

**TO:** City of Deltona  
Robert Cordero  
255 Enterprise Road  
Deltona, FL 32725  
  
rcordero@deltonafl.gov  
(p) 386-878-8807

**FROM:** PNS Orlando Millenia Lakes  
Sylvér Fair  
5337 Millenia Lakes Blvd.  
Suite 300  
Orlando, FL 32839  
  
sfair@presidio.com  
(p) +1.407.409.8250

**Customer#:** CITY0469

**Contract Vehicle:** Florida NASPO ValuePoint Cisco AR3227 FL# 43220000-NASPO-19-ACS

**Account Manager:** Cheryl Blaustein

**Inside Sales Rep:** Sylvér Fair

**Title:** City of Deltona - Call Manager and WCCX Upgrade Hardware and Services

#	Part #	Description	Unit Price	Qty	Ext Price
<b>WxCalling Hardware</b>					
<b>SL-4330-SEC-K9=</b>					
1	SL-4330-SEC-K9=	Security License for Cisco ISR 4330 Series	\$1,178.17	2	\$2,356.34
<b>Total:</b>					<b>\$2,356.34</b>
<b>Total (WxCalling Hardware):</b>					<b>\$2,356.34</b>
<b>Change Modify for Calling</b>					
<b>A-FLEX-3</b>		<b>Remaining Term:</b> 36 months	<b>Billing Model:</b> Annual	<b>Subscription ID:</b> Sub901283	
		<b>Auto-Renewal Term:</b> Do Not Renew	<b>Requested Start Date:</b> 03/01/2024		
2	A-FLEX-3	Collaboration Flex Plan 3.0	\$0.00	1	\$0.00
<b>Recurring Charges</b>					
3	SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	\$0.00	250 Each for 36 months	\$0.00
4	A-FLEX-FILESTG-ENT	File Storage Entitlement	\$0.00	6000 Users for 36 months	\$0.00
5	A-FLEX-MSG-ENT	Messaging Entitlement	\$0.00	300 Users for 36 months	\$0.00
6	A-FLEX-PROPACK-ENT	Pro Pack for Cisco Control Hub Entitlement	\$0.00	300 Users for 36 months	\$0.00
7	A-FLEX-C-DEV-ENT	Cloud Device Registration Entitlement	\$0.00	300 Users for 36 months	\$0.00
8	A-FLEX-P-CALL	Prem to Webex Calling / UCM Cloud	\$0.00	250 Users for 36 months	\$0.00
9	A-FLEX-EACL	EntW Webex Calling	\$7.29	250 Users for 36 months	\$65,610.00
10	A-FLEX-CL-CA	Webex Calling Common Area Entitlement	\$0.00	125 Users for 36 months	\$0.00
11	A-FLEX-C-PRO	Webex Calling Entitlement	\$0.00	300 Users for 36 months	\$0.00
12	A-FLEX-LGW-CUBE	CUBE for Webex Calling (2)	\$0.00	125 Users for 36 months	\$0.00
<b>Recurring Annual Charges:</b>					<b>\$21,870.00</b>
<b>Total Recurring Charges:</b>					<b>\$65,610.00</b>
<b>Usage Charges</b>					

13	A-FLEX-ERC	Emergency Response Center Call fee per location search US	\$37.84	Per	\$0.00
Total Usage Charges:					Billed As Incurred
Total:					\$65,610.00
14	Discount SaaS	Discount SaaS	\$-9,622.60	1	(\$9,622.60)
Comments: Estimated credit for the previously paid annual amount					
Total (Change Modify for Calling):					\$55,987.40
Change Modify for Flex CC					
A-FLEX-3-CC		Remaining Term: 36 months	Billing Model: Annual	Subscription ID: Sub901284	
		Auto-Renewal Term: Do Not Renew	Requested Start Date: 02/10/2024		
15	A-FLEX-3-CC	Flex 3.0 for Contact Center	\$0.00	1	\$0.00
Recurring Charges					
16	A-FLEX-WCC-P-C	Webex Contact Center Premium Concurrent Agent	\$119.00	4 for 36 months	\$17,136.00
17	SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	\$0.00	1 Each for 36 months	\$0.00
18	A-FLEX-C-JIVR-ENT	WxCC Additional Cisco IVR Ports Entitlement	\$0.00	1 Ports for 36 months	\$0.00
19	A-FLEX-WCC-S-C	Webex Contact Center Standard Concurrent Agent	\$80.50	12 for 36 months	\$34,776.00
20	A-FLEX-P-CC	On Prem to Webex Contact Center - Premises Ent	\$0.00	1 Users for 36 months	\$0.00
21	A-FLEX-P-C-AGT-ENT	Webex Contact Center Concurrent Premium Agent Entitlement	\$0.00	4 Users for 36 months	\$0.00
22	A-FLEX-S-C-AGT-ENT	Webex Contact Center Concurrent Standard Agent Entitlement	\$0.00	12 Users for 36 months	\$0.00
Recurring Annual Charges:					\$17,304.00
Total Recurring Charges:					\$51,912.00
Usage Charges					
23	A-FLEX-C-IVR-O	Webex Contact Center Addl IVR Ports Overage	\$49.00	Per Port	\$0.00
24	A-FLEX-WCC-P-C-O	Webex Contact Center Premium Concurrent Agent Overage	\$119.00	Per	\$0.00
25	A-FLEX-WCC-S-C-O	Webex Contact Center Standard Concurrent Agent Overage	\$80.50	Per	\$0.00
Total Usage Charges:					Billed As Incurred
Total:					\$51,912.00
26	Discount SaaS	Discount SaaS	\$-1,402.14	1	(\$1,402.14)
Comments: Estimated credit for the previously paid annual amount					
Total (Change Modify for Flex CC):					\$50,509.86
CCX to WxCC Migration Services					
27	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$11,901.50	1.0000	\$11,901.50
Deliverable: Project Initiation					
28	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$3,480.00	1.0000	\$3,480.00
Deliverable: Call Cabinet Install & Implementation					

29	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$5,950.75	1.0000	\$5,950.75
<b>Deliverable:</b> Design Workshop Complete					
30	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$10,711.35	1.0000	\$10,711.35
<b>Deliverable:</b> Design Worksheet/Document Complete					
31	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$14,876.88	1.0000	\$14,876.88
<b>Deliverable:</b> Contact Center Configuration Complete					
32	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$13,091.65	1.0000	\$13,091.65
<b>Deliverable:</b> Contact Center Cutover Complete					
33	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$1,065.75	1.0000	\$1,065.75
<b>Deliverable:</b> Call Cabinet Training Complete					
34	PS-SVC-CONCTR-FF	Fixed Fee pricing for Contact Center Professional Services	\$2,975.38	1.0000	\$2,975.38
<b>Deliverable:</b> Project Closure					
Total (CCX to WxCC Migration Services):					\$64,053.26
ECCO Cloud Support					
35	MS-CS-CCIM	Collaboration Services-Contact Center Infrastructure Management	\$632.09	12.0000 months	\$7,585.08
<b>Start Date:</b> 07/01/2023 <b>Contract #:</b> New Contract					
<b>End Date:</b> 06/30/2024 <b>Billing Frequency:</b> Monthly					
36	MS-SM-STM	Service Management- Service Transition Management	\$500.00	1.00	\$500.00
<b>Start Date:</b> 07/01/2023 <b>Contract #:</b> New Contract					
<b>End Date:</b> 06/30/2024 <b>Billing Frequency:</b> One Time Fee					
Total (ECCO Cloud Support):					\$8,085.08
WebEx Calling Collab Services					
37	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$6,850.00	1.0000	\$6,850.00
<b>Deliverable:</b> Project Initiation					
38	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$10,275.00	1.0000	\$10,275.00
<b>Deliverable:</b> Design Complete					
39	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$10,275.00	1.0000	\$10,275.00
<b>Deliverable:</b> Execution Complete					
40	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$6,850.00	1.0000	\$6,850.00
<b>Deliverable:</b> Project Closure					
Total (WebEx Calling Collab Services):					\$34,250.00
			Sub Total:	\$215,241.94	
			Grand Total:	\$215,241.94	

THIS QUOTE IS GOVERNED BY THE TERMS AND CONDITIONS OF NAPSO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS.

QUOTE IS VALID FOR 30 DAYS FROM DATE SHOWN ABOVE.

PURSUANT TO THIS CONTRACT YOUR PO MUST REFLECT THE FOLLOWING CONTRACT:  
NAPSO VALUEPOINT CISCO CONTRACT AR3227 FLORIDA 43220000-NASPO-19-ACS..

Tax ID# 58-1667655; Size Business: Large; CAGE Code: 0KD05; DUNS#15-405-0959

Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)

Delivery: FOB Terms Destination

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

\_\_\_\_\_  
Customer Signature

\_\_\_\_\_  
Date