

TRIDENT

digital technologies

We have prepared a quote for you

Clay County County Hosted VoIP

Quote # 000164
Version 1

Prepared for:

Clay County

Mike Campbell
mike.campbell@co.clay.tx.us



Sunday, April 11, 2021

Clay County
Mike Campbell
214 N. Main Street (North of Courthouse)
Henrietta, TX 76365
mike.campbell@co.clay.tx.us

Dear Mike ,

On behalf of everyone at Trident Digital Technologies, LLC. we want to thank you for allowing us the opportunity to provide you a quote for your VoIP Telephone System/Services. Included in their respective Packages is the Technical and Pricing proposals.

As part of this proposal Trident will include upon request, the Women Owned Business Certification that is held by our Voice Partner PS Lightwave, Trident Digital Technologies is a Gold Partner Agent with PS Lightwave and is submitting this Bid response in reference to: **Voice Over Internet Protocol (VoIP) Telephone System**

Trident Digital Technologies in affiliation with its VoIP partner Pure Speed Lightwave offers an array of services which take full responsibility for the availability of all components of your critical Voice Over Internet Protocol systems. Our developed methodology combined with a professional team of experts in all disciplines is the definite answer and solution to this challenge.

What makes our proposal unique is not only is your PBX Phone system hosted, but we provide the Telephone service in a complete monthly bundle (your numbers would be ported to PS Lightwave from your current carrier). Say goodbye to the need for an onsite server and dedicated switches for Voice, annual maintenance and support, plus the cost of your phone lines. No more separate costs or bills, PS Lightwave is your one stop provider. We are proud to partner with Polycom, Jabra and more for your Voice solutions and additional technologies we can integrate as well.

If for you have questions or comments, we are delighted to hear from you. Please reference your quote via email, mail or by phone Toll Free at 1-833-682-4545. We will respond to your questions or comments about this quote for your proposed services as soon as possible. Thank you for the Opportunity to serve the Anderson County with a VoIP Telephone System and Services.

Stephen Cobb
President & COO
Trident Digital Technologies

➤ Executive Summary

A Proposal Submitted in Response to



VoIP RFP
Voice Over Internet Protocol
(VoIP) Telephone System

Submitted By:
Stephen A. Cobb
President and COO
Trident Digital Technologies, LLC.

On:

April 12, 2021

➤ Executive Summary

Why Trident Digital Technologies and PS Lightwave?

As organizations seek to reduce costs and improve efficiency, communication processes are not typically factored in the decision points within the process. Most organizations have seen the need for automation within the actual process to reduce burden but don't have the system or personnel to accomplish this task

efficiently. We understand your need for visibility of information within the process to manage margins, improve interactions, and produce higher satisfaction.

We are here to help you with the transition to a more flexible, agile and state of the art, hosted PBX and Voice Services.

All while helping to reduce your costs for hardware, support and more.

Proposer Identification

Submitted By:
Stephen A. Cobb
President and COO

Founded December 22, 2012
by Jeni F. and Stephen A. Cobb
Jeni F. Cobb is the CFO

Trident Digital Technologies, LLC.
3532 Euclid Drive
Grand Prairie, TX 75052

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www.tridentdt.com
Email: scobb@tridentdt.com

FEIN: 46-1552677

TRACS # 5-14-638-7519-21

DUNS # 078707251

Our Team

Corporate Overview

Trident Digital Technologies was founded on the spirit of innovation and out of the box thinking. So, that our clients and their needs come first. Our mission is to develop long-lasting relationships with our clients, identify the challenges that they face, design solutions that resolve those challenges and supports their organization's goals, budget and success. We want to be a long term partner with your organization.

The Trident Digital Technology team is comprised of professionals, who have a combination of more than 50 years experience in Information Technology, Professional A/V, Voice over IP and Structured Cabling. At Trident Digital Technologies, we are dedicated to service our customers based on their needs and not a specific manufacturer.

Corporate Responsibility

We have a strong commitment to ethics as it is critical to our long-term success as a company. The message for each employee is clear: any success that is not achieved ethically or done right at first is no success at all. At Trident Digital Technologies, we hold ourselves to the highest ethical standards, and we will not tolerate anything less.

As a company we strive to conduct business ethically, honestly, in accordance with the company's values and Code of Business Conduct (COBC), and in full compliance with all laws and regulations.

At Trident Digital Technologies, we are about the needs of the client, and their budget...not about a box. Because we develop solutions that are outside of the box, and are easy to deploy and support, reducing the Total Cost of Ownership during the life cycle. We challenge you to find another company dedicated to developing solutions to your needs without completely emptying your pockets or costing more than is necessary during the life cycle of the project, or hardware.

Activation Charges - One Time

Description	Price	Qty	Ext. Price
Lightwave Hosted One Time Setup Charge PBX - Setup Charge Lightwave Hosted PBX - Setup Charge One-Time Discounted Setup	\$300.00	1	\$300.00
Subtotal:			\$300.00



Monthly Recurring Charges

Description	Recurring	Qty	Ext. Recurring
Lightwave Hosted PBX Premium 5 years Lightwave Hosted PBX Premium Seat 5 years Lightwave Hosted PBX Premium - 5 Year Term, includes Online Portal(OP), Mobile Integration with Max UC Software(MI), Voicemail and DID per seat MRC	\$10.95	29	\$317.55
Lightwave Hosted PBX - Voice Call Path Lightwave Hosted PBX Voice Call Path per Path Cost	\$7.95	23	\$182.85
Lightwave Hosted PBX - Fax to Email Inbound Only Lightwave Hosted PBX - Fax to Email inbound only per path for Fax - this does not affect your voice call paths as this is separate per seat.	\$3.00	5	\$15.00
Lightwave Analog Voice Line/Non-POTS Fax Line Lightwave Analog Voice Line/Non-POTS (Plain old Telephone Service) Fax Line per seat per month	\$19.95	11	\$219.45
Lightwave Hosted PBX - Premium Auto Attendant Lightwave Hosted PBX Premium Auto Attendant, this is fully customizable for a main number and then groups to each extension or DID can be set and a personal message for the main and sub categories. This is per Auto Attendant	\$19.95	1	\$19.95

Monthly Subtotal: **\$754.80**

754.80
 300.

 1054.80
 2310.00

 3364.80

1054.80
 300.

 1354.80
 2310.

 3664.80



Service Option MRC

* Optional

Description	Recurring	Qty	Ext. Recurring
Lightwave Hosted Additional DID's MRC PBX - Additional DID's Lightwave Hosted PBX - Additional DID's per seat - Each has a one time per user setup Charge of \$5.00	\$0.50	1	\$0.50

* Optional Subtotal: **\$0.50**



Installation Onsite & Training Service


Description		Price	Qty	Ext. Price
Managed Voice Service - Onsite	Hosted Voice Onsite Install Project management and initial training 2 days Onsite Implementation for Hosted Voice Services Billed per day per Technician to come onsite -Meet with Client to address any concerns or additional service or product requests -Perform onsite physical evaluation and analysis of managed devices -Perform any maintenance of services that are a part of the agreement -Evaluate the need for additional services and or products that need to be sent to account team for quoting and customer approval	\$1,500.00	4	\$6,000.00

Note: It is expected that installing the phones and making sure they are configured properly and tested will take approximately 13 hours(15 if routing for a Auto Attendant is included) and the remainder is for training on the new phone system. The final invoice will be adjusted to the appropriate amount depending on the actual days onsite.

Subtotal: **\$6,000.00**




Polycom Phones & Options

* Contains Optional Items

Description		Price	Qty	Ext. Price
Lightwave Polycom VVX250 with PS	Polycom VVX250 with Power Supply  Lightwave Polycom VVX 250 with power Supply (\$6 for Power Supply) 4-LINE IP DESK PHONE Enhance sound quality of conversations Access features fast in a modern design Customize for a variety of office settings Deploy to teams easily and quickly	\$119.00	44	\$5,236.00

Polycom Phones & Options

* Contains Optional Items

Description	Price	Qty	Ext. Price
Lightwave Polycom VVX 250 without PS Polycom VVX 250 without Power Supply  Lightwave Polycom VVX 250 without Power Supply 4-LINE IP DESK PHONE Enhance sound quality of conversations Access features fast in a modern design Customize for a variety of office settings Deploy to teams easily and quickly	\$113.00	1*	\$113.00
Lightwave Polycom VVX 501 Color Phone without PS Polycom VVX 501 Color Phone without PS  Lightwave Polycom VVX 501 Color 12 line phone without power supply 12-LINE TOUCH SCREEN DESK PHONE Maximize productivity with all-in-one design Cut learning curve for simple yet powerful features Reduce effort to deploy, administer and maintain Support future expansion application capabilities	\$213.00	8	\$1,704.00
Lightwave Polycom Power Supply if Client has Non POE Switches Polycom Power Supply if NON POE Switches  Lightwave Polycom Power Supply - For clients who do not have POE Switches to support the phone. Also used for back up power	\$17.00	8*	\$136.00

* Optional Subtotal: **\$249.00**
 Subtotal: **\$6,940.00**



Long Distance

Description	Qty
Domestic Long Distance is 500 pooled minutes per Call Path - 23 Call Paths x 500 minutes = 11, 500 minutes Free.	
Additional Minutes @ .05 - Bundled minutes at lower pricing is available.	
E911 is \$1.00 per endpoint/Site 7 Sites x \$1.00 is \$7.00 per month.	
All Applicable State taxes and fees will also apply.	



Clay County County Hosted VoIP



Prepared by:
Trident Digital Technologies
 Stephen Cobb
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 Fax (972) 213-1012
 scobb@tridentdt.com

Prepared for:
Clay County
 214 N. Main Street (North of Courthouse)
 Henrietta, TX 76365
 Mike Campbell
 (940) 538-4651
 mike.campbell@co.clay.tx.us

Quote Information:
Quote #: 000164
 Version: 1
 Delivery Date: 04/11/2021
 Expiration Date: 05/11/2021

Quote Summary

Description	Amount
Activation Charges - One Time	\$300.00
Installation Onsite & Training Service	\$6,000.00
Polycom Phones & Options	\$6,940.00
Total:	\$13,240.00

Monthly Expenses Summary

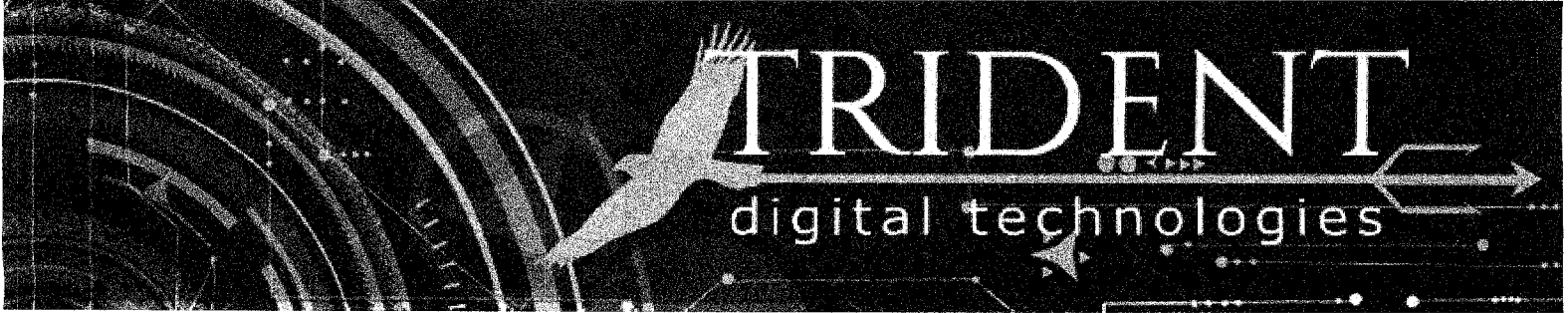
Description	Amount
Monthly Recurring Charges	\$754.80
Monthly Total:	\$754.80

*Optional Expenses

Description	One-Time
Polycom Phones & Options	\$249.00
Optional Subtotal:	\$249.00

*Optional Expenses

Description	Recurring
Service Option MRC	\$0.50
Optional Subtotal:	\$0.50



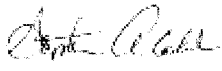
Payment Options

Description	Payments	Interval	Amount
Term Options			
Terms & Conditions	1	One-Time	\$13,240.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Trident Digital Technologies

Clay County

Signature: 
Name: Stephen Cobb
Title: President & COO
Date: 04/11/2021

Signature: _____
Name: Mike Campbell
Date: _____