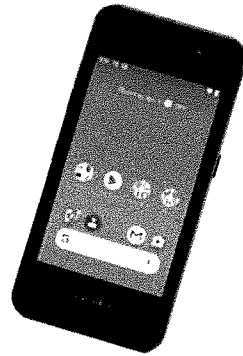




# RONCO



Prepared For:

**Shaker Place**

100 Heritage Ln, Albany, NY 12211



**Attention:**

**Andy Lukarelli**

Nurse Call System Integration

Rauland Responder 5000

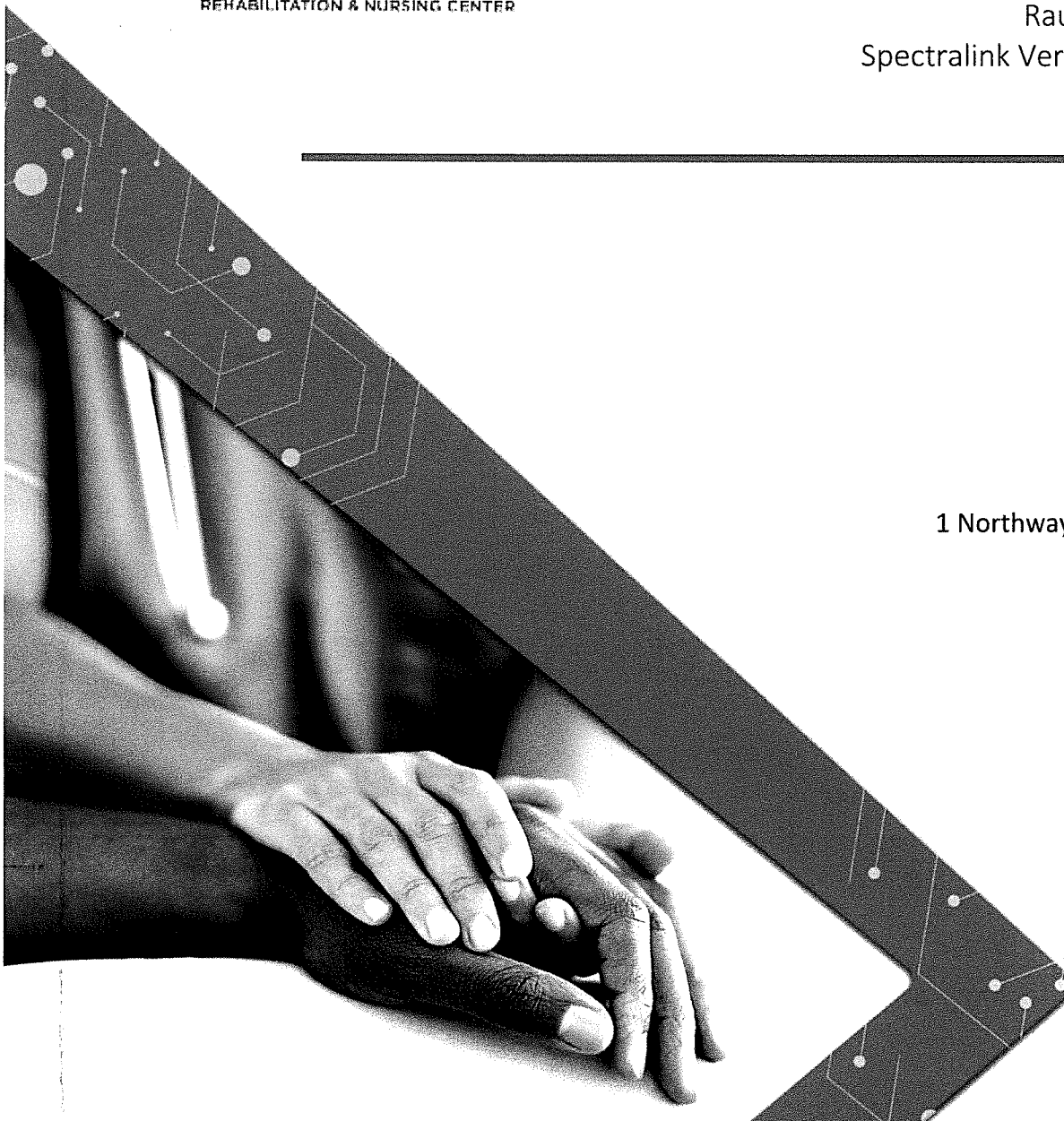
Spectralink Versity Phone Installation

Presented By:

**Larry Charette**

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## Proposal Description

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This proposal is to add Spectralinks Versity 92 series Wireless telephones to the existing Rauland Responder 5000 nurse call system. Each phone will be programmed to receive a group of calls pre-programmed by Ronco.

For example:

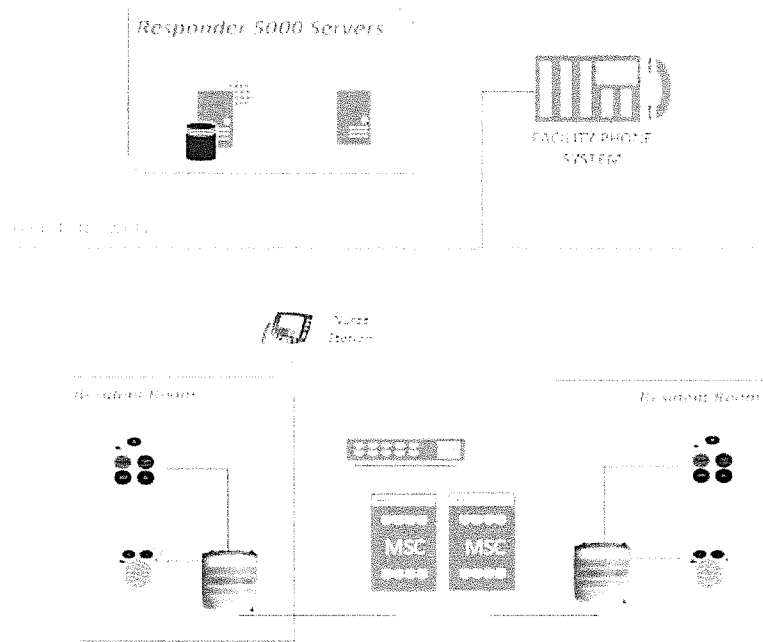
- Phone 401 receives all A wing calls
- Phone 402 receives all B wing calls
- Phone 403 receives all A, B, and C wing calls
- Etc...

This programming will be established during the initial needs assessment.

### Benefits Include





- Deliver high-quality and secure voice communications across all enterprise environments.
- Enable Staff to be reached immediately and reliably throughout workplace.
- Notify Staff of Nurse Call alarms instantly.
- Combine mobile phone, pager, two-way radio in one device.
- Leverage existing wireless LAN infrastructure for voice and data applications.
- Capable to Integrate directly into corporate voice mail, voiceactivated dialing, and directories.
- Support text alerts and instant messaging that can replace overhead paging for a quieter environment.

The diagram below is an example of a direct SIP integration to a wireless SIP-capable phone/device platform, without the use of middleware or third party integration vendors.



## Material List

### Field Equipment

Quantity	Model #	Description	Image
30	KBK9240100	Versity 9240 Handset Bundle w Battery	
30	BLI9200100	3000 mAh replaceable battery for 92 series handset.	
30	ACL9240100	Swivel Belt Clip Holster 9240 Handset	
30	ACH9200101	2 slot desktop charger for 92 series desktop handset and dual chargers	
30	APS9240100	Power supply for 92-series desktop handset charger	

## Software and Services

Quantity	Model #	Description
1	Design Disclaimer (Network Analysis)	Please note that you have opted out of a Spectralink certified Network Analysis services. Spectralink offers Network Design options to help ensure a successful implementation. Pricing is dependent on the requested square foot coverage.
1	SVB-BAS-010	<p>Spectralink WiFi Family (84, 92, 95, 96-series) Basic 50 device bundled services to help ensure customer success with deployment. Feature Summary (Full Description in Associated Service Description):</p> <ul style="list-style-type: none"> <li>a) Project Management</li> <li>b) Device Management Services - Spectralink EMM and AMIE Essential Setup and Configuration Guidance (up to 12 hours remote)</li> <li>c) Post Go-Live Consulting (up to 4 hours remote)</li> <li>d) High Level Admin Training for Spectralink Devices and Configuration Management Tools (up to 1 hour)</li> <li>e) Onsite Configuration, Staging Support, and Functional Testing (up to 50 devices)</li> <li>f) Super User Training (Half day/ ~50 devices)</li> </ul> <p>-Initial 50 Devices (no partial deployments, must include all handsets purchased unless otherwise approved)          -This service does not include a Spectralink certified Network Analysis service. Additional charges may apply if Spectralink is needed for support with Network Analysis services.          -Assumes Spectralink VIEW &amp; CSI certified equipment and Voice Ready system          -Travel and expenses not included</p>
1	STE-C-000	Travel for SVB-BAS-010 basic bundle without network assessment
30	SMS84100	<p>First year SpectraCare, Spectralink Versity 9240 - WiFi no scanner  <b>MUST BE PURCHASED AT TIME OF SALE.</b></p> <ul style="list-style-type: none"> <li>-Technical Support: 24x7</li> <li>-Water Damage Protection</li> <li>-Accidental Damage Protection</li> <li>-RMA: advanced replacement</li> <li>-Maximum yrs without approval: 5yrs</li> </ul>
30	FPK9562164	<p>AMIE Advanced for Versity (first year).          Includes AMIE Essentials plus Analytics Console.          Price per device per year</p>
1	R5KMSIP	SIP Telephony Module

## Shaker Place – Spectralink Phones

Quantity	Model #	Description
1	355005	Responder SIP Server (Optional depending on existing phone system) SIP Server performs as a registrar and proxy for SIP-enabled wireless phones that may not be part of an in-house phone system (phones only used for Responder 5000 calls).

### Statement of Work

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#### Installation

- Ronco to provide the material as listed above.
- Ronco to provide new network drawing.
- Ronco to provide a Needs Assessment meeting with staff to develop the programming of the phones.
- Ronco and Staff to define call coverage through Needs Assessment meeting.
- Facility to provide servers, OS and all network configurations.
- Ronco and Spectralink to work with the facility for software and network setup.
- See Spectralink SOW for more details and other customer responsibilities.
- Ronco to program phones on Rauland system based on Needs Assessment.
- Ronco/Spectralink to provide Training to staff on phone use at the end of the project.
- Ronco to provide final certification of hardware and closeout documentation.

## Terms & Conditions

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1. Payment Terms: 50/40/10 - Net 30
  - Fifty percent (50%) due upon acceptance.
  - Forty percent (40%) due upon delivery of material.
  - Ten percent (10%) due upon completion of project.
2. Prices do not include sales tax.
3. Proposal does not include express shipment of equipment.
4. Any alteration or deviation from above specification involving extra costs, will be executed upon written order, and will become an extra charge over and above the estimate.
5. Installation will be completed working 8am to 5pm shift. Changes to this timeframe may incur an additional charge.

## Ronco One (1) Year Labor Warranty

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- Ronco is the authorized Rauland-Borg distributor and provides 24-hour, 7 day a week service. All calls for service are through our manned 24-hour service center. After the acceptance of the new system(s), warranty service shall be provided on the following basis for one (1) full year:
  - Non-emergency ("routine") calls will be responded to within 24 hours of notification during normal business hours, Monday through Friday (8 a.m. to 5 p.m.,) excluding holidays. A routine call is defined as a problem which affects a minor part of the system such as a single patient station or patient room. Routine calls include peripheral equipment such as control stations, corridor lights, pull-cord stations, etc. All routine warranty work is provided during normal business hours only.
  - Emergency calls will be responded to within 4 hours of notification, 24 hours a day/ 7 day a week. An emergency call is defined as a problem with a major part of the signaling system or total system failure.
- Labor Warranty Exclusions
  - The repair or replacement of equipment which has become defective by reason of accident, physical abuse or misuse, water damage, or fires.
  - Any repairs of damage to System caused by faulty supporting equipment such as air conditioning and/or power.

## Document Sign Off

Description	TOTAL
Spectralink Labor, Material, Freight, & Warranty Shown in Material List above	\$64,068.00
Ronco Labor (Engineering, Headend, Programming, Testing, and Training) Described in SOW	\$21,632.00
<b>PROJECT TOTAL</b>	<b>\$85,700.00</b>

**Optional Project Financing Terms:**

The information below describes the financing contract's approximate monthly payment and security deposit based upon the contract type and term in months. The contract is based on the Project Total: **\$88,700.00**. Any change in the amount financed will change this information. These amounts do not include applicable taxes.

- Financing terms are subject to credit approval.
- Financing terms are valid until 07/11/2021.
- Contract Type Detail: **\$1 Buyout**. Customer owns the equipment after all payments are made.

Contract Type	Term	Security Deposit	Payment
<b>\$1 Buyout</b>	<b>36 month</b>	<b>\$0.00</b>	<b>\$2,785.25</b>
<b>\$1 Buyout</b>	<b>60 month</b>	<b>\$0.00</b>	<b>\$1,782.56</b>

Shaker Place  
100 Heritage Lane  
Albany, NY 12211

RONCO  
1 Northway Avenue  
Latham, NY 12110

Signature: \_\_\_\_\_

Signed By: \_\_\_\_\_

Print: \_\_\_\_\_

Print: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



**RONCO**

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