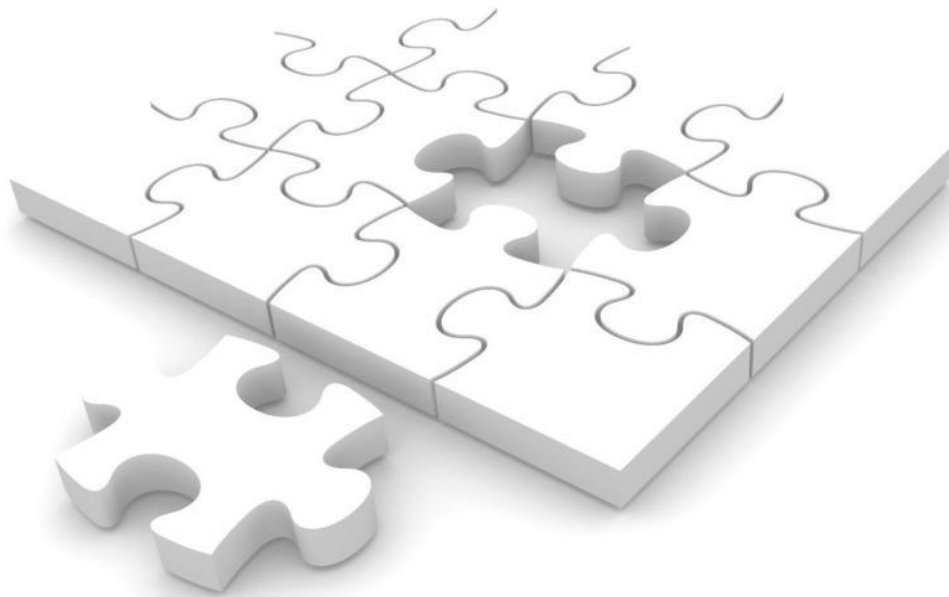


BSB COMMUNICATIONS INC

SYSTEM PROPOSAL

PREPARED FOR

CITY OF LATHRUP VILLAGE



MIDLAND, MICHIGAN

5708 W Wackerly St, Ste B
Midland, MI 48642
Tel 989.492.7000
Fax 989.492.7013

GRAND RAPIDS, MICHIGAN

3145 Prairie St SW, Ste 101
Grandville, MI 49418
Tel 616.272.7111
Fax 616.272.7113

TRAVERSE CITY, MICHIGAN

120 E Front St, Ste 2
Traverse City, MI 49684
Tel 231.715.7111
Fax 231.715.7113

PREPARED BY
KEVIN POUGH

1/17/2025

METRO DETROIT, MICHIGAN

41150 Technology Park Dr, Ste 101
Sterling Heights, MI 48314
Tel 586.774.6000
Fax 586.774.3413

PORT HURON, MICHIGAN

2929 Lapeer Rd, Ste D
Port Huron, MI 48060
Tel 810.987.4543
Fax 810.987.9165

TOLEDO, OHIO

5660 Southwyck Blvd, Ste 103
Toledo, OH 43614
Tel 419.866.9999
Fax 419.725.6426

Contact Information

END USER

Company Name:	City of Lathrup Village
Site Address:	27400 Southfield Road, Lathrup Village, MI 48076
Primary Contact Name / Title:	Alisa Emanuel, City Clerk
Contact Address:	27400 Southfield Road, Lathrup Village, MI 48076
Phone Number:	248-557-2600 E-mail: aemanuel@lathrupvillage.org

PROVIDER OF SERVICES

Company Name:	BSB Communications
Address:	41150 Technology Park Dr, Ste 101, Sterling Heights, MI 48314
Primary Contact Name / Title:	Kevin Pough
Phone Number:	586-859-6357 E-mail: kevin.pough@gobsb.com

PROJECT MANAGER

Project Manager Name:	TBD		
Phone Number:	TBD	E-mail:	TBD

Proposed Solutions

Mitel SMB Controller

The Mitel SMB (Small Medium Business) Controller is a communication server platform that perfectly addresses the smaller customer or branch office segment for the MiVoice Business solution and offers a growth potential for up to 150 users.



The communication server can be expanded using interface cards and system modules, providing enterprise-level features in a small business package. The Mitel SMB Controller is the perfect solution for customers previously on MiVO250 and MiVoice Connect.

Key Features:

- Supports up to 150 users
- Applications directly integrated in the SMBC platform
- Supports MiVoice Business
- Optionally supports integrated MiVoice Border Gateway for functions such as SIP Trunking and Teleworker
- Supports integrated CloudLink Gateway
- Supports integrated probe for Mitel Performance Analytics
- Powerful and future-ready for customer investment protection

Embedded Voicemail

An Embedded Voice Mail system within the Mitel Networks Integrated Communications Platform (ICP) is cost-effective and easy to manage, offering customers a messaging solution today with an intelligent migration path to IP telephony. Users can conveniently manage their voice messages with intuitive telephone prompts and complete integration with Softkeys on Mitel Networks telephones. Along with many superbly designed features, the system includes a multi-level auto-attendant to conveniently route incoming calls, providing callers with better self-service access to the person or department they are calling. Recorded Announcement Devices can automatically answer incoming calls and deliver pre-recorded messages, while easing the burden on reception staff. This embedded voice mail system can forward messages to e-mail addresses or pagers, allowing users to be notified of a call anywhere and anytime.

Mitel 6920w IP Phone



The 6920w is designed for power users who require a phone with a modern design that is flexible and delivers a high-quality communications experience. It provides flexible network connectivity options including wired Ethernet and built-in Wi-Fi to facilitate installation in work-at-home and corporate environments.

The 6920w is built from the ground up to provide an exceptional HD audio experience with high-quality full-duplex speakerphone and support for Mitel's H-Series USB and EHS/DHSG headsets.

Features:

- Embedded WiFi - dual band (2.4GHz & 5GHz) IEEE 802.11a/b/g/n
- Bluetooth 5.2
- Energy Efficient Ethernet (EEE) support
- 3.5-inch QVGA color display: 320x240 pixel
- Crystal clear HD audio
- High quality full-duplex speakerphone
- Corded speech optimized handset
- MobileLink mobile device integration
- Mobile phone charging point

Mitel 6915 IP Phone

The 6915 is designed to be instinctively easy to use with its crisp high resolution 3.5" color LCD display. It provides an exceptional HD audio experience via its high-quality full-duplex speakerphone and support for USB, EHS/DHSG & analog headsets. Additionally, the 6915 offers an intuitive user experience via its programmable personal and context-sensitive soft keys that are combined with icon-based navigation menus and intuitive user interfaces.



Mitel Software Assurance

Mitel Software Assurance (SWA) provides two primary components for optimization and ongoing support of your software-driven Mitel communications system.

The first component provides comprehensive access to new software update releases (which includes bug fixes, patches and minor feature enhancements) as well as software upgrade releases (which include new features and functionality developed and made available in the most current software version, and may contain bug fixes and patches) for the applicable product(s) during the term of the Software Assurance subscription term.

The second component provides Mitel technical support services on your behalf to BSB Communications Inc (BSB). In the event a technical issue arises that requires the manufacturers engineering or developer assistance, BSB will have access on your behalf to those services direct from Mitel.

Software Assurance Programs

- Standard Software Assurance is Mitel's core software support offering which includes access to new software releases, updates, technical support services during normal business hours (8AM-8PM Mon-Fri).
- Premium Software Assurance is Mitel's enhanced software support offering extending Standard SWAS with 24/7 technical support coverage.

Software Assurance Subscription Options

- Software Assurance can be purchased yearly, or in 2-5 year bundles. Subscriptions can be extended prior to expiration of the current Software Assurance program.
- In event the current software assurance has expired; a new subscription can be purchased with an additional re-enlistment fee.


Schedule of Equipment and Services

Total Price for Core Solution:
\$12,899.85

Qty	Part Number	Description	Unit Sell	Ext Sell
		MiVoice Business Hardware		
1	54011858	MiVB on SMB Controller On Premise Phone Controller	\$234.50	\$234.50
2	50008299	6800/6900 Wall Mount To mount the Controller	\$27.30	\$54.60
1	20350236	SMBC rack mount kit To mount the Controller	\$24.12	\$24.12
1	20351208	System Module 2 DSPX Card to operate Controller	\$277.88	\$277.88
1	50008381	SMB Controller 8/38G Motherboard Memory	\$569.50	\$569.50
		MiVoice Business License		
20	54000297	MCD Mailbox license for Physical phones	\$30.48	\$609.60
5	54002701	MiVoice Business License-SINGLE LINE EXT City Council Extensions	\$45.22	\$226.10
1	54012135	Dynamic Extension 30-pack for MiVB SMB	\$335.00	\$335.00
		Actual Phone License to get features to use the phone		
		Endpoints are phones & Cords		
2	50006822	AC Adaptor L6 48V NA	\$19.50	\$39.00
1	51005172	PWR CRD C7 2.5A 125V-NA PLUG NON POLRIZD	\$7.80	\$7.80
2	50008385	6920w IP Phone More Features - Front Desk	\$227.50	\$455.00
20	50008415	6915 IP Phone V2 Desk Phones	\$143.00	\$2,860.00
		Software Assurance & Support (SWAS) Security Updates too Like a Microsoft License from MiTel		
5	54007864	SWA Std 3y MiVBus Analog Port	\$12.35	\$61.75
30	54007873	SWA Std 3y MiVBus User	\$28.58	\$857.40
1	54011869	SWA Adv 3y MiVBus on SMB Controller	\$87.60	\$87.60
		EQUIPMENT SUB-TOTAL		\$6,699.85
		Services		
4	L3-LB-PM	L3 Project Management	\$175.00	\$700.00
21	L3-LBR-SYS	L3 System Implementation & Design	\$175.00	\$3,675.00
5.5	L3-LB-STA-R	L3 Station Setup & Programming (Remote)	\$175.00	\$962.50
5.5	L3-LBR-TEL	L3 Tel Unbox-Assemble-Pin-Place- Test (On-Site)	\$175.00	\$962.50
2	L3-LBR-UT	L3 End User Training Hours (On-Site)	\$175.00	\$350.00
2	L3-LB-AT	L3 System Admin Training Hours	\$175.00	\$350.00
1	LaborDisc	Labor Discount	-\$800.00	-\$800.00
		Warranty / Support		
1	PartsWrtly	1 Year Standard Parts Warranty	Incl.	Incl.
1	Support24X7	1 Year (24x7) Labor Support	Incl.	Incl.
		SERVICES SUB-TOTAL		\$6,200.00

SDA_City of Lathrup Village_15347_v1

Note 1: Pricing is based on the Mitel Sourcewell Contract #120122-MBS

		Option 2				Date: 1/17/2025	
Mitel MiVoice Business - Subscription Solution							
Company Name : City of Lathrup Village				Main Contact Name : Alisa Emanuel			
Address 1 :				Main Contact Phone :			
Address 2 :				Main Contact E-Mail :			
Address 3 :				Company Domain :			
Contract Term : 36 Month Subscription Term				Project Contact Name : TBD			
Finance Type/Term : 36 Month Financing				Project Contact Phone : TBD			
Finance Buy-Out : Non-Profit \$1.00 Out				Project Contact E-Mail : TBD			
Mitel Subscription		36 Month Subscription Term		Qty	List	Unit Price	Monthly
MiVB Sub Telephony User 36m		User Profile		12	\$3.80	\$2.51	\$30.15
MiVB Sub Entry User 36m		User Profile		22	\$7.60	\$5.04	\$110.83
SIP Trunk Licenses		Licenses		Incl'd	Incl'd	Incl'd	Incl'd
				Monthly Sub-Total			\$140.98
Remote Support & Upgrades		36 Month Subscription Term		Qty	List	Unit Price	Monthly
Remote Support & Upgrades		Basic IPT User User v2		12	\$1.00	\$1.00	\$12.00
Remote Support & Upgrades		UCC Entry User v2		22	\$1.50	\$1.50	\$33.00
				Monthly Sub-Total			\$45.00
Equipment, Telephones, Accessories		36 Month Financing (Non-Profit \$1.00 Out)		Qty		One-Time	Monthly
MiVB on SMB Controller				1		N/A	\$7.79
6800/6900 Wall Mount				2		N/A	\$1.81
SMBC rack mount kit				1		N/A	\$0.80
System Module 2 DSPX				1		N/A	\$9.23
SMB Controller 8/38G				1		N/A	\$18.91
AC Adaptor L6 48V NA				1		N/A	\$0.65
PWR CRD C7 2.5A 125V-NA PLUG NON POLRIZD				2		N/A	\$0.52
6920w IP Phone				2		N/A	\$15.11
6915 IP Phone V2				20		N/A	\$119.85
				Monthly Sub-Total			\$174.66
Installation		36 Month Financing (Non-Profit \$1.00 Out)		QTY		One-Time	Monthly
Project Management		L3		4		N/A	\$20.58
Enterprise Implementation & Design		L3		21		N/A	\$108.07
(Remote) Station Setup & Programming		L3		5.5		N/A	\$28.30
(On-Site) Tel Unbox-Assemble-Pin-Place-Test		L3		5.5		N/A	\$28.30
(On-Site) End User Training Hour(s)		L3		2		N/A	\$10.29
Enterprise Admin Training Hour(s)		L3		2		N/A	\$9.63
				Installation Labor Sub-Total			\$205.18
Monthly Totals		(36 Month Mitel Subscription)				Months 1-36	Months 37-60
Mitel Subscription	36 Months	(Less Taxes & Surcharges)				\$140.98	\$140.98
Support & Upgrades	36 Months					\$45.00	\$45.00
Financing Lease	36 Months	(Less Taxes)				\$379.83	\$0.00
				Monthly Totals		\$565.81	\$185.98
One-Time Cash Totals						One-Time Cash Payment	
Equipment, Telephones, Accessories		(Less Taxes)					N/A
Installation / Deployment		(Less Taxes) (Where Applicable)					N/A
				One-Time Cash Totals		N/A	

Schedule of Equipment and Services for Network POE Switches

Total Price for Core Solution:

TBD

Qty	Part Number	Description	Unit Sell	Ext Sell
		Data Components		
1	R8N85A#ABA	HPE Aruba 6000 48G Class4 PoE 4SFP 370W Switch Switch - managed	\$2,289.60	\$2,289.60
1	R8N87A#ABA	HPE Aruba 6000 24G Class4 PoE 4SFP 370W Switch Switch - managed	\$1,500.00	\$1,500.00
		EQUIPMENT SUB-TOTAL		
		Services		
4	L4-LBR-TEC	L4 Install and Programming	\$195.00	\$780.00
		Warranty / Support		
1	PartsWrty	1 Year Standard Parts Warranty	Incl.	Incl.
1	Support24X7	1 Year (24x7) Labor Support	Incl.	Incl.
		SERVICES SUB-TOTAL		780.00

SDA_City of Lathrup Village_POE Switches_15348_v1

Schedule of Equipment and Services for Cabling ALL New and Cleanup of existing

This estimate is for the City of Lathrup Village Cabling Labor to install 30 total drops to 30 locations. We will pull all the necessary CAT6 cabling to locations and terminate the cables in both the patch panel and the field end. We will terminate, test and label all connections.

128 hr

22U Enclosed Server Rack 36" Deep 1 ea

24 Port Patch Panel

1 ea 48 Port Patch Panel 1 ea

CAT 6 Cable (Up to 300')

CAT 6 JACK 30 ea

2-Hole face Plate 30 ea

Caddy 3/4" J Hook 50 ea

Misc Parts Raceway, Pathway Etc. 1 ea

Labor to cleanup all of the old cabling from the previous phone and network. 4 hr

All material is guaranteed to be as specified, and the above work to be performed in a substantial, workmanlike manner at final billing.

\$11,100.00

Carrier Service Quotes

BSB has provide 3 separate quote to review for SIP trunking and internet with backup.

Warranty Support Plan

Scope and Definition of Support Services

During the warranty period defined in the above "Schedule of Equipment and Services", BSB will provide support for the above quoted system as follows:

Full Service 24 x 7 Plan with 4 Hour Response for Major Failures

Hours of Coverage

- 24x7x365 (24 hours per day, seven days per week, 365 days per year) remote and onsite and support for a Major Failure.
- 8 a.m. - 5 p.m. Monday through Friday (local time at the Site, excluding BSB's locally observed holidays) remote and onsite support for a Minor Failure.

Response Objectives

Major Failure

- Response within two (2) hours upon receipt of a trouble report of a Major Failure by attempting to clear the failure remotely and/or contacting the End-User to begin troubleshooting the system failure.
- Onsite response within four (4) hours upon receipt of a trouble report of a Major Failure which cannot be resolved by a remote engineer.

Minor Failure

- Response within eight (8) business hours (Monday through Friday 8 a.m. - 5 p.m. at the local time at the Site, excluding BSB's locally-observed holidays) upon receipt of a trouble report of a Minor Failure by attempting to clear the failure remotely and/or contacting the End-User to begin troubleshooting the system failure.
- Onsite response within the next business day (Monday through Friday 8 a.m. - 5 p.m. at the local time at the Site, excluding BSB's locally-observed holidays) upon receipt of a trouble report of a Minor Failure which cannot be resolved by a remote engineer.

Parts Replacement

- Expedited replacement of defective parts and materials is included in this Support Plan during the coverage hours purchased as detailed above.

Additional Services

- Network service provider liaison support: BSB will communicate and cooperate with the End-User's network service provider to determine the source of Equipment failure (when applicable).
- Carrier Service liaison support: BSB will communicate and cooperate with the End-User's Carrier Services Provider to facilitate new carrier services (when applicable).
- Periodic system back-ups to be done remotely as needed.



Software Updates


- Provision of software updates, containing maintenance fixes, will be provided as needed to resolve a Major or Minor Application Failure.

Note: Any peripheral or ancillary products not listed above may be serviced, at BSB's option, at the End-User's request on a time and materials basis at then current support services rate.




Mitel 6900 Series Telephones, Feature Matrix, and Pricing


(** Approx Sell Price)


6940W	6930W	6920W
		
• 7" Color Touch Display	• 4.3" Color Display	• 3.5" Color Display
• (96) Total Buttons	• (72) Total Buttons	• (18) Total Buttons
(12) Buttons x (8) Pages	(12) Buttons x (6) Pages	(6) Buttons x (3) Pages
• Context-Sensitive Buttons	• (5) Context-Sensitive Keys	• (4) Context-Sensitive Key
• (STD) Cordless Handset	• (OPT) Cordless Handset	
• Enhanced WB Speakerphone	• Enhanced WB Speakerphone	• Wideband Speakerphone
• 802.11n Wi-Fi	• 802.11n Wi-Fi	• 802.11n Wi-Fi
• Bluetooth 5.2	• Bluetooth 5.2	• Bluetooth 5.2
• (1) 500mA USB Headset Port	• (1) 500mA USB Headset Port	• (1) 500mA USB Headset Port
	• Analog ! EHS Headset Port	• Analog ! EHS Headset Port
• (2)x Gigabit Ethernet	• (2)x Gigabit Ethernet	• (2)x Gigabit Ethernet
• DECT Headset Support	• DECT Headset Support	
• PKM Support	• PKM Support	• PKM Support
• PCLink Support	• PCLink Support	• PCLink Support
• MobileLink Support	• MobileLink Support	• MobileLink Support
MSRP \$595	MSRP \$450	MSRP \$350
SourceWELL \$387 **	SourceWELL \$293 **	SourceWELL \$228 **

6915	6910	6905
		
• 3.5" Color Display	• Monochrome Display	• Monochrome Display
• (12) Total Buttons	• (8) Total Buttons	• (3) Total Buttons
(6) Buttons x (2) Pages		
• (4) Context-Sensitive Keys		
• Wideband Speakerphone	• Wideband Speakerphone	• Wideband Speakerphone
• (1) 100mA USB Headset Port		
• Analog ! EHS Headset Port	• Analog!EHS Headset Port	
• (2)x Gigabit Ethernet	• (2)x Gigabit Ethernet	• (2)x 10!100 Ethernet
• No Wifi ! Bluetooth	• No Wifi ! Bluetooth	• Low Power (Class 1 POE)
MSRP \$235	MSRP \$187	MSRP \$121
SourceWELL \$143 **	SourceWELL \$122 **	SourceWELL \$79 **




Mitel 6900 Series Accessories, Feature Matrix, and Pricing (Aprox Sell Price)**

6970 Conference Tel	Programmable Key Module (PKM)	s720 BT Speakerphone
		
<ul style="list-style-type: none"> • 7" Color Touch Backlit Display • (16) Total Buttons • (6) Context-Sensitive Buttons • Hi-DEF Full Duplex Speakerphone • (1)x Gigabit Ethernet 	<ul style="list-style-type: none"> • 4.3" Color Backlit Display • (28) Self-Labeling Keys • Daisy Chain up to (3) PKM • 6940, 6930 & 6920 Support • Powered thru connected Phone 	<ul style="list-style-type: none"> • Bluetooth Wireless HD Speakerphone • Wired or BT Connectivity • Works with Mobile Smartphone • (2) Units can be paired together • Talk Time up to 15 Hours • 6940 & 6930 Support
* See Below for Optional Remote Mics		
MSRP \$685	MSRP \$237	MSRP \$275
SourceWELL \$445 **	SourceWELL \$154 **	SourceWELL \$234 **

6970 Remote Microphones

<ul style="list-style-type: none"> • 6970 (2) Wired Remote Mics • 6970 Support
MSRP \$286
SourceWELL \$186 **

6900 Wall Brackets

<ul style="list-style-type: none"> • 2-piece slide & lock design • Telco wall plate support • Direct wall mounting holes • 2-fixed phone angles (10°/20°)
MSRP \$35
SourceWELL \$23 **

Mitel Headsets, Feature Matrix, and Pricing

Integrated DECT Headset	Mitel H40 Stereo DECT Headset	Mitel H30 Stereo CC Headset
		
Premium Mono DECT Headset	Stereo DECT Cordless Headset	Stereo Contact Center Headset
DECT Wireless Integrated Phone Only	DECT Wireless USB or RJ9 PC or Phone	Wired USB PC or Phone *
Over-Head Band or Over-Ear	Over-Head Band	Over-Head Band
300-foot (100 meter) range	490-Foot (150 meter) Range	
8 Hours Talk Time	13 Hours Talk Time	
6940, 6930 & 6920 Support	Passive Noise Cancellation	Passive Noise Cancellation
Powered thru connected Phone	Integrated Busy Light	Customizable 360 Busy Light
Headset Call Control Buttons	Headset Control Buttons	* Req's H30 Link Controller (below)
MSRP \$330	MSRP \$310	MSRP \$198

SourceWELL \$215 **

SourceWELL \$202 **

SourceWELL \$129 **

Mitel H20 Mono CC Headset	Mitel H10 Stereo USB Headset	Mitel H30 Link Controller
		
Mono Analog Contact Center Headset	Stereo Wired Headset	H30 Link Controller
Wired Analog RJ9	Wired USB	Connect to Select Phones via USB
Phone Only	PC or Phone	Enables Call Control to Softphone
Headband – Neckband – Over Ear	Over-Head Band	
	Integrated 360 Busy Light	
MSRP \$185	MSRP \$104	MSRP \$110

SourceWELL \$120 **

SourceWELL \$68 **

SourceWELL \$72 **

Phone / Application Headset Compatibility

	6940	6930	6920	6915	6910	Apps **
H40 Stereo DECT	USB	USB-RJ9	USB-RJ10	RJ9	RJ9	USB
H30 Stereo CC *	USB	USB	USB	RJ9	RJ9	USB
H20 Mono CC	-	RJ9	RJ9	RJ9	RJ9	-
H10 Stereo	USB	USB	USB	-	-	USB

* Req's Link Controller (6920 / 6930 / 6940)

* Does not Req Link Controller (6920w / 6930w / 6940w)

** Compatible Apps >

MiTeam Meeting
 MiCollab Softphone
 MiVB Console
 MiCC