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May 12, 2022

Dr. Karen Barber
Superintendent of Schools
6032 Hwy 90
Milton, FL 32570

Dear Dr. Barber,

The selection committee for RFP 22-06-DC District Wide VOIP Service ranked the proposals received and recommended Jomar Technologies, Inc. as the top company to be awarded. Approval is recommended.

The RFP 22-06-DC District Wide VOIP Service documents and information can be reviewed at this link:

[RFP Documents](#)

The selection committee consisted of the following:

- David Hicks, Assistant Superintendent for Information Technology Services
- Mike Thorpe, Assistant Superintendent of Instructional Services
- Ricky Wallace, Enterprise Network Administrator
- Tom DelaCruz, Electronic Technician II
- R. Cheree Davis, Assistant Principal, Central School

Sincerely,

Travis Fulton

TF/dlc

Att: 1

Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes.

DISTRICT 1
Linda Sanborn

DISTRICT 2
Elizabeth Hewey

DISTRICT 3
Carol Boston

DISTRICT 4
Charles Elliott

DISTRICT 5
Wei Ueberschaer

Request for Prop. No.: RFP 22-06-DC
 Req. for Prop. Name: District Wide VOIP Service
 Intended Award Date: May 5, 2022
 Board Award Date: May 12, 2022
 Contract Start Date: May 13, 2022
 Contract End Date: May 12, 2027

Company:	Jomar Technologies, Inc. Philadelphia, PA	Jomar Technologies, Inc. Philadelphia, PA Negotiated Items	Ambit Solutions, LLC Hoover, AL	AT&T Bedminster, NJ	Communication Square, LLC Sheridan, WY	Hayes e-Government Resources, Inc. Tallahassee, FL	Windstream Services, LLC Little Rock, AR
Item: 3CX Professional Edition or equivalent platform Cloud-based Hosted VOIP Phone System:	3CX Professional License Google		Asterisk Cloud PBX	AT&T Office@Hand RingCentral	Microsoft Teams Microsoft Cloud	Avaya ASP Hosted File Server	OfficeSuite UC Microsoft Cloud
Licensed for 256 simultaneous calls, min.:	256 simultaneous call license - annual license fee	128 simultaneous call license - annual license fee	117 call paths w/ dynamic expansion of SIP - no per user license fee	"AT&T has read & understands"	256 simultaneous call license - annual license fee	100 simultaneous call license - monthly license fee, w/ unlimited call paths & DID numbers	256 simultaneous call license - monthly license fee
Softphone apps & licensing included:	Web client, Android, Windows, iOS, Mac		Inbound/outbound calls on cell phone or PC; upgrade for chat, "click-to-call," visual voicemail, and more	Web client, Android, Windows, iOS, Mac	Web client, Android, Windows, iOS, Mac	Web client, Android, Windows, iOS, Mac	Available - Mac, Mobile, & PC
List Configuration for all features:	Call-From-Browser Extension, Conference Calling, Auto-attendant, Hunt Groups, Voicemail/Voicemail-to-email, Intercom and Paging service integration, and high availability. <i>Upgrade to Enterprise License for some features.</i>	All Professional License features + sync w/ Microsoft Azure AD (inc. Office 365, Teams, etc.)	Conference Calling, IVR Auto-attendant & "homework hotline", Hunt Groups, Voicemail/Voicemail-to-email, Intercom and Paging, Call Recording, School Bells, E911 calling, CDR Reports, security & failover features, etc.	<i>Available features depend on package selected: Standard, Premium, or Enterprise</i>	Call-From-Browser Extension, Conference Calling, Auto-attendant, Hunt Groups, Voicemail/Voicemail-to-email, Intercom and Paging service integration, high availability, and sync with Azure AD.	Call-From-Browser Extension, Conference Calling, Auto-attendant, Hunt Groups, Voicemail/Voicemail-to-email, Intercom and Paging service integration, high availability, and sync with Azure AD.	Auto-attendant, Hunt Groups, Voicemail/Voicemail-to-email, Intercom and Paging service integration, high availability, and sync with Azure AD. Many more features listed. Conference calling and more avail.
Training for end user and District Network personnel	\$165/hour, blocks of 4 hours	1st 4 hours free; \$155/hour through 6/30/22; \$165/hour eff. 7/1/22, blocks of 4 hrs.	\$150/hour	"AT&T has read & understands" 24/7 support available	Onboarding training included	Install, Implementation, & Support provided for free	24/7 support available
Accept P-Card:	Yes - prefer Purchase Orders		No	Yes	No	Yes	Yes
Additional Discount for use of P-Card:	None		N/A	None	N/A	None	None
Payment Terms:	Net 45		Net 30	Net 30	Not Listed	Net 30	Monthly
Warranty/Guarantee:	Jomar - None; 3CX - None; Yealink 12 mths		Phones & Equip - 24 mths	undisclosed	N/A		
References:	Included		Included	Included	Included	Included	Included
Costs:	Qty						
One-Time Costs:	1	\$3,900.00	\$3,900.00	\$110,334.00	\$44,000.00		
Known one-time fees		<i>Local Number Porting Fees</i>	<i>Local Number Porting Fees</i>	<i>Install, implementation, & training</i>	<i>Consultancy (Implementation, training, etc.)</i>	<i>May port existing or request new numbers</i>	
Equipment	varies	prices vary based on need	\$134,493.00	\$40,000.00	prices vary based on need		
IP/SIP Phones			<i>All equip (phones, modems, etc.)</i>	<i>Phones</i>	<i>Hardware</i>		
Recurring Monthly Costs:	60	\$3,641.00	\$3,641.00	\$5,395.35	\$34,000.00	\$4,205.00	\$3,955.20
Cloud Hosting Fee(s) & other services		<i>No more than 5% price increase per year</i>	<i>3% price increase per year</i>	<i>Phone Svc, Failover data plan, Cloud Server, Ray Baum's Act Compl.</i>	<i>User License + ELM + Features; 2 months free</i>	<i>SIPs, DIDs, Paging Solutions</i>	<i>UC Hardware (phones, file server, etc.)</i>
Recurring Annual Costs:	5	\$9,445.00	\$5,490.00	Support & Maintenance Fees	\$103,680.00 & Support	\$332,748.00	OfficeSuite License (Mobile softphone, PC/Mac Softphone, phone rental for 256 phones)
Licensing Fee(s)		<i>\$10,495.00 retail per year - 3CX</i>	<i>\$6,100.00 retail per year - 3CX</i>		<i>\$8,640.00 monthly - billed monthly</i>	<i>\$27,729.00 monthly - billed monthly</i>	
Support & Maintenance Fees		\$165/hour, blocks of 4 hours	1st 4 hours free; \$155/hour through 6/30/22; \$165/hour eff. 7/1/22; blocks of 4 hrs.	1st year free. \$13,525/year thereafter	\$24,000.00	\$0.00	
Discount Offered?		10% per year included - 3CX	10% per year included - 3CX	N/A	N/A		
Notes:		<i>Subject to 3CX price increases</i>	<i>Subject to 3CX price increases</i>		<i>\$2,000.00 monthly support - billed monthly</i>	Install, Implementation, & Support provided for free	
Estimated Total Contract Cost:		\$292,517.00	\$263,286.00	\$622,648.00	\$2,012,000.00	\$934,700.00	\$1,935,945.60
							\$237,312.00

"Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes."