



PREPARED FOR

## San Rafael City Schools

Greg Lowry  
177 N. San Pedro Rd.  
San Rafael, CA 94903

Response to Request for Proposal for:

# Voice Over IP (VoIP) System

SUBMITTED BY

## Jive Communications, Inc.

c/o Rob Johnson  
Senior Account Manager

### CORPORATE HEADQUARTERS

1275 West 1600 North, Suite 100

Orem, UT 84057

866-768-5429 (Toll Free)

866-372-5429 (Fax)

[edu@jive.com](mailto:edu@jive.com)





## SAN RAFAEL CITY SCHOOLS

Greg Lowry  
177 N. San Pedro Rd.  
San Rafael, CA 94903

June 14, 2018

Dear Greg :

Jive Communications, Inc. is pleased to present the following response to San Rafael City Schools's Request for Proposals (RFP) Voice Over IP (VoIP) System. Jive's Cloud Voice solution has been purpose-built to replace existing legacy systems with powerful, feature-rich unified communications that are also cost effective, easy to manage, and reliable. Jive is a national leader in the Cloud communications marketplace, being honored as Frost and Sullivan's 2014 Entrepreneurial Company of the Year. With a Jive solution, our customers immediately access:

- **Increased Features.** When Jive says all inclusive, we mean all inclusive. With Jive, all local and domestic long distance is unlimited for every business user on the system - and included at no additional cost. Jive features, from voicemail to conference bridges, are unlimited for all system users and completely configurable by users themselves from our browser-based user portal.
- **Lower Costs.** Implementing a Jive solution immediately lowers your costs, while at the same time dramatically increasing access to powerful unified communications features that simplify the way you do business.
- **Simplified Management.** The Jive solution is easily and centrally configured and managed from a single, browser-based interface. Even novice users can configure complex, schedule-based dial plans with multiple auto attendants and voicemail options without any assistance from their IT resources and often with as little as one hour training with a Jive customer service representative.
- **Improved Resiliency.** Every level of the Jive solution—from our service delivery platform, hosting facilities, call management and routing, and customized network design—is engineered for redundancy, delivering high availability and achieving industry-leading uptime and reliability.
- **Accessible Support.** By switching to a Jive solution, you will have immediate access to industry leading, U.S.-based support that our customers consistently rank as #1, 24 hours a day, 7 days a week. No matter what your issue, Jive is available to support IT personnel - as well as individual users across the organizations - to get the most out of their Jive solution.

Jive consistently receives the highest ratings for customer experience in our industry. Our customers rate us #1, are excited to refer us to their friends and colleagues, and better than 94% of them become customers for life. I invite you to review the enclosed proposal materials and experience the Jive difference for yourself.

Sincerely,

Rob Johnson  
Senior Account Manager

**JIVE COMMUNICATIONS, INC. | SPIN: 143033971**

# Venetia Valley Campus



## San Rafael City School District

310 Nova Albion Way  
San Rafael, CA 94903

Sandy Maynard

*Prepared by*  
OneTel Holdings

Colin Campbell  
801.214.7024  
ccampbell@onetelgem.com

Date June 18, 2018

### VoIP Charges

Monthly Charges - Description	Quantity	Price	AMOUNT
Interconnected VoIP	4	\$ 15.95	\$ 63.80
Interconnected VoIP (Low Usage)	40	\$ 6.95	\$ 278.00
Cisco 8841 (PoE)	4	\$ 14.75	\$ 59.00
Cisco 6851 (PoE)	40	\$ 5.85	\$ 234.00
Telephone Numbers (DID)	44	\$ 0.25	\$ 11.00
Jive Business Continuity	1	\$ -	\$ -
<i>*State and Federal taxes and regulatory fees are charged per jurisdiction.</i>			
Monthly Charges			\$ 645.80
CTF Discount			\$85.45
Estimated Taxes & Fees			\$120.34
<b>Estimated Total</b>			<b>\$ 680.69</b>

One-Time Charges - Description	Quantity	Price	AMOUNT
Algo 8301 Controller	1	\$ 280.49	\$ 280.49
Algo 8180 Speaker	10	\$ 231.50	\$ 2,315.00
Cisco Expansion Car	2	\$ 155.20	\$ 310.40
GN Pro 920 Wireless Headset (with Polycom EHS cable)	2	\$ 187.62	\$ 375.24
<i>*Additional equipment/connectivity may be required if network doesn't meet minimum requirements. Please see network specifications document.</i>			
Up-front Charges			\$ 3,281.13

### Contract Term

The term of this agreement is 12 months.

# Laurel Dell Campus

## San Rafael City School District

310 Nova Albion Way  
San Rafael, CA 94903

Sandy Maynard



**Prepared by**  
OneTel Holdings

Colin Campbell  
801.214.7024  
ccampbell@onetelgem.com

Date June 18, 2018

### VoIP Charges

Monthly Charges - Description	Quantity	Price	AMOUNT
Interconnected VoIP	5	\$ 15.95	\$ 79.75
Interconnected VoIP (Low Usage)	10	\$ 6.95	\$ 69.50
Cisco 8841 (PoE)	5	\$ 14.75	\$ 73.75
Cisco 6851 (PoE)	10	\$ 5.85	\$ 58.50
Telephone Numbers (DID)	15	\$ 0.25	\$ 3.75
<i>*State and Federal taxes and regulatory fees are charged per jurisdiction.</i>			
<b>Monthly Charges</b>			<b>\$ 285.25</b>
CTF Discount			<b>\$37.31</b>
Estimated Taxes & Fees			\$27.81
<b>Estimated Total</b>			<b>\$ 275.75</b>

One-Time Charges - Description	Quantity	Price	AMOUNT
Algo 8301 Controller	1	\$ 280.49	\$ 280.49
Algo 8180 Speaker	1	\$ 231.50	\$ 231.50
Algo 8186 SIP/IP Horn Speaker	4	\$ 316.33	\$ 1,265.32
Cisco Expansion Car	2	\$ 155.20	\$ 310.40
GN Pro 920 Wireless Headset (with Polycom EHS cable)	2	\$ 187.62	\$ 375.24
<i>*Additional equipment/connectivity may be required if network doesn't meet minimum requirements. Please see network specifications document.</i>			
<b>Up-front Charges</b>			<b>\$ 2,462.95</b>

### Contract Term

The term of this agreement is 12 months.