional Auto-Attendant Setup	\$ 175.00	\$ 875.00
1	Fax ATA Setup	\$ 150.00	\$ 150.00
0	Voice ATA	\$ 150.00	\$ -
1	SMS Brand Registration Fee	\$ 50.00	\$ 50.00
1	SMS Campaign Activation Fee	\$ 50.00	\$ 50.00
OneTime Total			\$ 3,623.00

Qty	Description	Price	Total
1	BlueSky UC Base Service	\$ 25.00	\$ 25.00
5	Teams Additional Auto Attendant	\$ 15.00	\$ 75.00
134	200 Teams Direct Routing Plus	\$ 12.99	\$ 2,598.00
134	200 Teams Direct Routing Plus - Discount - 3-year term	(\$2.00)	\$ (400.00)
76	Teams Direct Routing Shared Devices	\$ 12.00	\$ 912.00
18	Parked Numbers	\$ 2.00	\$ 36.00
1	SMS Standard Campaign	\$ 10.00	\$ 10.00
40	Teams SMS Individual	\$ 10.00	\$ 400.00
2	Fax to Email	\$ 12.00	\$ 24.00
4	Hosted Basic seat (Callbox)	\$ 14.00	\$ 56.00
1	Teams Call Recording - Base Service	\$ 129.90	\$ 129.90
30	Teams Call Recording - Additional User	\$ 12.99	\$ 389.70
Monthly Total			\$ 4,255.60

\$1,740.66

\$ (268.00)

Monthly cost:
 \$3,530.26
 Annual Cost:
 \$42,363.12

\$3,530.26

Deployment includes

- Deployment and configuration of Microsoft Teams voice using BlueSky UC Direct Routing
- Validation of Microsoft Teams voice licensing requirements
- Porting up-to 300 DIDs from MiTel (3 blocks of DIDs: 600-699, 700-799 and 8100-8199)
- Requesting new DIDs, if required
- Enabling up-to 200 users with BlueSky UC Direct Routing Plus
- Configuration of one Auto-Attendant and up-to five call queues
- Adjustments/corrections of call tree, if required
- Access to advanced call reporting for user inbound/outbound calls with Teams PowerPack - CDR

Add-ons

- Configuration of five additional auto-attendants with up-to five call queues each
- Parking (reserving) any unused DIDs (18) for future use
- One 1-hour "Train the Trainer" session covering Teams voice
- Configuration of two eFax lines
- Configuration of four callbox lines using Algo 8201s for call boxes
- Configuration of Teams Call Recording for 40 users
- Configuration of Teams SMS for 40 users (guidance with 10DLC)

Not included

- Assistance with hardware (Teams certified or non-Teams certified), however basic assistance is available through T&M, see notes.

Notes

- Does not include any applicable sales tax. The above information is not an invoice and only a quote for the licenses detailed above.
- Quote includes discounts that require a triannual agreement and payments via ACH or bank wire transfer.
- Microsoft Licensing requirements
 - Users require Teams + Teams Phone Standard
 - Conference Rooms/Meeting Rooms or any shared spaces require Teams Shared Devices
 - Auto Attendants and Call Queues require Teams Phone Resource Account
 - Certified Room Devices require Teams Rooms Basic + Teams Phone Standard or Teams Rooms Pro
- A deployment fee of \$39.99 will be applied on the following month's invoice for any additional user activation (e.g., new user deployment, activation of a parked DID, etc.). A \$12.99 monthly fee will also be added for Teams Direct Routing Plus.
- A port fee of \$10.00 will be applied for any additional DID that needs to be ported (e.g., user DID, main line, fax #, etc.). A \$2.00 monthly fee will also be added for every Parked DID.
- A deployment fee of \$175.00 will be applied for any Additional Auto-Attendant Setup (each includes one auto attendant and up-to-five call queues). A \$15.00 monthly fee will also be added for each Teams Additional Auto-Attendant
- A one-time \$150.00 Fax ATA Setup fee will be applied for every physical fax machine that needs to be connected to the service. A \$9.95 monthly fee will also be added for each physical fax machine.
- If the existing Algo 8201 cannot connect, we can send a preconfigured voice ATA for a one-time \$150.00 fee, per ATA. A \$14.00 monthly fee will also be added for each callbox.
- If assistance with configuration of SIP Gateway is required, an additional \$250.00 per hour / per device will need to be considered. For more info, see: <https://learn.microsoft.com/en-us/microsoftteams/devices/sip-gateway-plan>.
- If assistance is required for Teams Certified Devices, an additional \$250.00 per hour / per device will need to be considered.