



## Arlington Public Schools

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

January 22, 2022

**Via Email**

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

Subject: Telecomm Infrastructure Maintenance and Procurement of Associated Components and Materials 34FY20 – Contract Amendment No. 2

Dear Mr. Delaney:

Attached is Amendment 2 to revise:

- Attachment B – Pricing Schedule by adding new items to Contract 34FY20 amending Attachment B – Fee Schedule to reflect changes to the Mitel Components and to incorporate the Ray Baum’s Act by adding Mitel E911 items. 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, CPPB  
Senior Procurement Specialist

KY:ky

Enclosure



**Arlington Public Schools**

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**Amendment No. 2**

**Subject:** Telecomm Infrastructure Maintenance and Procurement of Associated Components and Materials – Contract Amendment No. 2

**Contractor:**  
Allen Corporation of America  
Attn: Donald Delaney  
10400 Eaton Place, Suite 330  
Fairfax, VA 22030  
[ddelaney@allencorporation.com](mailto:ddelaney@allencorporation.com)

**Contract:**  
34FY20

By mutual agreement, Contract 34FY20 is hereby amended to revise Attachment B – Fee Schedule to reflect changes to the Mitel Components and incorporate the Ray Baum’s Act by adding Mitel E911 items. Appendix to Attachment B – Fee Schedule is included with the revisions reflected in red.

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

**Arlington Public Schools**

**Allen Corporation of America**

Authorized Signature: David J. Webb  
Printed Name and Title: David J. Webb, C.P.M.  
Procurement Director /  
Procurement Agent  
Date: February 1, 2022

Authorized Signature: [Signature]  
Printed Name and Title: Timothy S. Schimkus  
Chief Financial Officer  
Date: 2/1/2022

**Attachment B**

**Fee Schedule (Revised Amendment No. 2)**

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

<b>ITEM NAME</b>	<b>PRICE</b>
Annual pricing for maintenance of <b>all</b> items in Attachment H, APS Sites, Hardware/Software, Inventory & Telephone Sets, 7 days a week, 24 hours a day.	\$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.	\$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.

<b>TITLE</b>	<b>HOURLY RATES</b>
Certified Technicians	\$80.00
Cable Technicians	\$64.00
Coordinators	\$80.00
Project Managers	\$80.00

ITEM NAME	MITEL LIST PRICE	UNIT PRICE
<b>Mitel 3300 Controller associated components as detailed below:</b>		
50005184 Analog Main Board	\$690.00	\$414.00
50005182 Power Supply	\$500.00	\$300.00
50006 SATA SSD Hard Drive(s) *	\$220.00	\$220.00
50006268 Fans *	\$78.00	\$78.00
52002581 E2T Processor Card(s)	\$2,300.00	\$1,380.00
50005751 DSP Module	\$1,380.00	\$828.00
50001247 Echo Canceler Module	\$1,150.00	\$690.00
50004451 QUAD CIM	\$790.00	\$474.00
50006271 PWR CRD C13 10A 125V – NA	\$17.50	\$10.50
50005105 Mitel ASUII	\$875.00	\$525.00
50005731 Mitel 24-port ONSP Cards	\$900.00	\$540.00
50006593 Streamline 24-port switch *	\$3,050.00	\$2,440.00
50006594 Streamline 48-port switch *	\$3,900.00	\$3,315.00
50006644 Streamline Dongle 6-pack *	\$625.00	\$531.25
54004973 MiVoice Bus Enterprise S/W	\$3,000.00	\$1,800.00
54004975 Enterprise user license	\$175.00	\$105.00
54002701 Single Line/Analog user license	\$75.00	\$45.00
54005043 ACD Enterprise Active Agent license	\$150.00	\$90.00
50006731 3300 MXE controller	\$5,000.00	\$3,000.00
54009220 SWA MiVB Base System	\$125.00	\$75.00
54009224 SWA MiVB Enterprise User	\$11.00	\$6.60
54009225 SWA Single Line User	\$4.00	\$2.40
12816-703 Power Strip 15 AMP	Non-Mitel Part	\$129.50
<b>Mitel VOIP Telephone Sets as follows:</b>		
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
51011571 5304 Telephone Set	\$187.00	\$112.50
50008301 Mitel 6905 Telephone Set	\$110.00	\$66.00
50006766 Mitel 6910 Telephone Set	\$209.00	\$125.40
50006767 Mitel 6920 Telephone Set	\$325.00	\$195.00
50006769 Mitel 6930 Telephone Set	\$451.00	\$270.60
50006770 Mitel 6940 Telephone Set	\$605.00	\$363.00
51306580 Mitel 6900 BT Speakerphone *	\$375.00	\$318.75
51305332 Mitel 6900 DECT Headset	\$325.00	\$195.00
<b>Conventional Analog Telephone Sets</b>		
Starplus II 2802-08 Single-Line w/Speakerphone	Non-Mitel Part	\$48.25
Cortelco 121100TP2275 and others	Non-Mitel Part	\$58.50

<b>Mitel E911 Ray Baum's Act Compliance</b>	<b>REDSKY</b>	<b>UNIT PRICE</b>
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
<b>Emerging Mitel Technology/VOIP Products to include:</b>		
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

\* 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.

**Appendix to Attachment B**

**Fee Schedule (Revised Amendment No. 2)**

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

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**End of Appendix to Attachment B**