

From: [Chris Johnson <chris@kwru.com>](mailto:chris@kwru.com)

To: ['itskeywest@outlook.com'](mailto:itskeywest@outlook.com)

CC: [greg@kwru.com](mailto:greg@kwru.com)

['chris@kwru.com'](mailto:chris@kwru.com)

Date: 10/16/2017 12:28:59 PM

Subject: FW: KWRU

Attachments: ATT Collaborate Device CPE List (002).pdf

ATT-Collaborate-Customer-Presentation.pdf

ATT Collaborate Proposal Attachment10162017.pdf

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From: COFFEY, ANGELA M [mailto:[ac1006@att.com](mailto:ac1006@att.com)]  
Sent: Monday, October 16, 2017 12:13 PM  
To: Chris Johnson <[chris@kwru.com](mailto:chris@kwru.com)>; [itskeywest@outlook.com](mailto:itskeywest@outlook.com)  
Subject: KWRU

Carlos name is on one of the quotes I used what was already in our System.

Currently have 50mbps AT&T dedicated Internet

\$799 per month + about 15% tax

Proposing for voice

Term: 36 Months

Total Monthly Recurring Charges: \$157.28

Total Non-Recurring Charges: \$939.75 ONETIME FOR THE PHONES

ADI 10mbps: \$525.00

Or

FBB \$525 + Tax with 10CCPlus phone system quote on its way.

Thanks, Angela Coffey

**Angela Coffey**  
Client Solutions Executive

**AT&T**  
Small Business Solutions  
13450 W Sunrise Blvd, Sunrise, FL 33323

M: 954-383-8214  
[AC1006@att.com](mailto:AC1006@att.com)

[Click for Immediate Assistance](#)

KWRU 016857

April 2016









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# AT&T Collaborate™









## Certified Equipment List and Device Pricing



# AT&T Collaborate available to purchase device LIST pricing

	<p><b>Polycom VVX 201 (2 line phone)- \$174 List</b></p> <ul style="list-style-type: none"> <li>• 132x64 monochrome backlit LCD</li> <li>• 2 x ethernet 10/100</li> <li>• 4-way navigation cluster with center "select" key</li> </ul>		<p><b>Polycom VVX 410 (12 line phone)- \$299 List</b></p> <ul style="list-style-type: none"> <li>• Backlit 3.5 in color LCD</li> <li>• 12 lines (programmable line keys)</li> <li>• <b>Build in GigE support</b></li> </ul>
	<p><b>Polycom VVX 300 (6 line phone)- \$209 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> </ul>		<p><b>Polycom VVX 500 (12 line phone) - \$409 List</b></p> <ul style="list-style-type: none"> <li>• Backlit in color LCD</li> <li>• Touch screen interface</li> <li>• UC Integration</li> </ul>
	<p><b>Polycom VVX 310 (6 line phone)- \$219 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> <li>• <b>Built in GigE support</b></li> </ul>		<p><b>Polycom VVX 600 (16 line phone) - \$509 List</b></p> <ul style="list-style-type: none"> <li>• Backlit in color LCD</li> <li>• Touch screen interface</li> <li>• UC Integration</li> </ul>
	<p><b>Polycom VVX 400 (12 line phone)- \$289 List</b></p> <ul style="list-style-type: none"> <li>• Backlit 3.5 in color LCD</li> <li>• 12 lines (programmable line keys)</li> </ul>		<p><b>EdgeMarc 250 IAD (4 Port ATA) - \$260 List</b></p> <ul style="list-style-type: none"> <li>• Analog Terminal Adaptor</li> <li>• 4 port output</li> </ul>

# AT&T Collaborate available to purchase device LIST pricing

	<p><b>Polycom SoundPoint IP 331 (2 line phone) - \$290 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more. Includes power adapter. Two line keys.</li> <li>• Integrated Power over Ethernet (PoE) support (Class 2)</li> </ul>		<p><b>Polycom SoundPoint IP 650 (6 line phone) - \$449 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> </ul>
	<p><b>Polycom SoundPoint IP 450 (3 line phone) - \$329 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> <li>• Three lines with backlit 320 x 160-pixel grayscale graphical LCD</li> </ul>		<p><b>Polycom SoundPoint IP 670 (6 line phone) - \$629 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> <li>• Color interface platform</li> </ul>
	<p><b>Polycom SoundPoint IP 550 (4 line phone) - \$369 List</b></p> <ul style="list-style-type: none"> <li>• Full-featured business phone with speakerphone, caller ID, call hold, mute, and more.</li> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> </ul>		<p><b>Polycom IP 6000 (Conference Phone) - \$1,029 List</b></p> <p>Patented Polycom Acoustic Clarity™ technology</p> <ul style="list-style-type: none"> <li>• 12-foot microphone pickup — ideal for small to midsize conference rooms</li> <li>• Resists interference from mobile phones and other wireless devices</li> <li>• Small conference room accommodate up to 12 people</li> </ul>
	<p><b>Polycom SoundPoint IP 560 (4 line phone) - \$469 List</b></p> <ul style="list-style-type: none"> <li>• Advanced functionality, including shared lines, busy lamp field, presence</li> <li>• Four lines with backlit 320 x 160-pixel grayscale graphical LCD</li> <li>• <b>Built in GigE support</b></li> </ul>		<p><b>Polycom IP 7000 (Conference Phone) - \$1,449 List</b></p> <p>Patented Polycom Acoustic Clarity™ technology</p> <ul style="list-style-type: none"> <li>• 12-foot microphone pickup — ideal for small to midsize conference rooms</li> <li>• Resists interference from mobile phones and other wireless devices</li> <li>• High-resolution display call information and multi-language support</li> </ul>
	<p><b>Adtran NetVanta 1234 24-port - \$530 List</b></p> <ul style="list-style-type: none"> <li>• 24 port switch</li> </ul>		<p><b>Adtran NetVanta 1238 48-port - \$1,450 List</b></p> <ul style="list-style-type: none"> <li>• 48 port switch</li> </ul>

## Equipment Certified List

### Available to Purchase With AT&T

- Polycom SoundPoint IP 331<sup>1,2</sup>
- Polycom SoundPoint IP 450<sup>1,2</sup>
- Polycom SoundPoint IP 550<sup>1,2</sup>
- Polycom SoundPoint IP 560<sup>1,2</sup>
- Polycom SoundPoint IP 650<sup>1,2</sup>
- Polycom SoundPoint IP 670<sup>1,2</sup>
- Polycom VVX 2011
- Polycom VVX 300/310<sup>1,2</sup>
- Polycom VVX 400/410<sup>1,2</sup>
- Polycom VVX 500 (optional video camera)<sup>1,2</sup>
- Polycom VVX 600 (optional video camera)<sup>1,2</sup>



#### Conference IP Phones:

- Polycom SoundStation IP 6000<sup>2</sup>
- Polycom SoundStation IP 7000<sup>2</sup>

#### Analog Terminal Adaptor:

- EdgeMarc 250AE

#### Switches:

- ADTRAN NetVanta 1234
- ADTRAN NetVanta 1238P

### Bring Your Own

**Equipment under “Available to Purchase with AT&T” is also allowed for bring your own:**

- Polycom SoundPoint IP 321<sup>2</sup>
- Polycom SoundPoint IP 331<sup>2</sup>
- Mitel 6731<sup>1</sup>
- Mitel 6737<sup>1</sup>
- Mitel 6757<sup>1</sup>
- Mitel 6863
- Mitel 6865<sup>1</sup>
- Mitel 6867<sup>1</sup>
- Mitel 6869<sup>1</sup>



<sup>4</sup> **Note:** Please contact your business company administrator for approval and placing of order.

**Note:** Phones not provided by AT&T will not be supported by AT&T (Phones Embedded with Specific Features):

1. Busy Lamp Field Monitoring
2. Secure Communication via Signalings

KWRU-016861



# AT&T Collaborate additional NRC (Non Recurring Charges)

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Basic Inside Wiring - Initial Run (up to 300 ft)	Per Run	\$	350.00
Basic Inside Wiring - Additional Run (up to 300 ft)	Per Run	\$	215.00
Equipment Installation - IP Telephone	Per Device	\$	25.00
Equipment Installation - Integrated Access Device	Per Device	\$	75.00
Equipment Installation - LAN Switch	Per Device	\$	144.00
Shipping	Per Device	\$	7.00

MOBILIZING  
YOUR  
WORLD<sup>SM</sup>





# AT&T Collaborate™

July 2016





# Voice and Collaboration Market Trends

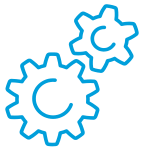
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**Mobile Integration** – never miss a customer call and always stay in touch



**Cloud-Based Services** – services that will scale with your business



**More Effective Collaboration** – improve productivity by reducing the time needed to complete tasks



**Desire to integrate with 3<sup>rd</sup> Party Applications** – easy integration with productivity and custom applications



## What matters to you.....

Page 10

### Build your business

- 1 Simple communications w/ features you want
- 2 Easy to use
- 3 Productivity gains
- 4 Efficient cost structure

### Communicate

#### Office

- Add and change calling features yourself
- Assign features based on need or function. Pay only for what you need

#### Mobility

- Add the ability to integrate mobility to your office
- Keep your office number

### Integrate

#### Collaboration

- Share information via desk top
- No need to wait for anyone to get to the office. Integrate with mobile devices

#### Conferencing

- Voice conference
- Web conference
- Video conference
- Integrate with mobile devices and share ideas virtually anywhere



# What is AT&T Collaborate™ ?

Page 11

A hosted voice and collaboration service that allows you to use multiple devices and applications, all from a single phone number. It's a cohesive service that integrates your voice, video, web, and messaging tools.

AT&T Collaborate™ includes more than 30 hosted voice features, including mobile client, call forwarding, three-way calling, auto attendant, music on hold, and more. Four separate add-on options are available that include all basic features.



# Get more of what you need from the start...

AT&T Collaborate™ offers flexibility to communicate the way that matters to you

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## Voice

- Talk on virtually any device anytime, anywhere
- Never miss a call.
- Choose the advanced features that set your business apart



- Increase your voice range
- Fixed and mobile capability with a broad range of features

## Unified Communications

- Share your desktop and video conference to
- Get work done more quickly and efficiently
- Collaborate across devices



- Give your employees a flexible working environment with the ability to work from virtually anywhere
- Collaboration feature package or a la carte

## Contact Center

- Equip your office with fully functioning work stations
- Take advantage of the features you want to merge technologies



- Get the level of support and cost-structure that fits your business
  - Collaboration feature package or a la carte



# Get easy access calling features your staff uses most

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## Capture calls

- Voice Mail
- Mobile Client (voice only)
- Call Forwarding features
- Call Notify, Call Pick Up
- Call Return, Call Transfer

## Manage your office

- Account/authorization codes (CHARGE)
- Auto Attendant basic features
- Calling line ID, name and number
- Management tools

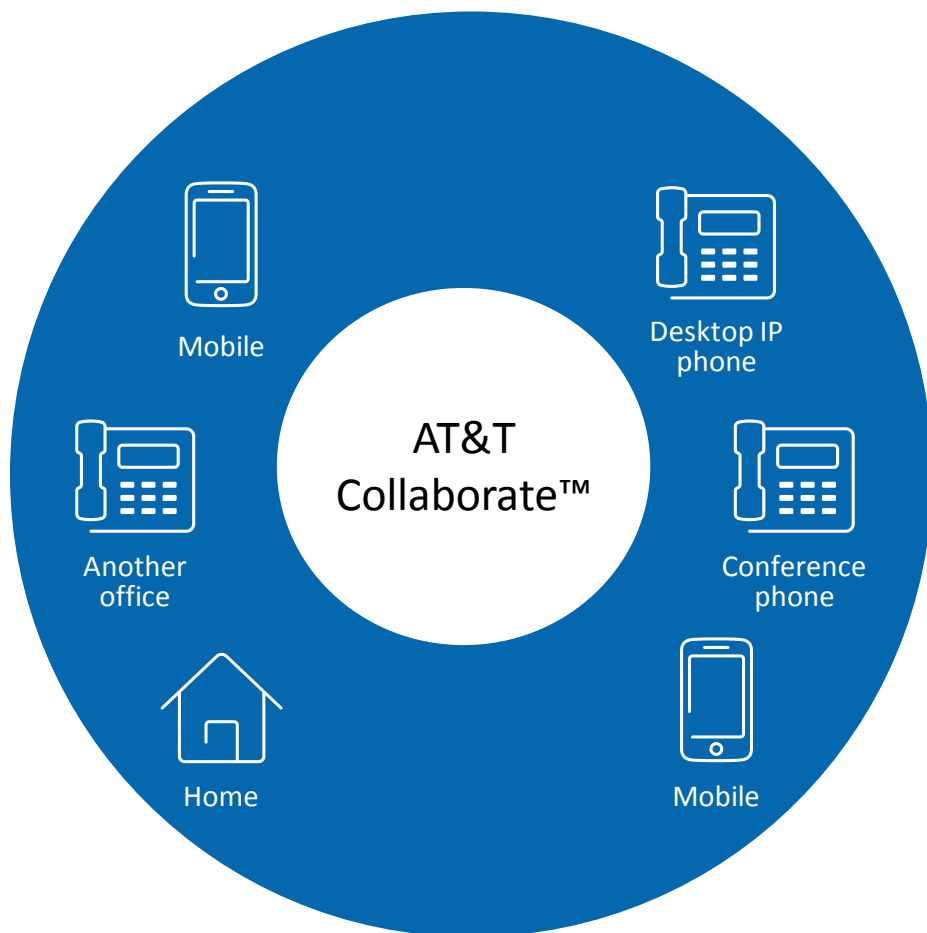
## Manage your calls

- Busy Lamp Field and DND
- Call Waiting
- Fax Messaging
- Intercom
- Three Way Calling
- And more



# AT&T Collaborate™ Simplified Communication

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AT&T voice and collaboration solutions that can enable employees to be more productive, while being easy to deploy across your business

7

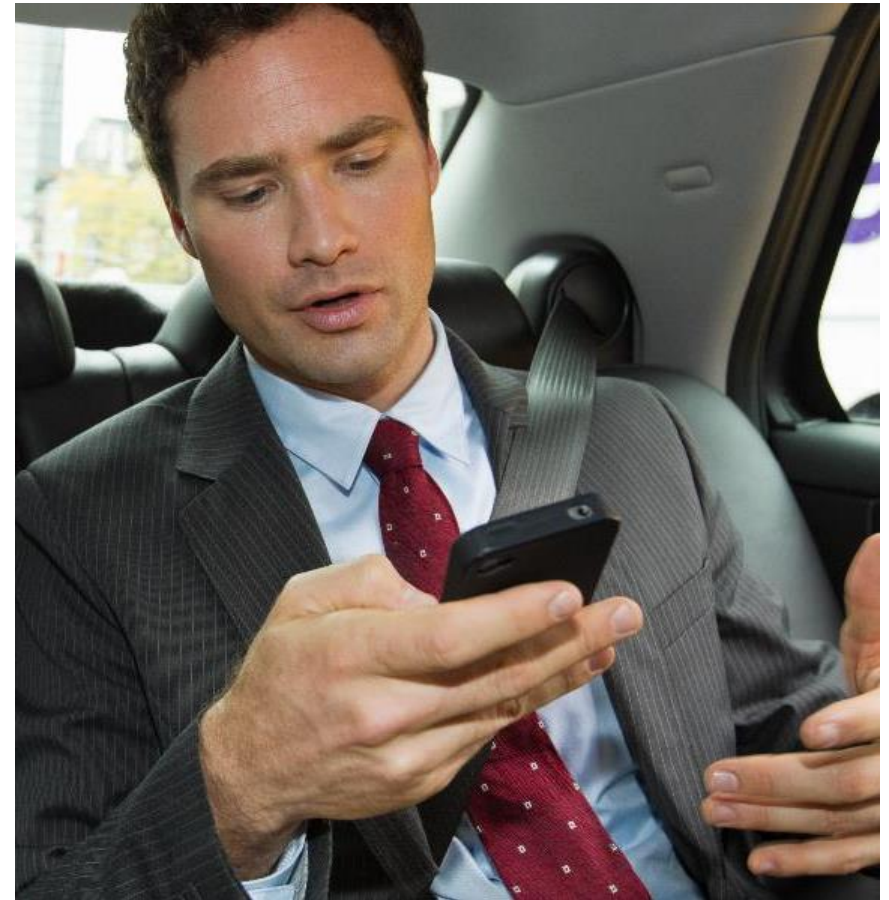


# Why AT&T?

Consolidate your day-to-day activities; <sup>Page 15</sup>empower your employees for the future

## What's in it for you?

- Keep in touch with employees and customers quickly
- Get & share information faster
- Available on virtually any device
- Reduce email (and voicemail)
- Work virtually from anywhere, anytime
- Integrate personal technology at work



MOBILIZING  
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WORLD<sup>SM</sup>







**Presented by**  
CARLOS RUIZ  
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(305) 934-8914

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**Overview:**

- Fully hosted VoIP service that combines a full range of advanced features, applications and management tools, helping to reduce your infrastructure and maintenance concern
- Unified communication capabilities for collaboration like instant messaging, presence, conferencing and web collaboration
- Seamless experience across mobile and desktop devices
- Access from anywhere in the US 48 states across any internet connection
- Unlimited local and long distance calling
- Tailor service for each employee to meet your business needs
- Easy to use web tools for call management, administration, reports, order and service management
- Provides your business with connectivity, communication, and collaboration on the go.

<b>Account Name:</b>	Kw Resort Utilities Corp
<b>Term:</b>	36 Months
<b>Total Monthly Recurring Charges:</b>	\$157.28
<b>Total Non Recurring Charges:</b>	\$939.75
<b>Total Number of Sites:</b>	1

*Disclaimer: This quote/proposal is not a firm offer to purchase and is for budgetary purposes only. Only the contract for this solution is a firm offer to purchase.*

# Location Pricing Details

Location	Feature	Page 18	Qty.	Non Recurring	Monthly Recurring	
<b>Location Name B</b> 6630 FRONT ST KEY WEST, FL, 33040 (305) 295-0309	Basic User Seat		6	\$0.00	\$157.28	
	<b>Purchased Equipment Charges</b>					
	Polycom VVX 300 - 6 line		1	\$156.75	\$0.00	
	Polycom VVX 201 - 2 line		5	\$652.50	\$0.00	
	Shipping Charges			\$18.00	\$0.00	
	<b>Equipment Installation Charges</b>					
	Polycom VVX 300 - 6 line		1	\$18.75	\$0.00	
	Polycom VVX 201 - 2 line		5	\$93.75	\$0.00	
	<b>Location Total</b>				<b>\$939.75</b>	<b>\$157.28</b>

*Disclaimer: This quote/proposal is not a firm offer to purchase and is for budgetary purposes only. Only the contract for this solution is a firm offer to purchase.*