



*Voice*



*Internet*



*Networks*



*Cloud*

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Brick Township Board of Education



## Executive Summary

Customer Name: Brick Township Board of Education    Date: November 15, 2018

### Project Scope – Brief description about the goal of the project:

This is a resign of the existing 53 Pots lines. Up to 25% of these lines may be disconnected without penalty during the 36 month term.

In compliance with Local Public Contracts Law, Brick Township BOE's agreement for service will not be subject to the automatic renewal language specified in our Terms and Conditions in the first paragraph of section 1. Term and Renewal.

### Requested Completion Date:

Please note the date listed above is not guaranteed and will be contingent upon several factors including circuit delivery dates, customer provided information and scheduling availability.

### Responsibilities:

**Customer** - All assumptions MUST be correct to validate this Executive Summary. If anything listed below is inaccurate, contact Xtel Communications immediately.

- All CPE must be placed within 4 feet of a 110 volt grounded outlet.
- All CPE must be placed within 20 feet, and in the same room, as the demarcation point or additional costs to extend the circuit may be incurred.
- All CPE must be placed in a secure, ventilated, temperature controlled areas suitable for electronics deployment.
- Customer must provide access for technician to building demarcation point as well as extended demarcation point if applicable.





<b>Quote Expiration</b>	8/12/2018 12:00:00 AM
<b>Quote Term</b>	36
<b>Sales Rep</b>	Bill Cohen
<b>Prepared For:</b>	Jim Baio
<b>Shipping Address</b>	101 Hendrickson Ave
<b>Shipping City, State Zip</b>	Brick, NJ 08724-2574
<b>Billing Address</b>	101 Hendrickson Avenue
<b>Billing City, State Zip</b>	Brick, NJ 08724
<b>470 Number</b>	

Brick Township Board of Education

Product Name	Quantity	Unit Cost	Total Monthly Recurring Charges	Total One-Time Charges
POTS Local Line - NJ	53	\$37.00	\$1,961.00	\$0.00
		<b>Totals:</b>	\$1,961.00	\$0.00

**Quote Totals**

<b>Monthly Recurring Totals</b>	\$1,961.00
<b>One Time Charge Totals</b>	\$0.00

Quote Notes:

# x<sup>tel</sup> CUSTOMER LIFE CYCLE



The following diagrams depict the flow and approximate timelines of the Xtel Process.

**Sales Process:** Discovery Process - Information collection, expectation setting, requirement definition

**Documentation:** Site survey, solution design, service record/billing acquisition, IP Address Justification Form, Current Technologies Questionnaire, Statement of Work (SOW), Master Services Agreement (MSA)

**Sales Process:** 0-60 days depending on size, scope, and complexity



**Delivery Process:** Final data collection and validation, establish timelines, configuration and initialization, change order process, administrator and end user training preparation, communication/update procedure

**Documentation Examples:** Introductory letter, project phase communications, service activation notification

**Service Delivery Cycle:** 30-90 days depending on size, scope, and complexity of the opportunity. Large programs or uniquely complex projects may extend beyond 90 days



DS1 Data Only	DS1 Voice Dynamic CAS PRI	SD-WAN or EDIA	Xtel Cleanpipe Bandwidth + DDoS detection and mitigation	SD-WAN with UTM and NGFW
SIP BYOB		SIP Xtel as ISP		
Hosted Fax		Hosted Contact Center Up to 25 Agents	Hosted Contact Center 26 to 50 Agents	
HPBX BYOB 5 to 25 phones	HPBX BYOB 26 to 50 phones	HPBX Xtel as ISP 5 to 75 phones	HPBX Xtel as ISP 76 to 100 phones	HPBX Xtel as ISP 101 to 200 phones

**Post Implementation Transition to Support and Billing Processes:** Post implementation follow up and validation, change orders, MACDs, training, formal hand off to Xtel Support, first bill/billing explanation

**Documentation/Process:** Onsite training, phone support, customer satisfaction survey

\* Timeline applies to buildings already connected to fiber/ethernet. Ethernet on-site build requirements may increase timeline





# Disclaimer

Standard Rates of \$.029/minute for Interstate and Intrastate Long Distance calls, and \$.015/minute for Local calls, will apply for all call traffic not included within a call package. This includes any call overage for proposed minute plans. The standard rate for all Toll Free calls will be \$.039/minute for Interstate and \$.045/minute for Intrastate, unless otherwise noted within the Additional Details section of this agreement. For IP Voice services, there is a minimum of one e911 account per location billed at \$3 per account. There is a minimum of one DID number per location, or one DID per PRI and IP Voice circuit, whichever is greater, billed at \$1 per DID number, unless otherwise noted in this document. This agreement assumes that your network can adequately accommodate the proposed services. If it cannot, additional charges may apply. This includes any necessary Ethernet Runs, Switches, or VLAN configurations not accounted for in the order form. For all fiber installations, such as for Ethernet services, special construction costs may apply. Ethernet Internet service is provided through a single copper handoff via one Ethernet port on Xtel managed equipment. Alternate handoff types are available but additional charges may apply. By signing this agreement, I acknowledge that I am authorized to execute this contract and agency on behalf of Customer to authorize Xtel Communications Inc. to provide telecommunications services as listed above and to act as agent in all matters related to this service. [Xtel's Terms and Conditions](#) are found at [www.Xtel.net](http://www.Xtel.net), and are set forth in the company's General Terms and Conditions, which together with this Service Activation Form constitute the Agreement. I certify that I have read, understand and accept these terms and conditions, both expressed and implied, without exception, The rates disclosed herein do not include federally - or state - regulated surcharges and fees (which include but are not limited to USF, TRS, E911, PICC, and payphone surcharge). If inside wiring or demarc extension is required, charges will apply. Xtel managed equipment supplied to Customer for service will remain the possession of Xtel throughout contract term and after contract term lapses. Any equipment sold by Xtel to the Customer will be billed immediately upon delivery to the Customer site. Customer is responsible for any shipping and storage charges for the equipment. If Customer should breach contract or cancel services, Xtel will physically take possession of the equipment or Customer will reimburse Xtel for the full replacement cost. If purchasing services through the E-Rate program, please reference SPIN # 143010147. Automatic contract renewals and evergreen contract extensions do not apply to services covered by the E-Rate program.

Brick Township Board of Education	Xtel Communications
Authorized Name	Authorized Name
Title	Title
Signature	Signature
Date	Date