



# Town of West Newbury

## Telecommunications Price Proposal Sheet/Initial Review

RFP #: 2024-WN-003

| Vendor Name                    | Cabling \$ Proposal | Phone \$ Proposal | Total               | Recurring Costs | Notes                                 |
|--------------------------------|---------------------|-------------------|---------------------|-----------------|---------------------------------------|
| <b>Beacon Telecom</b>          | N/A                 | \$75,434.47       | <b>\$75,434.47</b>  | \$2,148.81      | <b>Using Existing Cabling</b>         |
| <b>Connectivity Point</b>      | \$69,937.61         | \$16,963.36       | <b>\$86,900.97</b>  | \$1,848.21      | <b>Yealink System</b>                 |
| <b>Granite</b>                 | N/A                 | 95,765.40         | <b>\$95,765.40</b>  | \$2,660.15      | <b>No Cabling. Price is for 3 yrs</b> |
| <b>Jean Computech Corp</b>     | \$38,398.75         | \$64,878.89       | <b>\$103,277.64</b> | N/A             | <b>Polycom VVX 101 System</b>         |
| <b>LCN Networks</b>            | \$67,525.00         | \$38,249.25       | <b>\$105,774.25</b> | \$2,108.37      | <b>DIDN'T ATTEND MEETING</b>          |
| <b>Partner's Technology</b>    | \$63,700.00         | \$31,417.16       | <b>\$95,117.16</b>  | \$1,541.45      | <b>MiTel MiVoice 6915 IP Phone</b>    |
| <b>Valley Communications</b>   | \$55,225.66         | \$13,749.00       | <b>\$68,974.66</b>  | \$1,442.21      | <b>Polycom System</b>                 |
| <b>Vertical Communications</b> | N/A                 | \$46,567.14       | <b>\$46,567.14</b>  | \$1,571.07      | <b>No Cabling</b>                     |
| <b>Verizon</b>                 | N/A                 | \$723.95          | <b>\$723.95</b>     | \$2,093.29      | <b>No Cabling</b>                     |
| <b>Visual Edge IT</b>          | N/A                 | \$75,995.50       | <b>\$75,995.50</b>  | \$359.00        | <b>No Cabling</b>                     |
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