



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-7643 • Fax: (703) 841-0681
www.apsva.us

October 30, 2023

Via email

Communications Resources, Inc
Attn: Alan Burdine
2256 Encompass Drive, PO Box 22145
Chattanooga, TN 37422
Email: aburdine@gocri.com

Subject: Contract 34FY20 – Telecom Infrastructure Maintenance and Procurement Associated Components and Materials.

Dear Mr. Burdine:

On December 31, 2023, the above cited Contract between your firm and Arlington School Board, hereafter referred to as APS, will expire.

In as much as your firm's performance under the present Contract is satisfactory, attached is Amendment No. 6 for a three (3) year renewal of the Contract. The renewal shall be effective from January 1, 2024 and shall remain valid through December 31, 2026. This Amendment constitutes the only three-year optional renewal.

Amendment No.6 also revises the Pricing Schedule in accordance with the Contract terms and conditions. An Appendix to the Pricing Schedule is included with the revisions shown in **Red** for additions and **Black** for deletions. Please indicate your acceptance by having an officer of your firm sign and return the acceptance portion attached. Upon receipt, this office will sign and execute the Amendment and return one copy to your office. Your response, to accept or decline, is requested no later than ten (10) days from the date of this letter.

All other terms and conditions shall remain unchanged. You are requested to provide an updated Certificate of Insurance.

Sincerely,

Hamed Hameedi

Hamed Hameedi
Senior Procurement Specialist/Procurement Office
Direct: (703) 228-7643
Email: hamed.hameedi@apsva.us



Arlington Public Schools

Procurement Office
2110 Washington Blvd., Arlington, VA 22204 • Phone: (703) 228-7643 • Fax: (703) 841-0681
www.apsva.us

Amendment No. 6

Subject: Contract 34FY20 – Telecom Infrastructure Maintenance and Procurement Associated Components and Materials.

Contractor

Communications Resources, Inc
2256 Encompass Drive, PO Box 22145
Chattanooga, TN 37422

Contract No.

34FY20

Contract No. 34FY20 is hereby renewed for three (3) years. The renewal shall be effective from January 1, 2024 and shall remain valid through December 31, 2026. This Amendment constitutes the only three-years optional renewal.

Amendment No.6 also revises the Pricing Schedule in accordance with the Contract terms and conditions. An Appendix to the Pricing Schedule is included with the revisions shown in **Red** for additions and **Black** for deletions. All other terms and conditions remain unchanged.

Communications Resources, Inc:

Signature: *Alan K. Borekne* Title: *President*

Printed Name: *Alan K. Borekne* Date: *10/31/2023*

APS

Signature: *David J. Webb* Title: Procurement Director/Procurement Agent

Printed Name: David Webb, CPM Date: November 3, 2023

PRICING SCHEDULE (REVISED AMENDMENT 5)

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

ITEM NAME	2024	2025	2026
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	\$39,000.00	\$39,000.00
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.	\$262,870.00	\$273,889.00	\$282,620.00
Annual pricing for an additional one (1) certified technician – should APS have the need to add to Contract at a later time	\$65.00/hour Not to Exceed \$125,000.00	\$70.00/hour Not to Exceed \$125,000.00	\$75.00/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	2024	2025	2026
Certified Technicians	\$85.00	\$90.00	\$95.00
Cable Technicians	\$69.00	\$74.00	\$79.00
Coordinators	\$85.00	\$90.00	\$95.00
Project Managers	\$85.00	\$90.00	\$95.00

Materials Purchases

Material Purchases	% Discount
% Discount from MSRP or Contractor supplied parts list.	0% *

* Material will be paid based on the actual invoices with no markup.

APPENDIX TO PRICING SCHEDULE (REVISED AMENDMENT 5)

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

ITEM NAME	PRICE	2024	2025	2026
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.	\$38,586.36	\$39,000.00	\$39,000.00	\$39,000.00
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.	\$255,263.64	\$262,870.00	\$273,889.00	\$282,620.00
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	\$65.00/hour Not to Exceed \$125,000.00	\$70.00/hour Not to Exceed \$125,000.00	\$75.00/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	2024	2025	2026
Certified Technicians	\$80.00	\$85.00	\$90.00	\$95.00
Cable Technicians	\$64.00	\$69.00	\$74.00	\$79.00
Coordinators	\$80.00	\$85.00	\$90.00	\$95.00
Project Managers	\$80.00	\$85.00	\$90.00	\$95.00

ITEM NAME	MITEL LIST PRICE	UNIT PRICE
Mitel 3300 Controller associated components as detailed below:		-
50004871 Analog Main Board	\$720.00	\$432.00
50005084 Power Supply	\$500.00	\$300.00
50006965 3300 MXE SATA SSD Hard Drives*	\$445.00	\$445.00
50006510 Fans *	\$90.50	\$90.50
52002581 E2T Processor Card(s)	\$2,300.00	\$1,380.00
50005751 DSP Module	\$1,440.00	\$864.00
50001247 Echo Canceler Module	\$1,210.00	\$726.00
50004451 QUAD CIM	\$820.00	\$492.00
50006271 PWR CRD C13-10A 125V—NA	\$15.50	\$9.30
50005105 Mitel ASUH	\$875.00	\$525.00
50005731 Mitel 24-port ONSP Cards	\$935.00	\$561.00
50006593 Streamline 24-port switch *	\$3,375.00	\$ 2,700.00

50006594 Streamline 48-port switch *	\$4,425.00	\$3,540.00
50006644 Streamline Dongle 6-pack *	\$645.00	\$516.00
54004973 MiVoice Business Enterprise SAW	\$3,000.00	\$1,800.00
54004975 Enterprise user license	\$155.00	\$93.00
54002701 Single Line/Analog user license	\$67.50	\$40.50
54005043 ACD Enterprise Active Agent license	\$115.00	\$69.00
50008331 MXE III L Controller	\$4,400.00	\$2,640.00
54007815 SWA MiVB Base System	\$179.55	\$107.73
54007816 SWA MiVB Enterprise User	\$15.41	\$9.25
54007807 SWA Single Line User	\$6.66	\$4.00
12816-703 Power Strip 15 AMP	Non-Mitel Part	\$129.50
54005366 Convert MiVoice Business to Virtual	\$1,000.00	\$600.00
Mitel VOIP Telephone Sets as follows:		-
50005991 R-5360 Telephone Set *	Refurbished part	Call for Quote
50005712 R-5300 DECT Headset & Module *	Refurbished part	Call for Quote
50006476 5330e Telephone Set	\$550.00	\$330.00
50008301 Mitel 6905 Telephone Set	\$121.00	\$72.60
50006766 Mitel 6910 Telephone Set	\$187.00	\$112.20
50006767 Mitel 6920 Telephone Set	\$350.00	\$210.00
50006769 Mitel 6930 Telephone Set	\$450.00	\$270.60
50006770 Mitel 6940 Telephone Set	\$595.00	\$357.00
50008385 6920w IP Phone	\$350.00	\$210.00
50008386 6930w IP Phone	\$450.00	\$270.00
50008387 6940w IP Phone	\$595.00	\$357.00
513130035 H10 Stereo USB Headset *	\$115.00	\$103.50
51310036 H20 Mono Analog Headset w/QD Cable *	\$205.00	\$164.00
51310037 H30 CC USB Headset w/QD Cable *	\$220.00	\$176.00
51310038 H40 DECT Stereo Headset *	\$345.00	\$276.00
Conventional Analog Telephone Sets		-
Starplus II 2802-08 Single Line w/Speakerphone	Non-Mitel Part	\$72.00
Corteleo 121100TP2275 and others	Non-Mitel Part	\$106.76
Mitel E911 Ray Baum's Act Compliance	REDSKY	UNIT PRICE
RS-6763 E911 Anywhere 500+ ELINs—Annual per ELIN	Non-Mitel Part	\$13.20
RS-6764 E911 Anywhere 1000+ ELINs—Annual per ELIN	Non-Mitel Part	\$12.00
RS-6780 100+ My911 per client—Annual	Non-Mitel Part	\$24.00
RS-6778 E911 Anywhere Plus Bundle—Annual	Non-Mitel Part	\$6,000.00
RS-6770 E911 EON Client—Annual	Non-Mitel Part	\$1,200.00
RS-6750 Service Activation Fee—one time	Non-Mitel Part	\$5,800.00
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

Materials Purchases*	
Material Purchases	% Discount
% Discount from MSRP or Contractor supplied parts list.	0%

* Material will be paid based on the actual invoices with no markup. ~~Items indicated are either OEM non-discountable or have discount levels than Mitel components. Part numbers denoted by R indicate factory refurbished items no longer available as new.~~