

The Local Government Purchasing Cooperative

For the Period 2/1/2007 to 1/31/2010

Final Catalog Award Report for Telecommunication Products #260-07

1 Discount Off Catalog/Pricelist for Purchase or Lease of Converged Communication Platform Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Cytek Media Systems, Inc.	Audio Visual, Presentation, Video & Multimedia Polycom and Qlink	Up to 50%	No
Rx Technology		N/A	No
GN Hello Direct, Inc	HDI, discount is off MSRP	45%	No
Affiliated Telephone	Nortel Communication Service	45%	Yes
Balco Systems	Rauland-Borg	36% to 45%	Yes
GN Hello Direct, Inc	GN, discount is off MSRP	35%	No
GN Hello Direct, Inc	Conferencing, discount is off MSRP	35%	No
Inter-Tel Business Information Syste	Inter-Tel Axxess	35%	Yes
GN Hello Direct, Inc	Other, discount is off MSRP	30%	No
Texas Electronic Info. & Computer C	Cisco	28%	No
Dealers Electrical Supply	Leviton Trade Catalog	15%	No

2 Discount Off Catalog/Pricelist for Purchase or Lease of IP Network Communications Platform Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Cytek Media Systems, Inc.	Audio Visual, Presentation, Video & Multimedia Polycom and Qlink	Up to 50%	No
Rx Technology		N/A	No
GN Hello Direct, Inc	HDI, discount is off MSRP	45%	No
Affiliated Telephone	Nortel CS 1000	45%	Yes
Affiliated Telephone	Nortel BCM	40%	Yes
Balco Systems	Rauland-Borg	36% to 45%	Yes
GN Hello Direct, Inc	Conferencing, discount is off MSRP	35%	No
GN Hello Direct, Inc	GN, discount is off MSRP	35%	No
GN Hello Direct, Inc	Other, discount is off MSRP	30%	No
Texas Electronic Info. & Computer C	Cisco	28%	No
Dealers Electrical Supply	Leviton Trade Catalog	15%	No

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3 Discount Off Catalog/Pricelist for Purchase or Lease of SIP-Based Multimedia Network Communications Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Cytek Media Systems, Inc.	Audio Visual, Presentation, Video & Multimedia Polycom and Qlink	Up to 50%	No
Rx Technology		N/A	No
GN Hello Direct, Inc	HDI, discount is off MSRP	45%	No
Affiliated Telephone	Nortel CS 1000	45%	Yes
GN Hello Direct, Inc	GN, discount is off MSRP	35%	No
GN Hello Direct, Inc	Conferencing, discount is off MSRP	35%	No
Inter-Tel Business Information System	Inter-Tel 7000	35%	Yes
GN Hello Direct, Inc	Other, discount is off MSRP	30%	No
Texas Electronic Info. & Computer C	Cisco	28%	No
Dealers Electrical Supply	Leviton Trade Catalog	15%	No

4 Discount Off Catalog/Pricelist for Purchase or Lease of IP-Centric System Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Cytek Media Systems, Inc.	Audio Visual, Presentation, Video & Multimedia Polycom and Qlink	Up to 50%	No
Rx Technology		N/A	No
Affiliated Telephone	Nortel CS 1000	45%	Yes
GN Hello Direct, Inc	HDI, discount is off MSRP	45%	No
Affiliated Telephone	Baystack	40%	Yes
Affiliated Telephone	Nortel BCM	40%	Yes
Inter-Tel Business Information System	Inter-Tel 5000	35%	Yes
GN Hello Direct, Inc	GN, discount is off MSRP	35%	No
GN Hello Direct, Inc	Conferencing, discount is off MSRP	35%	No
GN Hello Direct, Inc	Other, discount is off MSRP	30%	No
Texas Electronic Info. & Computer C	Cisco	28%	No
Dealers Electrical Supply	Leviton Trade Catalog	15%	No

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5 Discount Off Catalog/Pricelink for Purchase or Lease of All Other Types of Telecommunication Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Cytek Media Systems, Inc.	Audio Visual, Presentation, Video & Multimedia Polycom and Qlink	Up to 50%	No
Troxell Communications, Inc.	Troxell Catalog	5% to 60%	No
GN Hello Direct, Inc	HDI, discount is off MSRP	45%	Yes
Chip Taylor Communications	DVD's, Videos and Digital Files with Streaming Rights	40% to 60%	No
Balco Systems	Rauland-Borg	36%	Yes
TechCenter Design, Inc.	Platinum Price Book	35%	No
Affiliated Telephone	Nortel Call Pilot Option PBX	35%	Yes
GN Hello Direct, Inc	Conferencing, discount is off MSRP	35%	Yes
GN Hello Direct, Inc	GN, discount is off MSRP	35%	Yes
GN Hello Direct, Inc	Other, discount is off MSRP	30%	Yes
Texas Electronic Info. & Computer C	Cisco	28%	No
TechCenter Design, Inc.	Multi Rack and Price Book Catalog	25%	No
TechCenter Design, Inc.	2 Post 4 Post Racks	20%	No
Inter-Tel Business Information Syste	Inter-Tel Comsource	15%	Yes
Dealers Electrical Supply	Leviton Trade Catalog	15%	No
Rackmount Solutions	All products EXCEPT Minuteman UPS products	10%	No
Prentke Romich Company	Prentke Romich Communications Without Limitations Catalog	10%	No
Graybar Electric	Various manufacturers	0% to 67%	No
Rx Technology	Rx Technology Telecommunication Catalog	0% to 20%	No

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6 Hourly Labor Rate for Service of Equipment		EA	
Vendor	Vendor Brand and Model Number	Bid Price	Award
Balco Systems		\$85.00	Yes
Affiliated Telephone		\$90.00	Yes
Rx Technology		\$95.00	No
Cytek Media Systems, Inc.		\$100.00	No
Inter-Tel Business Information Systems. Inc.		\$150.00	Yes

7 Hourly Labor Rate for Installation of Equipment		EA	
Vendor	Vendor Brand and Model Number	Bid Price	Award
TechCenter Design, Inc.		\$40.00	No
Balco Systems		\$40.00	Yes
Affiliated Telephone		\$90.00	Yes
Rx Technology		\$95.00	No
Cytek Media Systems, Inc.		\$100.00	No
Inter-Tel Business Information Systems. Inc.		\$150.00	Yes