

Bristol Town Administrator

From: Merchant, Kris <kmerchant@corp.wcvt.com>
Sent: Tuesday, March 3, 2020 3:08 PM
To: Bristol Town Administrator
Subject: New phones for less!

Hi Valerie.

Polycom has a new rebate program that allows the trade in of old phones. You have had your phones for quite some time and I thought it might be time for an upgrade.

I've put together a proposal and it can be found at this link:

<https://wcvt.qwilr.com/Town-of-Bristol-ZMqZkf2TBLcs>

Your monthly bill would actually be about \$15 less per month, PLUS the Polycom rebate would pay for the setup and configuration of the new phones.

If you sign a 5 year agreement, we can make that all happen.

We also have a 3 year option as well. This would cost you an additional \$144 per year. It's virtually a wash.

Would you be interested in pursuing this.

I think it's a great chance to get into newer phones for virtually nothing.

Sincerely,



Mr. Kris D. Merchant
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Hosted Phone System Proposal

March 2020



Current Services

This includes taxes

Description	QTY	Total	Unit
ACCESS RECOVERY CHG - BM	2	\$ 6.00	\$ 3.00
CALLER ID BLOCK PER LINE	1	\$ -	\$ -
FCC ACCESS LINE CHARGE	2	\$ 18.40	\$ 9.20
FED UNIV SVC CHG - BUSINESS	2	\$ 5.18	\$ 2.59
GMA EXTRA E-MAIL*	3	\$ 3.00	\$ 1.00
HIGH SPEED INTERNET FHO*	1	\$ 46.95	\$ 46.95
HOSTED IP PREMIUM EXTENSION*	7	\$ 171.15	\$ 24.45
HOSTED IP SPECIAL APPLICATION*	2	\$ -	\$ -
INT'L DIRECT DIAL BLOCK	10	\$ -	\$ -
LOCAL SERVICE-BUSINESS	2	\$ 56.90	\$ 28.45
MY BACKUP 1 TB*	1	\$ 3.95	\$ 3.95
SOUNDPOINT 335 PHONE RENTAL*	8	\$ 36.00	\$ 4.50
SOUNDPOINT 550 PHONE RENTAL*	3	\$ 24.75	\$ 8.25
SOUNDPOINT 650 PHONE RENTAL*	1	\$ 10.95	\$ 10.95
STANDARD FIBER INTERNET SVC*	1	\$ 7.00	\$ 7.00
WIRE MAINTENANCE PLAN*	1	\$ 3.95	\$ 3.95
Total		\$ 394.18	

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Hosted IP Phone Service New Agreement



With Hosted IP phone service, you don't have to purchase, set up, or maintain your own phone system; we take care of that for you. Instead, you get a powerful, business-class phone system with expanded capabilities that will grow with you and all at a lower Total Cost of Ownership.

Key Benefits

- All the important services are included in the total cost. No longer do you pay extra for voicemail, caller id, conference calling or any other feature. **You pay one low price!**
- Reduced Capital Investment – Unlike on-premise phone systems, there's no huge upfront investment in expensive hardware.
- Low, Predictable Costs – We maintain and enhance the service for you, so there are no surprise maintenance, upgrade or replacement costs.
- Easy Self-Management – Users have the ability to perform their own Moves, Adds, and Changes (MACs) via an intuitive web portal, eliminating the expense of service calls when you have employee moves or changes.
- Flexibility to Meet Your Growing Needs – The flexible infrastructure can grow as your business grows; there are no limits to adding users, sites, and features.
- A Secure and Reliable Solution – Our network will automatically handle calls and messages during power outages. In case of disaster, employees can forward calls to home or mobile phones.
- Mobility Options for Remote or Home Workers – Employees can easily and seamlessly connect to your Hosted IP Phone Service over their home broadband connection and enjoy the same features they'd use at the office.

This hosted phone system package includes the following

- 7 Polycom VVX 450 Model phones
 - 7 Direct inward Dial phone numbers
 - 7 Extensions
 - 2 Analog phone lines
 - Individual Voicemail for Each extension
 - Voicemail to Email Notification
 - Caller ID
 - Conference Calling
 - Call Transfer between all phones
 - Call Park
 - Free Conference Bridge
 - Intercom Calling
 - Free Local Calling
 - Find Me Follow Me/Hunt Group Services
 - Remote Call Forwarding and Management Via Web CommPortal
 - 8 Cents per minute long distance
 - Free internet fax
 - Free Wifi Calling
 - Fiber Internet Connections
 - Copper connections between Buildings
 - MORE!
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Renewal Option

The Town of Bristol has had the current phones for quite some time. WCVT would like to provide an option for brand new phones through the vehicle of a contract renewal.

I have included the estimated taxes because I think it is important to compare "Apples with Apples" with this new pricing to what you are currently paying above.

It might not be a bad idea to review the account and see if all of these services are still needed.

According to my calculations, you might even save a little money by going to the 5 year rental option.

5 Year Agreement Pricing

Description	QTY	Total	Unit
ACCESS RECOVERY CHG - BM	2	\$ 6.00	\$ 3.00
CALLER ID BLOCK PER LINE	1	\$ -	\$ -
FCC ACCESS LINE CHARGE	2	\$ 18.40	\$ 9.20
FED UNIV SVC CHG - BUSINESS	2	\$ 5.18	\$ 2.59
GMA EXTRA E-MAIL*	3	\$ 3.00	\$ 1.00
HIGH SPEED INTERNET FHO*	1	\$ 46.95	\$ 46.95
HOSTED IP PREMIUM EXTENSION*	7	\$ 153.65	\$ 21.95
LOCAL SERVICE-BUSINESS	2	\$ 56.90	\$ 28.45
MY BACKUP 1 TB*	1	\$ 3.95	\$ 3.95
Polycom VVX 450 Rental	12	\$ 73.20	\$ 6.10
STANDARD FIBER INTERNET SVC*	1	\$ 7.00	\$ 7.00
WIRE MAINTENANCE PLAN*	1	\$ 3.95	\$ 3.95
Total		\$ 378.18	

3 Year Agreement Pricing

Description	QTY	Total	Unit
ACCESS RECOVERY CHG - BM	2	\$ 6.00	\$ 3.00
CALLER ID BLOCK PER LINE	1	\$ -	\$ -
FCC ACCESS LINE CHARGE	2	\$ 18.40	\$ 9.20
FED UNIV SVC CHG - BUSINESS	2	\$ 5.18	\$ 2.59
GMA EXTRA E-MAIL*	3	\$ 3.00	\$ 1.00
HIGH SPEED INTERNET FHO*	1	\$ 46.95	\$ 46.95
HOSTED IP PREMIUM EXTENSION*	7	\$ 171.15	\$ 24.45
HOSTED IP SPECIAL APPLICATION*	2	\$ -	\$ -
INT'L DIRECT DIAL BLOCK	10	\$ -	\$ -
LOCAL SERVICE-BUSINESS	2	\$ 56.90	\$ 28.45
MY BACKUP 1 TB*	1	\$ 3.95	\$ 3.95
Polycom VVX 450 Rental	12	\$ 83.64	\$ 6.97
STANDARD FIBER INTERNET SVC*	1	\$ 7.00	\$ 7.00
WIRE MAINTENANCE PLAN*	1	\$ 3.95	\$ 3.95
Total		\$ 406.12	

Setup and Configuration fee

SUBTOTAL
▼ **\$160.00**

Description	Item	Quantity	Price
Fee to rebuild new phones and for Training	\$10.00	7 Unit	\$70.00
Training	\$90.00	1 Unit	\$90.00

Total **\$160.00**

Take advantage of the Polycom Rebate program

Polycom is offering \$40 per phone to the Town of Bristol via a rebate program. If you replace 7 phones you would receive \$280.00 from this program

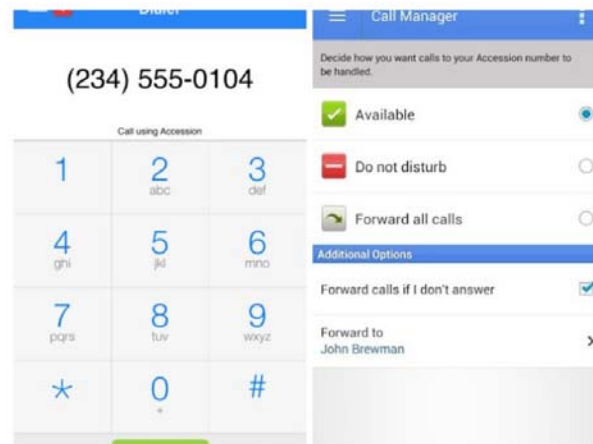
Polycom Rebate SUBTOTAL
▼ **\$280.00**

Description	Item	Quantity	Price
\$40 per phone rebate	\$40.00	7 Unit	\$280.00

Total **\$280.00**

Free Wifi Calling anywhere in the World Using Accession Communicator

Included for Free with your Hosted Phone Service



With the advent of the "always-on" workforce and the proliferation of cost-effective smartphones and tablets, mobile devices are increasingly becoming informal, portable extensions of the business communications infrastructure. Now you can solidify this relationship with Accession Communicator.

With this FREE app installed on your android or apple device, you can use your cell phone to make business calls. No longer do your customers see your personal cell phone number, but only your business identity.

Our Install Team



Left to Right

Dan Fuller – Project coordinator: has over 30 years of experience with large PBX phone systems (Sugarbush Resort) and is an expert in fiber and network deployment

Kris Merchant , our Sales Manager, joined Waitsfield and Champlain Valley Telecom in 1996. He is a network and project management professional specializing in Ethernet, wireless data and voice networks.

Nick Sterner is a programmer and installer. He has a teacher's heart, extremely knowledgeable and customers love him
