



**EXHIBIT 7-A
BASIC CONFIGURATION PRICING TABLE**

Bidder's Name: Carousel Industries

Date: 6/29/11

Manufacturer/Model: Cassidian Communications - Turnkey Basic CTI System with Enhanced ACD

Number of Work-stations	Basic Configuration Price	Monthly Maintenance Years 2-5	Monthly Maintenance Year 6	Monthly Maintenance Year 7
1	\$ 278,010.66	\$ 698.57	\$ 810.52	\$ 810.52
2	\$ 292,644.18	\$ 894.27	\$ 1,057.43	\$ 1,057.43
3	\$ 330,264.36	\$ 1,089.98	\$ 1,304.33	\$ 1,304.33
4	\$ 368,607.66	\$ 1,285.67	\$ 1,551.24	\$ 1,551.24
5	\$ 404,403.48	\$ 1,481.37	\$ 1,798.24	\$ 1,798.24
6	\$ 443,235.30	\$ 1,677.07	\$ 2,045.05	\$ 2,045.05
7	\$ 490,162.20	\$ 1,872.78	\$ 2,291.95	\$ 2,291.95
8	\$ 517,294.38	\$ 2,068.48	\$ 2,538.86	\$ 2,538.86
9	\$ 562,094.70	\$ 2,284.88	\$ 2,809.22	\$ 2,809.22
10	\$ 601,996.02	\$ 2,480.58	\$ 3,056.13	\$ 3,056.13
11	\$ 633,820.20	\$ 2,676.28	\$ 3,303.03	\$ 3,303.03
12	\$ 664,762.56	\$ 2,871.98	\$ 3,549.94	\$ 3,549.94
13	\$ 707,001.60	\$ 3,067.68	\$ 3,796.84	\$ 3,796.84
14	\$ 736,893.78	\$ 3,263.38	\$ 4,043.75	\$ 4,043.75
15	\$ 768,207.36	\$ 3,459.09	\$ 4,290.65	\$ 4,290.65
16	\$ 798,099.54	\$ 3,654.79	\$ 4,537.96	\$ 4,537.96



Exhibit 7-B

6/29/11

Bidder's Name: Carousel Industries

Manufacturer/Model: Cassidian Communications - Turnkey Basic CTI System

	(a)	(b)				(g)		
	Item Description	UOM	Bid Unit Price	Bid Install Price	Monthly Maint. Yrs 2-5	Monthly Maint. Yr 6	Monthly Maint. Yr 7	Total (c)+(d) + (e) * 48+ (f) * 12+ (g) * 12
1	Intelligent Workstation as described in Section 6.5.1.1	Each	\$ -	\$ 2,277.00	\$ 400.20	\$ 500.25	\$ 500.25	\$ 33,492.60
2	Black and white laser jet printer capable of printing 15 pages per minute	Each	\$ -	\$ 400.20	\$ 24.84	\$ 27.60	\$ 27.60	\$ 2,254.92
3	19" computer monitor as described in Section 6.2.3.5	Each	\$ -	\$ 400.20	\$ 30.36	\$ 34.50	\$ 34.50	\$ 2,685.48
4	21" computer monitor with all the other specifications in Section 6.2.3.5	Each	\$ -	\$ 400.20	\$ 30.36	\$ 34.50	\$ 34.50	\$ 2,685.48
5	24" computer monitor with all the other specifications in Section 6.2.3.5	Each	\$ -	\$ 400.20	\$ 30.36	\$ 34.50	\$ 34.50	\$ 2,685.48
6	CAMA interface line card	Each	\$ -	\$ 400.20	\$ 30.36	\$ 34.50	\$ 34.50	\$ 2,685.48
7	Chassis to mount CAMA interface line cards with all required interconnect cabling	Each	\$ -	\$ 469.20	\$ 48.30	\$ 62.10	\$ 62.10	\$ 4,278.00
8	GIS interface software as described in Section 6.3.7.	IWS License	\$ -	\$ 2,470.20	\$ 165.60	\$ 179.40	\$ 179.40	\$ 14,724.60
9	Automatic call distribution (ACD) functionality which supports a minimum of 4 telecommunicator positions, as described in Section 6.3.4 including all required hardware, software, training, cabling and minor materials	Each	n/a - See pricing for Basic System with ACD					
10	Management information system (MIS) functionality which supports a minimum of 4 telecommunicator positions, as described in Section 6.3.6 including all required hardware, software, training, cabling and minor materials	Each	\$ -	\$ 5,796.00	\$ -	\$ -	\$ -	\$ 5,796.00
11	Logging recorder functionality which supports a minimum of 4 telecommunicator positions, as described in Section 6.3.5 including all required hardware, software, training, cabling and minor materials	Each *	\$ -	\$ 7,038.00	\$ -	\$ -	\$ -	\$ 7,038.00



EXHIBIT 7-C LABOR RATES

Classifications (Section 6.4.9.6)	Hourly Rate
Factory Trained Technician	\$190.00
Technician	\$175.00
System Engineer	\$210.00
Project Manager	\$210.00



**EXHIBIT 7-D
HOSTED CONFIGURATION PRICING TABLE (DESIRABLE)**

Bidder's Name:

Carousel Industries

Date: 6/29/11

Manufacturer/Model:

Cassidian Communications - Hosted CTI System with Enhanced ACD

Configuration Title	Number of Host Systems/Sites	Number of PSAPs in the Configuration	Number of Work-stations at each PSAP	Hosted Configuration Price	Monthly Maintenance Years 2-5	Monthly Maintenance Year 6	Monthly Maintenance Year 7
Configuration A	2	2	3	\$ 725,682.66	\$ 5,724.81	\$ 6,709.82	\$ 6,709.82
Configuration B	2	3	3	\$ 878,770.20	\$ 7,622.07	\$ 8,891.51	\$ 8,891.51
Configuration C	2	4	3	\$ 1,058,744.28	\$ 9,551.08	\$ 11,138.07	\$ 11,138.07
Configuration D	2	4	5	\$ 1,357,697.08	\$ 12,900.20	\$ 15,051.00	\$ 15,051.00
Configuration E	2	5	3	\$ 1,248,066.48	\$ 11,480.08	\$ 13,384.62	\$ 13,384.62
Configuration F	2	5	5	\$ 1,660,189.68	\$ 15,731.92	\$ 18,353.07	\$ 18,353.07
Configuration G	2	6	3	\$ 1,434,039.42	\$ 13,471.19	\$ 15,704.32	\$ 15,704.32
Configuration H	2	6	5	\$ 1,887,115.50	\$ 18,561.34	\$ 21,652.03	\$ 21,652.03
Configuration I	2	8	3	\$ 1,808,674.92	\$ 17,404.09	\$ 20,287.13	\$ 20,287.13
Configuration J	2	8	5	\$ 2,429,056.68	\$ 24,170.50	\$ 28,192.00	\$ 28,192.00
Configuration K	2	10	3	\$ 2,186,528.58	\$ 21,390.98	\$ 24,929.63	\$ 24,929.63
Configuration L	2	10	5	\$ 2,905,493.40	\$ 29,830.26	\$ 34,790.28	\$ 34,790.28