

City of Lawrenceville
Phone System

RP004--25 Cost Comparison

One-Time Costs

Description	Note	Count	High Country		Verinext		NWN		
			Ext Cost		Ext Cost		Ext Cost		Ext Cost
Police Command Vehicle Phone	We already purchased these phones. They will need service lines.	5	\$	-	\$	-	\$	-	\$ -
Conference Room Phone		5	\$	2,454.75	\$	2,454.75	\$	2,855.05	\$ 2,855.05
Desk Phone	Existing MFP/Copiers will be used	23	\$	2,162.00	\$	2,162.00	\$	4,852.31	\$ 4,852.31
Fax / ATA		14	\$	623.70	\$	623.70	\$	4,486.16	\$ 4,486.16
POTS Lines for PD		4	\$	-	\$	-	\$	-	\$ -
Soft Phone Headset		236	\$	6,485.28	\$	6,485.28	\$	9,187.48	\$ 9,187.48
Wall mounted phone	Each phone will need to be able to answer all 5 POTS Lines	3	\$	201.15	\$	201.15	\$	495.87	\$ 495.87
PD Intercom / Paging System			\$	-	\$	-	\$	-	\$ -
PD Gates (with Callbox Intercom + Remote Trigger)	Police Department Paging - ceiling mounted speakers	2	\$	-	\$	-	\$	707.98	\$ 707.98
PD Doors (with Callbox Intercom + Remote Unlock)	Intercom for calling dispatch from gates; phones must trigger gate opening for visitor access	2	\$	-	\$	-	\$	707.98	\$ 707.98
Integration / Connectivity Components	Intercom for calling dispatch from external doors; phones must trigger door unlock for visitor access		\$	-	\$	-	\$	2,573.70	\$ 2,573.70
Survivability / Failover Components	Include any required controllers, gateways, or integration modules		\$	-	\$	-	\$	-	\$ -
Implementation Services	Include local survivability, redundant circuits, or other 911 failover solutions		\$	14,500.00	\$	55,235.20	\$	78,874.28	\$ 78,874.28
Training Services	Cutover, porting, configuration, and training		\$	-	\$	4,000.00	\$	-	\$ -
		Sub Total	\$	26,426.88	\$	71,162.08	\$	104,740.81	\$ 104,740.81

Notes:

Ring Phones - Poly Trio C60 (conference), Poly Edge E350 (desk), Poly 402 ATA (copiers), Poly Edge E220 (wall)

Ring Headsets - Poly Blackwire 3220 USB-A (Other models available here: <https://www.ringcentral.com/office/voip-phone.html?tabs=Headsets>)

NWN Phones & Headsets - Poly brand, didn't list model #s

High Country -PD Intercom / Paging System - NOTE # 1 Our solution will integrate with the existing paging system allowing paging from new phones

High Country - PD Gates (with Callbox Intercom + Remote Trigger) - NOTE # 2 Our solution will integrate with the existing call boxes to allow desired functionality

High Country - PD Doors (with Callbox Intercom + Remote Unlock) - NOTE # 3 Our solution will integrate with the existing call boxes to allow desired functionality

High Country - offered two training/implementation options: (1) Complete TurnKey Implementation & Training - \$14,500 or (2) Remote Assist Implementation & Training - \$9,500

NWN (assume cost
provided is really
60 month cost)

Reoccurring Costs (Monthly)

Description	Note	Count	Ext Cost		Ext Cost		Ext Cost	Ext Cost		
Service Lines for extensions		285	\$	-	\$	-	\$	399.00	\$	399.00
Service Lines for POTS	Police Department Backup Lines	6		3.00	\$	3.00	\$	179.94	\$	179.94
Granite Epik POTS Line Replacement [1]			\$		59.95					
Equipment for POTS [2]							\$		19.99	
User License (Per User)	Include phone system features such as voicemail, mobile/desktop client, and standard calling features	285	\$	3,417.15	\$	3,417.15	\$	3,143.55	\$	3,143.55
Calling Plan / PSTN Access	Include cost of domestic minutes; international optional		\$	-	\$	-	\$	105,344.40	\$	1,755.74
Direct Routing / SBC Hosting (if applicable)	Use only if required by vendor's architecture		\$	-	\$	-	\$	-	\$	-
Integration Modules / Add-On Services	Analytics, advanced reporting, third-party system integrations		\$	-	\$	-	\$	-	\$	-
911 Survivability / Failover Service	List only if billed monthly		\$	-	\$	-	\$	45,478.80	\$	757.98
Compliance Add-Ons (CJIS / HIPAA / Encryption)	CJIS, HIPAA, encryption, secure storage, or other regulatory requirements		\$	-	\$	-	\$	-	\$	-
Ongoing Support / Managed Services	Premium support, monitoring, or vendor-provided managed services		\$	265.20	\$	265.20	\$	-	\$	-
Recurring Maintenance [3]			\$	-	\$	-	\$	792.90	\$	792.90
Sub Total			\$	3,745.30	\$	3,685.35	\$	155,358.58	\$	7,049.10
Yearly Cost			\$	44,943.60	\$	44,224.20	\$	1,864,302.96	\$	84,589.20

Notes:

[1] - High Country - Granite Epik POTS Line Replacement (Monthly Cost \$59.95)

[2] - NWN - Added: Monthly Recurring Rental for Pots In A Box Equipment (Edge 9090) -- \$19.99

[3] - NWN - 5-year Recurring maintenance, paid annually (\$9,514.80)

High Country - offered optional Digital Line Basic (used for conference, breakrooms, etc, that don't require call routing and vmail - reduces monthly cost) -- unit price \$10.80

NWN - has some really high monthly costs; is this really the monthly fee or is this a 5 year amount????

Description	Note	Count	Ext Cost		Ext Cost	Ext Cost	Ext Cost
Call Center Agent License		12	\$	720.00	\$	720.00	\$ -
Auto Attendant			\$	-	\$	-	\$ -
AI Functionality			\$	210.00	\$	210.00	\$ -
Call Recording			\$	-	\$	-	\$ -
Analytics/Reporting			\$	-	\$	-	\$ -
Sub Total			\$	930.00	\$	930.00	\$ -
Yearly Cost			\$	11,160.00	\$	11,160.00	\$ -

Additional Items	Note	Count	Ext Cost		Ext Cost		Ext Cost	Ext Cost		
		0	\$	-	\$	-	\$	-	\$	-
		0	\$	-	\$	-	\$	-	\$	-
		0	\$	-	\$	-	\$	-	\$	-
		0	\$	-	\$	-	\$	-	\$	-
		0	\$	-	\$	-	\$	-	\$	-
		0	\$	-	\$	-	\$	-	\$	-
		Sub Total	\$	-	\$	-	\$	-	\$	-
		Total First Year Cost	\$	82,530.48	\$	116,316.28	\$	1,969,043.77	\$	189,330.01
		Total Five Year Cost	\$	306,944.88	\$	348,083.08	\$	9,426,255.61	\$	527,686.81
		ADD: Headset Options	\$	35,994.72						
		Subtotal	\$	118,525.20						
		10% Contengency	\$	11,852.52						
		Total First Year Cost	\$	130,377.72						