

ShoreTel GSA Price, June 2009 - GSA Contract Number GS-35F-0085U

MANUFACTURER	PART NUMBER	DESCRIPTION	MSRP	GSA SELL w/IFF	SIN #
<b>Conference Bridge</b>					
ShoreTel	10245	Converged Conference Bridges Base, Audio Conference SW with 12 Ports	\$9,300.00	\$7,308.82	132-8
ShoreTel	10246	Converged Conference Bridges Base, Audio & Web Conference SW with 12 Ports	\$15,600.00	\$12,259.95	132-8
ShoreTel	10247	Converged Conference Bridges Add-on, Audio Conference SW (12 Ports)	\$7,000.00	\$5,501.26	132-8
ShoreTel	10248	Converged Conference Bridges Add-on, Audio & Web Conference SW (12 Ports)	\$9,000.00	\$7,073.05	132-8
ShoreTel	10249	Converged Conference Bridges Base, Conference Bridge Upgrade, 1st 12 Web Ports	\$6,000.00	\$4,715.37	132-8
ShoreTel	10250	Converged Conference Bridges Base, Conference Bridge Upgrade, additional 12 Web Ports	\$7,000.00	\$5,501.26	132-8
ShoreTel	10251	Converged Conference Bridges Upgrade, 12 Document Ports to Application Sharing	\$2,500.00	\$1,964.74	132-8
ShoreTel	10254	Converged Conference Bridges Add-on, Audio & Document Sharing SW (12 Ports) (version 4.5 only)	\$14,400.00	\$11,316.88	132-8
<b>Contact Center</b>					
ShoreTel	30013	LICENSE, CC/ECC SUPERVISOR - access real time status, skill set management, access/administer historical reports, call flows, wallboards and agent boards. Comes with a physical USB dongle.	\$4,731.00	\$3,718.07	132-33
ShoreTel	30014	LICENSE, CC/ECC SPVSR (MONITOR ONLY) - access real time information, control agent activities. Each license comes with a physical USB dongle.	\$1,838.00	\$1,444.47	132-33
ShoreTel	30015	LICENSE, ECC INBOUND 5 VOICE - 5 concurrent agent and 5 concurrent IVR Port licenses. Incremental licenses over ECC base 10 package.	\$7,500.00	\$5,894.21	132-33
ShoreTel	30016	LICENSE, ECC OUTBOUND VOICE 5 -5 concurrent agent licenses for outbound campaigns. Add on to inbound voice licenses. Consumed once an agent logs to a outbound group. IVR ports not included.	\$2,000.00	\$1,571.79	132-33
ShoreTel	30017	LICENSES, ECC 5 EMAIL - 5 concurrent agent licenses for emails. Add on to inbound voice license. License consumed everytime an agent logs into a email group.	\$2,000.00	\$1,571.79	132-33
ShoreTel	30018	LICENSES, ECC 5 WEB - 5 concurrent agent licenses for web chat, co-browsing and web callbacks. Add on to inbound voice licenses. Consumed everytime an agent logs into a chat group.	\$2,000.00	\$1,571.79	132-33
ShoreTel	30019	CC Base 10 Package	\$5,462.00	\$4,292.55	132-33
ShoreTel	30020	LICENSE, CC INBOUND 5 VOICE - 5 concurrent agent licenses for inbound voice calls. Incremental licenses over the CC base 10 package which include 10 agent licenses.	\$2,500.00	\$1,964.74	132-33
ShoreTel	30023	LICENSE, CC AGENT BOARD OPTION - Capability for Supervisors to send messages, real time statistical information to agent PC's. One license is required per system. Only required for CC edition.	\$500.00	\$392.95	132-33
ShoreTel	30024	LICENSE, CC WALL BOARD OPTION - Enables Supervisors to send messages, statistical information to external wallboards (not included). One license required per system. Only required for CC edition.	\$500.00	\$392.95	132-33
ShoreTel	30025	LICENSE, CC FORMULA EDITOR OPTION - Enables capability for special formulas to be created in the historical reporting application. One license required per system. Only required for CC edition.	\$500.00	\$392.95	132-33
ShoreTel	30026	LICENSE, CC WORK FORCE MGMT CONN - Capability for connecting to a WFM appl like Blue Pumpkin for exporting historical reporting information. One license required per system. Only required for CC edition.	\$500.00	\$392.95	132-33
ShoreTel	30034	ECC BASE 10 PACKAGE - Includes server software, 10 concurrent Agent lic for inbound voice, 10 concurrent IVR Ports, 1 Supervisor Admin, Wall board, Agent board and Formula Editor lic for the whole system. 1 Base Package is needed per server.	\$15,462.00	\$12,151.50	132-33
ShoreTel	30036	LICENSE, CC SERVER UPGRADE - Upgrade a CC Base 10 Package license to an ECC Base 10 Package	\$10,000.00	\$7,858.94	132-33
ShoreTel	30037	LICENSE, CC AGENT UPGRADE - Upgrade a CC 5 inbound license to an ECC 5 inbound license	\$5,000.00	\$3,929.47	132-33
ShoreTel	30038	LICENSE, 5 IVR PORTS - 5 IVR port license. incremental licenses over either the ECC Base 10 Package/ECC Base 10 IVR Package	\$1,000.00	\$785.89	132-33
ShoreTel	30045	ECC Base 10 IVR PKG - Needed only for stand alone IVRself service applications. Includes server software, 10 concurrent IVR ports. Only one Base Package is needed per server. No agents can be assigned to or used by this IVR server.	\$11,462.00	\$9,007.92	132-33
ShoreTel	30046	CC REDUNDANT SERVER DONGLE - Additional duplicate server dongle for the standby (Target) server running a Double Take application (not included) for redundancy.	\$5,462.00	\$4,292.55	132-33
ShoreTel	30047	UPGRADE TO FULL ECC SUPERVISOR - Upgrade a Supervisor Monitor only license to a full Supervisor Administrator license	\$2,892.00	\$2,272.81	132-33
ShoreTel	30056	ShoreTel Contact Center TAPI App Server License - Allows use of Contact Center TAPI apps with ST system. Needed if the app is on distributed servers for each additional server other than the primary server.	\$495.00	\$389.02	132-33
<b>Developer Network</b>					
ShoreTel	18000	SW Developer, 1 Year Membership	\$995.00	\$892.24	132-12
ShoreTel	18001	SW Developer, 5 Incidents Support	\$2,490.00	\$2,232.85	132-12
ShoreTel	18002	SW Developer, 10 Incidents Support	\$4,725.00	\$4,237.03	132-12
<b>Implementation Services</b>					

MANUFACTURER	PART NUMBER	DESCRIPTION	MSRP	GSA SELL w/IFF	SIN #
ShoreTel	92010	IPBX Installation Full Day - Travel and Expenses are not included	\$1,800.00	\$1,614.11	132-8
ShoreTel	92011	IPBX Installation One Half Day - Half Day Rate - Travel and Expenses are not included	\$1,000.00	\$896.73	132-8
ShoreTel	92012	Contact Center Installation Full Day - Travel and Expenses are not included	\$1,800.00	\$1,614.11	132-8
ShoreTel	92013	Installation Service Hourly (addition to Half day) - Travel and Expenses are not included	\$250.00	\$224.18	132-8
ShoreTel	92014	ShoreTel Conference Bridge Installation Full Day - Travel and Expenses are not included	\$1,800.00	\$1,614.11	132-8
ShoreTel	92017	Contact Center Installation Half Day - Travel and Expenses are not included	\$1,000.00	\$896.73	132-8
<b>Out of Warranty / Expired Support</b>					
ShoreTel	91073	ShoreGear Switch Repair	\$750.00	\$672.54	132-12
<b>Professional Services</b>					
ShoreTel	92020	ShoreTel E911 Notification , 5 or less	\$2,000.00	\$1,793.45	132-12
ShoreTel	92021	ShoreTel E911 Notification , 6 or more	\$5,000.00	\$4,483.63	132-12
<b>ShoreCare Training (On-site requires T&amp;E as well)</b>					
ShoreTel	93010	Training, WEB CC Advance Report	\$2,500.00	\$2,241.81	132-50
ShoreTel	93051	Personal Call Manager-Web/Student	\$195.00	\$174.86	132-50
ShoreTel	93052	Personal Call Manager-Web/Group (up to 20 students)	\$795.00	\$712.90	132-50
ShoreTel	93053	System Admin-Web/Student	\$595.00	\$533.55	132-50
ShoreTel	93054	System Admin-Web/Group (up to 20 students)	\$1,600.00	\$1,434.76	132-50
ShoreTel	93055	Personal Call Manager-Onsite/Day plus T&E (up to 80 students)	\$2,500.00	\$2,241.81	132-50
ShoreTel	93056	System Admin-Onsite/Day plus T&E (up to 24 students)	\$2,500.00	\$2,241.81	132-50
ShoreTel	93060	Implementing the ShoreTel IP System-Sunnyvale/Student	\$2,500.00	\$2,241.81	132-50
ShoreTel	93061	Implementing the ShoreTel IP System class-Onsite/Student	\$2,800.00	\$2,510.83	132-50
ShoreTel	93062	Train-the-Trainer--Web/Student (Must have completed all end user courses and system admin training and implementation training)	\$1,500.00	\$1,345.09	132-50
ShoreTel	93065	ShoreCare Training Onsite Train-the-Trainer Training (Enduser or System Admin, per student)	\$2,500.00	\$2,241.81	132-50
ShoreTel	93069	CC Sys Admin Online Training / Student	\$395.00	\$354.21	132-50
ShoreTel	93071	CC Supervisor Online Training / Student	\$195.00	\$174.86	132-50
ShoreTel	93072	CC Agent Online Training / Student	\$99.00	\$88.78	132-50
ShoreTel	93073	Implementing the ShoreTel CC Training	\$2,500.00	\$2,241.81	132-50
ShoreTel	93074	CC Supervisor Onsite Training (12 students)	\$4,000.00	\$3,586.90	132-50
ShoreTel	93075	CC Agent-Onsite (per Day plus T&E, up to 120 students)	\$2,500.00	\$2,241.81	132-50
ShoreTel	93076	CC Sys Admin Onsite Training (12 students)	\$2,500.00	\$2,241.81	132-50
ShoreTel	93077	Advanced System and Troubleshooting-Sunnyvale/Student	\$2,500.00	\$2,241.81	132-50
ShoreTel	93078	Implementing the ShoreTel CC (Onsite)	\$2,800.00	\$2,510.83	132-50
ShoreTel	93079	Advanced System and Troubleshooting-Onsite/Student	\$2,800.00	\$2,510.83	132-50
ShoreTel	93081	ShoreCare Training Implementing the ShoreTel IP System Course Final Exam	\$495.00	\$443.88	132-50
ShoreTel	93082	Certification, ShoreTel Sales Training	\$1,495.00	\$1,340.60	132-50
<b>ShoreGear Voice Switch Promotions</b>					
ShoreTel	10134	ShoreGear Voice Switches ShoreGear 120/24	\$4,995.00	\$3,925.54	132-8
ShoreTel	10142	ShoreGear Voice Switches ShoreGear 40/8	\$1,995.00	\$1,567.86	132-8
ShoreTel	10144	ShoreGear Voice Switches ShoreGear T1	\$3,495.00	\$2,746.70	132-8
ShoreTel	10168	ShoreGear Voice Switches ShoreGear 60/12	\$2,995.00	\$2,353.75	132-8
ShoreTel	10228	ShoreGear 90BRI - 1U half width, Max Capacities - 90 IP phones, 4 Analog exts, 4 BRI trunks (8 channels), 0 Universal ports. Not all maximum capacities can be reached at the same time. Requires one Tray (SKU 10223) for every two units.	\$3,495.00	\$2,746.70	132-8
ShoreTel	10229	ShoreGear 220T1A	\$6,495.00	\$5,104.38	132-8
ShoreTel	10242	ShoreGear E1 (International only) - 1U full width - Max Capacities, 1 E1, 0 IP phones, 0 Analog exts, 0 LS trunks, 0 Universal ports. Digital trunk support only.	\$4,495.00	\$3,532.59	132-8
ShoreTel	10259	ShoreGear Voice Switches ShoreGear 50	\$1,995.00	\$1,567.86	132-8
ShoreTel	10260	ShoreGear Voice Switches ShoreGear 90	\$2,995.00	\$2,353.75	132-8
ShoreTel	10261	ShoreGear Voice Switches ShoreGear 220T1	\$5,995.00	\$4,711.44	132-8
ShoreTel	10262	ShoreGear 220E1 - 1U half width, Max Capacities - 1 E1, 220 IP phones, 0 analog exts, 0 LS trunks, 0 universal ports. When digital trunk capacity is reached, IP phone capacity is still 70. Requires one Tray (SKU 10223) for every two units.	\$5,995.00	\$4,711.44	132-8
ShoreTel	10319	ShoreGear 30BRI - 1U half width, Max Capacities - 30 IP phones, 2 Analog exts, 1 BRI trunk (2 channels). Not all maximum capacities can be reached at the same time. Requires one Tray (SKU 10223) for every two units. (requires ShoreTel 8.1 or later)	\$1,595.00	\$1,253.50	132-8
ShoreTel	10320	ShoreGear 30 - 1U half width, Max Capacities - 30 IP phones, 2 Analog exts, 2 LS trunks, 0 Universal ports. Not all maximum capacities can be reached at the same time. Requires one Tray (SKU 10223) for every two units. (requires ShoreTel 8 or later)	\$1,595.00	\$1,253.50	132-8
ShoreTel	10321	ShoreGear 24A - 1U full width, Max Capacities - 24 Analog extensions. No IP Phone or trunk support. (requires ShoreTel 8 or later)	\$2,995.00	\$2,353.75	132-8
ShoreTel	10322	ShoreGear T1k - 1U half width, Max Capacities - 1 T1, 0 IP phones, 0 Analog exts, 0 LS only trunks, 0 Universal ports. Digital trunk support only. Requires one Tray (SKU 10223) for every two units.	\$3,495.00	\$2,746.70	132-8
ShoreTel	10323	ShoreGear E1k (International only) - 1U half width, Max Capacities - 1 E1, 0 IP phones, 0 Analog exts, 0 LS only trunks, 0 Universal ports. Digital trunk support only. Requires one Tray (SKU 10223) for every two units. (requires ShoreTel 8.1 or later)	\$3,495.00	\$2,746.70	132-8
ShoreTel	10215	ShoreGear Voice Switches - BRI SHOREGEAR SIP-BRI 8	\$1,175.00	\$923.43	132-8
ShoreTel	10223	Other Equipment: Kit, rack mounting tray, for ShoreGear Switch 1U half width, holds two 1U half width switches	\$95.00	\$74.66	132-8
<b>ShorePhone Telephones</b>					

MANUFACTURER	PART NUMBER	DESCRIPTION	MSRP	GSA SELL w/IFF	SIN #
ShoreTel	10269	ShorePhone Power Adapter for Ethernet Speed of 10/100/1000 (min 10 w/o phone order)	\$35.00	\$27.51	132-8
ShoreTel	10272	Kit, ShorePhone UK Power Adapter for Ethernet Speed of 10/100/1000 (min 10)	\$41.00	\$32.22	132-8
ShoreTel	10273	Kit, ShorePhone EU Power Adapter for Ethernet Speed of 10/100/1000 (min 10)	\$41.00	\$32.22	132-8
ShoreTel	10278	ShorePhone, IP 115 Black, TAA	\$269.00	\$211.41	132-8
ShoreTel	10279	ShorePhone, IP 230 Black, TAA	\$419.00	\$329.29	132-8
ShoreTel	10280	ShorePhone, IP 265 Black, TAA	\$569.00	\$447.17	132-8
ShoreTel	10282	ShorePhone, IP 265 Black Bundled with Extension and Mailbox License - GSA Bundle	\$569.00	\$447.17	132-8
ShoreTel	10283	BUNDLE, GSA : SHOREPHONE IP 265 (BLK), EXTENSION + MAILBOX LICENSE	\$569.00	\$447.17	132-8
ShoreTel	10284	BUNDLE, GSA : SHOREPHONE IP 115 (BLK), EXTENSION + MAILBOX LICENSE	\$359.00	\$282.14	132-8
ShoreTel	10285	BUNDLE, GSA : SHOREPHONE IP 115 (SLV), EXTENSION + MAILBOX LICENSE	\$359.00	\$282.14	132-8
ShoreTel	10286	BUNDLE, GSA : SHOREPHONE IP 212K (BLK), EXTENSION + MAILBOX LICENSE	\$499.00	\$392.16	132-8
ShoreTel	10287	BUNDLE, GSA : SHOREPHONE IP 212K (SLV), EXTENSION + MAILBOX LICENSE	\$499.00	\$392.16	132-8
ShoreTel	10288	BUNDLE, GSA : SHOREPHONE IP 230 (BLK), EXTENSION + MAILBOX LICENSE	\$459.00	\$360.73	132-8
ShoreTel	10289	BUNDLE, GSA : SHOREPHONE IP 230 (SLV), EXTENSION + MAILBOX LICENSE	\$459.00	\$360.73	132-8
ShoreTel	10290	BUNDLE, GSA : SHOREPHONE IP 230G (BLK), EXTENSION + MAILBOX LICENSE	\$529.00	\$415.74	132-8
ShoreTel	10291	BUNDLE, GSA : SHOREPHONE IP 230G (SLV), EXTENSION + MAILBOX LICENSE	\$529.00	\$415.74	132-8
ShoreTel	10292	BUNDLE, GSA : SHOREPHONE IP 560 (BLK), EXTENSION + MAILBOX LICENSE	\$549.00	\$431.46	132-8
ShoreTel	10293	BUNDLE, GSA : SHOREPHONE IP 560 (SLV), EXTENSION + MAILBOX LICENSE	\$549.00	\$431.46	132-8
ShoreTel	10294	BUNDLE, GSA : SHOREPHONE IP 560G (BLK), EXTENSION + MAILBOX LICENSE	\$629.00	\$494.33	132-8
ShoreTel	10295	BUNDLE, GSA : SHOREPHONE IP 560G (SLV), EXTENSION + MAILBOX LICENSE	\$629.00	\$494.33	132-8
ShoreTel	10296	BUNDLE, GSA : SHOREPHONE IP 565 (BLK), EXTENSION + MAILBOX LICENSE	\$799.00	\$627.93	132-8
ShoreTel	10297	BUNDLE, GSA : SHOREPHONE IP 565G (SLV), EXTENSION + MAILBOX LICENSE	\$799.00	\$627.93	132-8
ShoreTel	10318	Kit, ShorePhone AUS/NZ Power Adapter for Ethernet Speed of 10/100/1000 (min 10)	\$41.00	\$32.22	132-8
<b>ShorePhone Telephone Promotions</b>					
ShoreTel	10274	ShorePhone IP8000 - Conference Phone, Bundle (Includes 2 SIP Trunk Licenses). For use with ST 7.5 and earlier only.	\$1,299.00	\$1,020.88	132-8
ShoreTel	10277	ShorePhone IP 8000 - Conference Phone, Bundle (Includes 1 SIP Device License). For use with ST 8 only. - for US installations only	\$1,299.00	\$1,020.88	132-8
<b>ShoreTel User Documentation</b>					
ShoreTel	10303	ShoreTel 560 IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10304	ShoreTel Voice Mail Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10305	ShoreTel 110/115 IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10306	ShoreTel 110/115 IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10307	ShoreTel 212k IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10308	ShoreTel 212k IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10309	ShoreTel 230 IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10310	ShoreTel 230 IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10311	ShoreTel 560/560G IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$8.97	132-8
ShoreTel	10312	ShoreTel 530/560/560G IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$112.09	132-8
ShoreTel	10313	ShoreTel 115 IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$8.97	132-8
ShoreTel	10314	ShoreTel 115 IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$112.09	132-8
ShoreTel	10315	ShoreTel 265 IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10316	ShoreTel 265 IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10327	ShoreTel 565G IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$8.97	132-8
ShoreTel	10332	ShoreTel 230G IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$98.24	132-8
ShoreTel	10331	ShoreTel 230G IP Phone Quick Reference, Doc. Pack, Qty 25	\$10.00	\$7.86	132-8
ShoreTel	10328	ShoreTel 565G IP Phone User Guide, Doc. Pack, Qty 25	\$125.00	\$112.09	132-8
<b>ShoreWare Application Server</b>					
ShoreTel	21020	Distributed Voice Services License	\$995.00	\$781.96	132-33
ShoreTel	30006	Softphone License	\$150.00	\$117.88	132-33
ShoreTel	30035	Extension & Mailbox License	\$200.00	\$157.18	132-33
ShoreTel	30039	Extension-only License	\$140.00	\$110.03	132-33
ShoreTel	30040	Mailbox-only License	\$90.00	\$70.73	132-33
ShoreTel	30041	Add'l Language License	\$995.00	\$781.96	132-33
ShoreTel	30043	SIP Trunk Software License (requires ShoreTel 6. If you have a Conf Bridge, you must upgrade it to Release 5.6)	\$50.00	\$39.29	132-33
ShoreTel	30044	Additional Site License	\$495.00	\$389.02	132-33
ShoreTel	30048	ShoreTel Remote Web Reporting License	\$2,695.00	\$2,117.98	132-33
ShoreTel	30049	ShoreTel TAPI Application Server License	\$495.00	\$389.02	132-33
ShoreTel	60020	Branch Office Solution (DVS License + Site License + Server)	\$1,995.00	\$1,567.86	132-33
<b>ShoreWare Client Software</b>					
ShoreTel	30001	Personal Call Manager	\$125.00	\$98.24	132-33
ShoreTel	30051	Mobile Call Manager (requires ShoreTel v7.5 or later)	\$95.00	\$74.66	132-33
ShoreTel	30052	ShoreWare Professional Call Manager (requires ShoreTel 8; includes Contact Viewer, SoftPhone and Video) - for US installations only	\$80.00	\$62.87	132-33
ShoreTel	30053	SIP Device License (License to allow a SIP device to register with ShoreTel system. SIP devices also require SKU 30035 or 30039 to operate) - for US installations only	\$30.00	\$23.58	132-33
ShoreTel	40002	Operator Call Manager	\$595.00	\$467.61	132-33
ShoreTel	40003	Agent Call Manager	\$295.00	\$231.84	132-33
ShoreTel	40004	Supervisor Call Manager	\$595.00	\$467.61	132-33
ShoreTel	40006	ShoreWare Operator Call Manager (requires ShoreTel 8; includes Contact Viewer, SoftPhone and Video) - for US installations only	\$595.00	\$467.61	132-33
ShoreTel	40007	ShoreWare Agent Call Manager (requires ShoreTel 8; includes SoftPhone) - for US installations only	\$295.00	\$231.84	132-33
ShoreTel	40008	ShoreWare Supervisor Call Manager (requires ShoreTel 8; includes SoftPhone) - for US installations only	\$595.00	\$467.61	132-33
ShoreTel	41002	SALESFORCE.COM Call Center Adaptor Software	\$165.00	\$129.67	132-33
ShoreTel	41003	SALESFORCE.COM Call Center Adaptor Software (upgrade)	\$50.00	\$39.29	132-33

MANUFACTURER	PART NUMBER	DESCRIPTION	MSRP	GSA SELL w/IFF	SIN #
ShoreTel	41004	ShoreTel Netsuite CRM Integration Software	\$165.00	\$129.67	132-33
ShoreTel	41005	ShoreTel Microsoft Dynamics CRM Integration	\$165.00	\$129.67	132-33
ShoreTel	93111	ShoreTel Web Dialer	\$65.00	\$51.08	132-33
<b>ShoreCare Enterprise (Sell through) Support</b>					
ShoreTel	92211	ShoreCare Enterprise Support - 1 year full coverage - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12
ShoreTel	92212	ShoreCare Enterprise Support - 1 year full coverage no phones - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12
ShoreTel	92231	ShoreCare Enterprise Support - 3 year full coverage - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12
ShoreTel	92232	ShoreCare Enterprise Support - 3 year full coverage no phones - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12
ShoreTel	92251	ShoreCare Enterprise Support - 5 year full coverage - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12
ShoreTel	92252	ShoreCare Enterprise Support - 5 year full coverage no phones - priced per configuration - 18% of List Price	\$1.28	\$1.01	132-12

<b>Partner Support</b>					
ShoreTel	91211	ShoreCare Partner Support - 1 year full coverage - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12
ShoreTel	91212	ShoreCare Partner Support - 1 year full coverage no phones - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12
ShoreTel	91231	ShoreCare Partner Support - 3 year full coverage - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12
ShoreTel	91232	ShoreCare Partner Support - 3 year full coverage no phones - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12
ShoreTel	91251	ShoreCare Partner Support - 5 year full coverage - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12
ShoreTel	91252	ShoreCare Partner Support - 5 year full coverage no phones - priced per configuration - 20% of List Price	\$1.28	\$1.01	132-12

<b>Small Business Edition</b>					
ShoreTel	10212	Kit, SBE Recovery DVD OPT210L VER01	\$25.00	\$19.65	132-33
ShoreTel	10222	Kit, SBE Recovery DVD OPT320 VER01	\$25.00	\$19.65	132-33
ShoreTel	10330	Kit, SBE Recovery DVD OPT330 VER01	\$25.00	\$19.65	132-33
ShoreTel	60006	Sm. Business Edition Upgrade to Enterprise Ed.	\$4,995.00	\$3,925.54	132-33
ShoreTel	60010	Sm. Business Edition Server	\$1,500.00	\$1,178.84	132-33
ShoreTel	60035	Sm. Business Edition w/ShoreGear 90 and Server (requires ShoreTel 7.5). SBE Bundle containing, SG 90, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,495.00	\$3,532.59	132-33
ShoreTel	60036	Sm. Business Edition w/ShoreGear 50 and Server (requires ShoreTel 7.5). SBE Bundle containing, SG 50, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,495.00	\$2,746.70	132-33
ShoreTel	60037	Sm. Business Edition w/ShoreGear 90BRI and Server (requires ShoreTel 7.5). SBE Bundle containing, SG 90BRI, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,995.00	\$3,925.54	132-33
ShoreTel	93084	Online Training, Small Business Edition	\$999.00	\$895.83	132-50
ShoreTel	60049	Sm. Business Edition w/ShoreGear 90, no Server (requires ShoreTel 7.5). SBE Bundle containing, SG 90, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,995.00	\$3,139.65	132-33
ShoreTel	60050	Sm. Business Edition w/ShoreGear 50, no Server (requires ShoreTel 7.5). SBE Bundle containing, SG 50, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$2,995.00	\$2,353.75	132-33
ShoreTel	60051	Sm. Business Edition w/ShoreGear 90BRI, no Server (requires ShoreTel 7.5). SBE Bundle containing, SG 90BRI, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,495.00	\$3,532.59	132-33
ShoreTel	60052	Sm. Business Edition w/ShoreGear 50 and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 50, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,495.00	\$2,746.70	132-33
ShoreTel	60053	Sm. Business Edition w/ShoreGear 50, no server (requires ShoreTel 8.1). SBE Bundle containing, SG 50, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$2,995.00	\$2,353.75	132-33
ShoreTel	60054	Sm. Business Edition w/ShoreGear 90 and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 90, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,495.00	\$3,532.59	132-33
ShoreTel	60055	Sm. Business Edition w/ShoreGear 90, no server (requires ShoreTel 8.1). SBE Bundle containing, SG 90, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,995.00	\$3,139.65	132-33
ShoreTel	60056	Sm. Business Edition w/ShoreGear 90BRI and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 90BRI, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,995.00	\$3,925.54	132-33
ShoreTel	60057	Sm. Business Edition w/ShoreGear 90BRI, no server (requires ShoreTel 8.1). SBE Bundle containing, SG 90BRI, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$4,495.00	\$3,532.59	132-33
ShoreTel	60058	Sm. Business Edition w/ShoreGear 30 and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 30, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,095.00	\$2,432.34	132-33
ShoreTel	60059	Sm. Business Edition w/ShoreGear 30, no server (requires ShoreTel 8.1). SBE Bundle containing, SG 30, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$2,595.00	\$2,039.40	132-33
ShoreTel	60060	Sm. Business Edition w/ShoreGear 30BRI and Server (requires ShoreTel 8). SBE Bundle containing, SG 30, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$3,095.00	\$2,432.34	132-33
ShoreTel	60061	Sm. Business Edition w/ShoreGear 30BRI, no server (requires ShoreTel 8.1). SBE Bundle containing, SG 30, 1-Operator call manger lic, 11-PCM lic, 10-ext & MB lic, 1-ext only lic	\$2,595.00	\$2,039.40	132-33

MANUFACTURER	PART NUMBER	DESCRIPTION	MSRP	GSA SELL w/IFF	SIN #
ShoreTel	60062	Sm. Business Edition, Analog Trunking w/ShoreGear 90 and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 90, 1-Operator call manger lic, 21-PCM lic, 20-ext & MB lic, 1-ext only lic	\$4,495.00	\$3,532.59	132-33
ShoreTel	60063	Sm. Business Edition, TI Trunking w/ShoreGear 220T1A and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 220T1A, 1-Operator call manager lic, 26-PCM lic, 25-ext & MB lic, 1-ext only lic	\$5,995.00	\$4,711.44	132-33
ShoreTel	60064	Sm. Business Edition, BRI Trunking w/ShoreGear 90BRI and Server (requires ShoreTel 8.1). SBE Bundle containing, SG 90BRI, 1-Operator call manger lic, 21-PCM lic, 20-ext & MB lic, 1-ext only lic	\$4,995.00	\$3,925.54	132-33
<b>Other Equipment</b>					
ShoreTel	10150	Other Equipment: Rack Mount Ears (10 pairs, 8 screws per pair)	\$150.00	\$117.88	132-8
ShoreTel	10151	Other Equipment: Harmonica for ShoreGear 40/8	\$43.00	\$33.79	132-8
ShoreTel	10162	Other Equipment: Handset, IP Phone	\$27.00	\$21.22	132-8
ShoreTel	10169	Other Equipment: IP560 (S2/S6) Wall Mount Kit	\$12.25	\$9.63	132-8
ShoreTel	10189	ShoreTel Reseller Rolling Demo System (North America) utilizing the ST8.0 ShoreWare Release Software	\$4,995.00	\$3,925.54	132-8
ShoreTel	10195	Other Equipment: IP110 / BB24 Wall Mount Kit	\$13.00	\$10.22	132-8
ShoreTel	10211	Other Equipment: IP212K/230 Wall Mount Kit	\$13.00	\$10.22	132-8
ShoreTel	10255	Kit, Demo Recovery DVD UK D520	\$35.00	\$27.51	132-8
ShoreTel	10257	Kit, Demo Recovery DVD USA D520 ST 7	\$35.00	\$27.51	132-8
ShoreTel	10329	Demo Kit Soft Bag (stand alone)	\$395.00	\$310.43	132-8
ShoreTel	60038	DMI-4 PBX Link	\$1,428.00	\$1,122.26	132-8
ShoreTel	60039	DMI-4+ PBX Link	\$1,428.00	\$1,122.26	132-8
ShoreTel	60040	PBX Link 48	\$3,995.00	\$3,139.65	132-8
ShoreTel	60041	Upgrade Bundle for D510 to ST 8 Demo Kit	\$3,595.00	\$2,825.29	132-8
ShoreTel	60042	Upgrade Bundle for D520 to ST 8 Demo Kit	\$2,495.00	\$1,960.81	132-8
ShoreTel	60043	Kit, Demo Recovery DVD USA D520 ST 8	\$35.00	\$27.51	132-8
ShoreTel	60044	Kit, Demo Recovery DVD USA D630 ST 8	\$35.00	\$27.51	132-8
ShoreTel	60045	Kit, Demo Recovery DVD USA AOpen Server ST 8	\$35.00	\$27.51	132-8
ShoreTel	60046	Demo Kit AOpen Server and WIN2K3 Server License. Requires Recovery DVD Kit (SKU 60048)	\$1,495.00	\$1,174.91	132-8
ShoreTel	60047	Kit, Analog Harmonica & Telco 25PR (FF) Cable For ShoreGear 120/24, 30, 50, 90, 220T1A, and 24A Switches	\$99.00	\$77.80	132-8
ShoreTel	60048	Kit, Demo Upgrade Recovery DVD. Requires AOpen Server and WIN2K License (SKU 60046)	\$35.00	\$27.51	132-8
ShoreTel	80015	Overlay, IP212 SLV, FCH-CAN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80016	Overlay, IP212 BLK, FCH-CAN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80017	Overlay, 230/560 SLV, FR-CN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80018	Overlay, 230/560 BLK, FR-CN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80019	Overlay, IP110 SLV, FCH-CAN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80020	Overlay, IP110 BLK, FCH-CAN (25PK)	\$22.00	\$17.29	132-8
ShoreTel	80021	Overlay, IP212 Blk, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80022	Overlay, IP212 Slv, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80023	Overlay, IP110/115 Blk, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80024	Overlay, IP110/115 Slv, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80025	Overlay, IP230 Blk, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80026	Overlay, IP230 Slv, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80065	Overlay, IP560 Slv, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80066	Overlay, IP560 Blk, German (25PK)	\$35.00	\$27.51	132-8
ShoreTel	80090	SIPARATOR 19, Bundle (Includes SIP trunking module & 5 traversal licences for up to 5 simultaneous SIP trunk calls)	\$1,600.00	\$1,257.43	132-8
ShoreTel	80091	SIPARATOR 19, Bundle (Includes SIP trunking module & 25 traversal licences for up to 25 simultaneous SIP trunk calls- T1 equivalent bundle)	\$2,640.00	\$2,074.76	132-8
ShoreTel	80092	SIPARATOR 19, Bundle (Includes SIP trunking module & 30 traversal licences for up to 30 simultaneous SIP trunk calls - E1 equivalent bundle)	\$2,890.00	\$2,271.23	132-8
ShoreTel	80093	SIPARATOR 50, Bundle (Includes SIP trunking module & 50 traversal licences for up to 50 simultaneous SIP trunk calls - 2 x T1 equivalent bundle)	\$7,410.00	\$5,823.48	132-8
ShoreTel	80094	SIPARATOR 50, Bundle (Includes SIP trunking module & 60 traversal licences for up to 60 simultaneous SIP trunk calls - 2 x E1 equivalent bundle)	\$7,760.00	\$6,098.54	132-8
ShoreTel	80095	Licence, additional 5 supplementary traversal (or SIP trunk call) to an existing SIPARATOR	\$350.00	\$275.06	132-8

**Contract Information**  
**Summit Government Group**  
GSA Contract Information  
Contract Number GS-35F-0085U

Contract Term: Through 11/8/2012  
Federal ID#: 20-5006205  
DUNS#: 617501502  
Cage Code: 4TZ78  
Payment Terms: Net 30 days  
Sales: (301) 975-9703, ext 104  
<http://www.summitgov.com>

GSA Program Manager:  
Gayle Troan (703) 880-4924  
gayle@summitgov.com

Contractor address:  
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15850 Crabbs Branch Way, Suite 120  
Rockville, MD 20855

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Summit Government Group  
225 Byers Road  
Chester Springs, PA 19425

For contract terms and conditions: <http://www.summitgov.com/gsa.htm>

