



Hidalgo County Head Start Program Policy Council Agenda

DATE: May 19, 2010

SUBJECT: Discussion/Approval on Request to Purchase an Avaya IP Office Digital System with Seventy-One (71) Telephones Hidalgo County's Membership /Participation in The State of Texas Department of Information Resources (DIR) Awarded Vendor, Avaya, Inc., Using the Order Fulfiller Sharco Technology, (DIR Contract Number DIR-SDD-272)

RATIONALE/NEED: There is a need to replace the aging analog telephone system with a digital telephone system which has the flexibility to provide IP technology. Replacement parts for our current telephone (Merlin Legend) system are no longer being manufactured.

RECOMMENDATION: Administration recommends approval.

COST: \$38,122.82

RELATED INFORMATION INCLUDED: Memo/Participant Info/Proposal

INITIATED BY: Ambrosio Tovar, Procurement Director *AT*

DREVIEWED BY: Mr. Edmundo Garcia, Assistant Director *EG*

PROGRAM DIRECTOR'S APPROVAL: *Jerena Jones*



HIDALGO COUNTY HEAD START PROGRAM

P. O. BOX 0117 ♠ EDINBURG, TEXAS 78540 ♠ TEL: (956) 383-0706 ♠ FAX: (956) 380-2588

TO: Edmundo Garcia, Assistant Director
FROM: Ambrosio Tovar, Procurement Director *A. Tovar*
DATE: May 12, 2010
SUBJ: Telephone System – Head Start Centers

The current phone system in administration is about twenty years old. Lately we have been having trouble with the phone system with phones not working, static on the lines, hearing other conversations, etc. The phone company has advised us that parts are hard to replace due to the antique system in place. It is an analog system and has a limited number of lines.

Avaya, Inc. (using the Order Fulfiler Sharco Technology), is being recommended as the vendor to supply the telephone equipment for this project. The vendor is listed under the Department of Information Resources (DIR).

The new phone system is a digital system with many capabilities and will be able to grow with the agency. Some of the features are: voice mail, caller ID, expandable up to 500 lines, automated attendance, multiple language support, conference call capabilities and built in call-recording.

Should you have any questions please call me. Thank you.



**Sharco
Technologies,
Inc**

9-Sep-09

Hidalgo County Head Start
1901 W State Hwy 71
McAllen, TX

AVAYA IP OFFICE FOR MAIN LOCATION

Item No	Description	Unit Price	Unit Qty	Extended Price	DIR IQ/IR Price Each	DIR IQ/IR Price	DIR %	Extended Maintenance Price
202959	IPO STD UPG TO PRO	\$1,000.00	1	\$1,000.00	\$760.00	\$760.00	24%	\$245.07
700417207	IPO IP500 CNTL UNIT	\$700.00	1	\$700.00	\$532.00	\$532.00	24%	\$98.04
700417470	IPO IP500 FEAT KEY MUL	\$20.00	1	\$20.00	\$15.20	\$15.20	24%	\$2.76
700429202	(MISC) IPO 500 RACK MOUNTING KIT	\$60.00	3	\$180.00	\$45.60	\$136.80	24%	\$25.23
103003269-	UPS 750VA 120V	\$519.00	1	\$446.34	\$378.48	\$378.48	27%	\$0.00
700213440	(MISC) Cable - 3 meters	\$4.80	10	\$48.00	\$3.65	\$36.50	24%	\$0.00
700417462	IPO IP500 TRNK PRI UNVRSL DUAL	\$1,590.00	1	\$1,590.00	\$1,208.40	\$1,208.40	24%	\$222.72
700417330	IPO IP500 EXTN CARD DGTL STA 8	\$550.00	2	\$1,100.00	\$418.00	\$836.00	24%	\$154.08
700289770	(MISC) Power Lead for IP500	\$15.00	5	\$45.00	\$11.40	\$57.00	24%	\$0.00
700417231	IPO IP500 EXTN CARD PHONE 8	\$990.00	1	\$990.00	\$752.40	\$752.40	24%	\$138.60
700417405	IPO IP500 TRNK ANLG 4 UNI	\$400.00	2	\$800.00	\$304.00	\$608.00	24%	\$112.08
700426216	IPO IP500 EXP MOD DGTL STA 30	\$3,170.00	2	\$6,340.00	\$2,409.20	\$4,818.40	24%	\$887.76
215180	IPO LIC IP500 T1 ADD 2CH	\$190.00	3	\$570.00	\$144.40	\$433.20	24%	\$139.86
215181	IPO LIC IP500 T1 ADD 8CH	\$730.00	3	\$2,190.00	\$554.80	\$1,664.40	24%	\$536.76
171991	IP400 VoiceMail Pro RFA	\$1,995.00	1	\$1,995.00	\$1,516.20	\$1,516.20	24%	\$488.88
174460	IP400 VoiceMail Pro RFA 4	\$2,875.00	1	\$2,875.00	\$2,185.00	\$2,185.00	24%	\$879.90
700459357	IPO OFFICE 4.2 VOICEMAIL PRO CD	\$10.00	1	\$7.60	\$8.51	\$8.51	15%	\$0.00
700459332	IP OFFICE R4.2 ADMIN FIVE PACK CD	\$19.00	1	\$19.00	\$14.44	\$14.44	24%	\$4.62
700381817	EU24 - 1XU-A Expansion module - ROHS for 2420, 4620, 5420 and 5620	\$149.10	2	\$298.20	\$113.32	\$226.64	24%	\$30.00
700434897	1151D1 IP PHONE PWR W/CAT5 CBL	\$26.00	2	\$52.00	\$19.76	\$39.52	24%	\$0.00
700381627	5420 Digital Telephone	\$390.00	2	\$780.00	\$296.40	\$592.80	24%	\$109.22
700382005	5410 Digital Telephone	\$320.00	69	\$22,080.00	\$243.20	\$16,780.80	24%	\$3,088.44
Avaya Equip				\$44,126.14		\$33,600.69		\$7,164.02
Installation, training, programming						\$4,522.13		\$ 597.00
				\$38,122.82				

AVAYA IP OFFICE system configuration:

8 analog trunks

2 T1s with 46 channels

8 analog station ports

76 digital ports

Voicemail with auto attendant

Pricing includes installation, programming, software implementation, training and one year warranty.

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Avaya, Inc.

URL [Vendor Website](#)
Vendor ID 1223713430400
HUB Type Non HUB
 E Rate Qualified

DIR Contract Number DIR-SDD-272
Contract Term End Date 7/28/2010
Contract Exp Date 7/28/2010

How

1.

2.

Avaya, Inc.

Contact [Jenifer Bond](#)
Phone (713) 852-1161
Fax 713-852-1161

DIR
Contact [Lisa Maldonado](#)
Phone (512) 463-5662
Fax (512) 475-4759

3.

Availa

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[Standard Terms and Conditions PDF - 166 KB](#)

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

Availa

[HUB Subcontracting Plan \(HSP\) PDF - 108 KB | Updated 04/01/2010](#)

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

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Pricing for available products and/or services under this contract are limited to those identified in the appendix.

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Reseller Vendor Contacts

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax
AGILITY COMMUNICATIONS GROUP LLC	1753236551100	Woman Owned	<u>Erin Weltin</u>	Phone: (972) 6 Fax: (972) 421
AT&T	1841659970400	Non HUB	<u>Marcus Montemayor</u>	Phone: 512-42
Avaya, Inc.	1223713430400	Non HUB	<u>Jenifer Bond</u>	Phone: (713) 8 Fax: 713-852-
Black Box Network Services, Inc.	1621202425700	Non HUB	Jeff Kelley	Phone: (214) 2 Fax: (713) 307
CDW Government, Inc.	1364230110800	Non HUB	<u>Jay Carlile</u>	Phone: (866) 2 Fax: (312) 705
Cross Telecom Corporation	1411861853800	Non HUB	<u>Stu Bailey</u>	Phone: (512) 5 Fax: (512) 535
Datavox	1760251479000	Unknown	<u>Neil Ferguson</u>	Phone: (713) 8 Fax: (713) 881
Globalscope Communications	1743023291200	Hispanic/Female	<u>Isabel Gonzaba</u>	Phone: 210-32 Fax: 210-321-
International Business Machines Corporation	1130871985200	Non HUB	<u>Mila Rios</u>	Phone: (512) 4 Fax: (972) 561
Jones Communications	1261290942900	Woman Owned	<u>Stacy Herrera</u>	Phone: (210) 5 Fax: (210) 566
Lantana Communications Corp.	1752324280200	Non HUB	<u>Jonathan Irwin</u>	Phone: (800) 5 Fax: 817-606-
Newton Group		Non HUB	<u>Dave Ferons</u>	Phone: (201) 5
North American Communication Resources	1411763228200	Non HUB	<u>David Garlich</u>	Phone: (800) 4 170 Fax: (972) 546
Quagga	1201106305900	Unknown	<u>Aileen Hopman</u>	Phone: (916) 6
Shamrock Communication	1760492240500	Non HUB	<u>Kelly Minnick</u>	Phone: (281) 6

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax
Sharco Technologies	1202205169700	Non HUB	Donny Brady	Phone: (512) 2
Shared Technologies	1331009098300	Non HUB	Mary Wallish	Phone: (210) 4 Fax: (210) 497
SKC Communication Products, Inc.	1311056628101	Non HUB	Scott Grimm	Phone: (800) 8 Fax: (800) 454
Source, Inc.	1751369078800	Non HUB	Trey Logsdon	Phone: (972) 3 Fax: 972-371-
Sunturn	1841573723000	Non HUB	Kyle Wewe	Phone: (512) 7
the Via Group	1760313762500	Non HUB	Susan Sanders	Phone: (281) 7
Verizon Select Services, Inc.	113274589200	Non HUB	Colleen Parker	Phone: (512) 4 Fax: 571-918-
Walkercom, Inc.	1760302758600	Hispanic/Male	Rick Jacoby	Phone: 281-99 Fax: (281) 997
Xeta Technologies	1731130045700	Non HUB	Tom Legore	Phone: (772) 2 Fax: (918) 588

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