



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681
www.apsva.us

January 25, 2021

Via Email

Allen Corporation of America
Attn: Donald Delaney
10400 Eaton Place, Suite 330
Fairfax, VA 22030
ddelaney@allencorporation.com

Subject: Telecomm Infrastructure Maintenance and Procurement of Associated Components and
Materials 34FY20 – Contract Amendment No. 1

Dear Mr. Delaney:

Attached is Amendment 1 to Contract 34FY20 amending Attachment B – Fee Schedule to reflect changes to the annual pricing for maintenance and annual pricing for two (2) certified on-site technicians. All other terms and conditions shall remain unchanged. Please return a signed copy of the Amendment to my attention via email, and a fully executed copy will be returned to your attention once executed by Arlington Public Schools.

Sincerely,

Kimberly Young
Senior Procurement Specialist

KY:ky

Enclosure



Arlington Public Schools

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Amendment No. 1

Subject: Telecomm Infrastructure Maintenance and Procurement of Associated Components and Materials – Contract Amendment No. 1

Contractor:
Allen Corporation of America
Attn: Donald Delaney
10400 Eaton Place, Suite 330
Fairfax, VA 22030
ddelaney@allencorporation.com

Contract:
34FY20

By mutual agreement, Contract 34FY20 is hereby amended to revise Attachment B – Fee Schedule to reflect changes to the annual pricing for maintenance and annual pricing for two (2) certified on-site technicians.

A revised Attachment B is attached. All other terms and conditions shall remain unchanged.

Arlington Public Schools

Allen Corporation of America

Authorized
Signature:

Authorized
Signature:

Printed Name
and Title:

David J. Webb, C.P.M.
Procurement Director /
Procurement Agent

Printed Name
and Title:

Timothy S. Schimkus
Chief Financial Officer

Date:

January 29, 2021

Date:

January 27, 2021

Attachment B

Fee Schedule (Revised January 29, 2021)

The fees referenced herein shall include the full use of Telecomm Infrastructure Maintenance and Procurement of Associated Components and Materials.

ITEM NAME	PRICE
Annual pricing for maintenance of all items in Attachment H, APS Sites, Hardware/Software, Inventory & Telephone Sets, 7 days a week, 24 hours a day.	\$39,000.00 \$38,586.36
Annual pricing for two (2) certified on-site technicians, 7:00 a.m. to 4:00 p.m. EST, Monday through Friday - 40 hours per week.	\$258,000.00 \$255,263.64
Annual pricing for an additional one (1) certified technician – should APS have the need to add to Contract at a later time	\$60.00/hour Not to Exceed \$125,000.00

Ad-Hoc Tasks

Hourly rates for certified technicians, cable technicians, coordinators, project managers to be provided in the spaces below.

Note: these rates will apply, for business and non-business hours and apply to work beyond that which is covered in the Scope of Work and may or may not be required by APS during the Contract. Requests will be made on an “as needed” basis only.

TITLE	HOURLY RATES
Certified Technicians	\$80.00
Cable Technicians	\$64.00
Coordinators	\$80.00
Project Managers	\$80.00

ITEM NAME	UNIT PRICE
Mitel 3300 Controller associated components as detailed below:	
Analog Main Board	\$414.00
3300 Power Supply	\$300.00
Hard Drive(s)	\$265.00
Fans	\$78.00
Processor Card(s)	\$1,380.00
DSP Module	\$828.00
Echo Canceler Module	\$690.00
Mitel ASUII	\$525.00
Mitel 24-port ONSP Cards	\$540.00
Streamline 24-port switch	\$1,280.00
Streamline 48-port switch	\$2,460.00
Streamline Dongle	\$375.00
Enterprise user license	\$105.00
Single Line/Analog user license	\$45.00
3300 MxIII controller	\$2,418.00
Mitel VOIP Telephone Sets as follows:	
5360 Telephone Set	\$443.00
5330e Telephone Set	\$300.00
5304 Telephone Set	\$102.00
Mitel 6905 Telephone Set	\$60.00
Mitel 6910 Telephone Set	\$114.00
Mitel 6920 Telephone Set	\$177.00
Mitel 6930 Telephone Set	\$300.00
Mitel 6940 Telephone Set	\$330.00
Mitel BT Speakerphone	\$225.00
Mitel DECT Headset	\$195.00
Conventional Analog Telephone Sets	
Starplus II Single-Line w/Speakerphone	\$40.45
Cortelco 121100TP2275 and others	\$58.50
Emerging Mitel Technology/VOIP Products to include:	
VOIP	Based on 40% discount off Mitel List Prices
IP Telephony	Based on 40% discount off Mitel List Prices
Wireless Applications	Based on 40% discount off Mitel List Prices