



January 11, 2023

Andy Hutson
IT Manager
City of Shakopee
485 Gorman Steet
Shakopee, MN 55379

RE: Quote to join the LOGIS IP Telephony Service

Dear Andy,

From our discussion in June 2022, you are looking for a quote from LOGIS for the City of Shakopee to join LOGIS' IP Telephony Service. This document outlines a budget estimate starting January 1, 2023.

This estimate is based on the following:

- 244 Cisco phones
 - 190 = Cisco 8845 Models
 - 44 = Cisco 8811 Models
 - 10 = Cisco 6821 Models
 - 5 = Cisco 8832 Conference Phones
 - Licensing – 190 Professional, 54 Public, and 58 Voicemail Only licenses
 - Attendance Console Features are included in the Cisco Licensing
 - Shakopee will utilize LOGIS SIP trunks from CenturyLink which would replace the existing PRIs.
- 5 – Cisco VG400-8FXS (32 Analog to Digital Ports)
2 = Cisco VG400-2FXS/2FXO (2 Analog to Digital Ports each)

Based on this, the following are estimated costs:

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|---|----------|
| 1. Replace 244 Phones: | \$61,000 |
| 2. Infrastructure – Gateways – Analog Hardware: | \$18,000 |
| 3. Cisco Flex Licensing | \$5,200 |
| 4. Revolution (Paging Notification Service) – 100 Devices | \$600 |
| 5. One-time Conversion / Installation Charge: | \$25,500 |

Estimated Installation Cost: \$110,300

Estimate Monthly Cost for SIP trunk channels (18) and Shakopee DIDs (299)	\$450
LOGIS Yearly IP Telephony charge:	\$29,300

We feel this estimate is very close to the actual, if Shakopee decides they wish to move forward with joining the IP Telephony Service we will assign a staff person to do a detailed discovery of your current IP Telephony system to validate these charges. This discovery process is estimated to be 40 labor hours and will be absorbed by the installation charge.

As with every cloud-based solution, a redundant high-speed network connection is highly recommended for high availability. I would like to thank you and the City of Shakopee for the opportunity to quote this service. If you have any questions about the application, installation, or conversion, feel free to contact me.

Sincerely,

Jude Giron
Service Desk Supervisor
LOGIS

CC: Martin Webb