



BOARD OF SUPERVISORS AGENDA ITEM REPORT AWARDS / CONTRACTS / GRANTS

☐ Award ☒ Contract ☐ Grant

Requested Board Meeting Date: 01/10/2023

or Procurement Director Award: ☐

* = Mandatory, information must be provided

***Contractor/Vendor Name/Grantor (DBA):**

High Point Networks, LLC (Headquarters: Longmont, CO)

***Project Title/Description:**

VoIP System Maintenance and Upgrades

***Purpose:**

Award: Purchase Order No. PO-PO-23-013. This contract is for a one-time award in the discrete amount of \$900,000.00 (including sales tax).
Administering Department: Information Technology.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, for Requisition No. 23-048, the Procurement Director approved the use of Sourcewell 022719-MBS, which has been awarded through competitive procedures similar to those set forth by Pima County Procurement Code.

PRCUID: 469347

Attachment: Cooperative Procurement Agreement.

***Program Goals/Predicted Outcomes:**

To provide required support and service on the current and new Mitel phone system. The critical outcomes will be completing the first phase of implementation and migrating initial users to the new system.

***Public Benefit:**

Maintaining the communication technology for County will ensure that county business can be handled telephonically and county resources can be accessed by the public.

***Metrics Available to Measure Performance:**

Performance will be measured against the contractual service expectations.

***Retroactive:**

Yes; finalization of work covered under this contract took longer than anticipated.

To: COB 12/23/22
Pages: 19
Version 1

THE APPLICABLE SECTION(S) BELOW MUST BE COMPLETED

Click or tap the boxes to enter text. If not applicable, indicate "N/A". Make sure to complete mandatory (*) fields

Contract / Award Information

Document Type: PO Department Code: PO Contract Number (i.e., 15-123): 23-013
 Commencement Date: 01/01/2023 Termination Date: 12/31/2023 Prior Contract Number (Synergen/CMS): _____
☒ Expense Amount \$ 900,000.00 * ☐ Revenue Amount: \$ _____

***Funding Source(s) required: Telecom Services**

Funding from General Fund? ☐ Yes ☒ No If Yes \$ _____ % _____
 Contract is fully or partially funded with Federal Funds? ☐ Yes ☒ No
 If Yes, is the Contract to a vendor or subrecipient? _____
 Were insurance or indemnity clauses modified? ☐ Yes ☒ No
 If Yes, attach Risk's approval.
 Vendor is using a Social Security Number? ☐ Yes ☒ No
 If Yes, attach the required form per Administrative Procedure 22-10.

Amendment / Revised Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____
 Amendment No.: _____ AMS Version No.: _____
 Commencement Date: _____ New Termination Date: _____
 Prior Contract No. (Synergen/CMS): _____
☐ Expense ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$ _____
 Is there revenue included? ☐ Yes ☐ No If Yes \$ _____
***Funding Source(s) required:** _____
 Funding from General Fund? ☐ Yes ☐ No If Yes \$ _____ % _____

Grant/Amendment Information (for grants acceptance and awards)

☐ Award ☐ Amendment

Document Type: _____ Department Code: _____ Grant Number (i.e., 15-123): _____
 Commencement Date: _____ Termination Date: _____ Amendment Number: _____
☐ Match Amount: \$ _____ ☐ Revenue Amount: \$ _____

***All Funding Source(s) required:** _____

***Match funding from General Fund?** ☐ Yes ☐ No If Yes \$ _____ % _____
***Match funding from other sources?** ☐ Yes ☐ No If Yes \$ _____ % _____
***Funding Source:** _____

***If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?**

Contact: Katarina Monteverde, Procurement Officer Katarina Monteverde Digitally signed by Katarina Monteverde Date: 2022.12.19 10:00:45 -07'00' Ana Wilber Ana Wilber Digitally signed by Ana Wilber Date: 2022.12.19 10:09:07 -07'00'
 Department: Procurement Director, Terri Spencer Digitally signed by Terri Spencer Date: 2022.12.19 10:35:46 -07'00' Telephone: 520.724.7126
 Department Director Signature: Javier Baca Date: 12/20/2022
 Deputy County Administrator Signature: [Signature] Date: 12/21/2022
 County Administrator Signature: [Signature] Date: 22 Dec 2022

Pima County Procurement Department
Administering Department: Information Technology
Project: VoIP System Maintenance and Upgrades
Contractor: High Point Networks, LLC
2919 W 17th Street
Longmont, CO 80503
Amount: \$900,000.00
Contract No.: PO-PO-23-013
Funding: Telecom Services

COOPERATIVE PROCUREMENT AGREEMENT

1. Parties, Background and Purpose.

- 1.1. Parties. This Contract is between Pima County, a political subdivision of the State of Arizona ("County"), and High Point Networks, LLC ("Contractor"). Purpose. The Pima County Information Technology Department requires services for VoIP System Maintenance and Upgrades.
- 1.2. Authority. County is authorized by Pima County Code § 11.24.010 and A.R.S. § 41-2632 to enter into cooperative purchasing arrangements. County has entered into such an agreement with Sourcewell (County contract no. 10168).
- 1.3. Contract. Sourcewell entered into a contract 022719-MBS for specified goods and services with Mitel Business Systems, Inc. ("Contractor"), which is currently in effect (the "Sourcewell Contract"). High Point Networks, LLC is an authorized partner of Mitel Business Systems, Inc., and is listed as such on the Selling Agent Agreement.
 - 1.3.1. The Sourcewell Contract is incorporated into this Contract by this reference.
 - 1.3.2. Selection 3.1 of the Sourcewell Contract provides that another governmental entity with which Sourcewell has a cooperative purchasing agreement may, with Contractor's approval, purchase products and services at the same prices and under the same terms as in the Sourcewell Contract.

2. **Term**. The term of this Contract commences on January 1, 2023 and will terminate on December 31, 2023. If the commencement date of the Initial Term is before the signature date of the last party to execute this Contract, the parties will, for all purposes, deem the Contract to have been in effect as of the commencement date.

3. **Scope of Services**. Contractor will provide County with the services described in **Exhibit A** (2 pages), at the dates and times described on **Exhibit A** or, if **Exhibit A** contains no dates or time frames, then upon demand. The Services must comply with all requirements and specifications in the Solicitation.

4. **Key Personnel**. Not applicable to this Agreement.

5. Compensation and Payment.

- 5.1. Rates; Adjustment. County will pay Contractor at the rates set forth in **Exhibit B** (6 pages). Those rates will remain in effect during an Extension Option period unless Contractor, at least 90 days before the end of the then-existing Term, or at the time the County informs Contractor that the County intends to extend the Term, if that is earlier, notifies County in writing of any adjustments to those rates, and the reasons for the adjustments.
- 5.2. Not-To-Exceed (NTE) Amount. County's total payments to Contractor under this Contract, including any sales taxes, may not exceed \$900,000.00 (the "NTE Amount"). The NTE Amount can only be changed by a formal written amendment executed by the Parties. Contractor is not required to provide any services, payment for which will cause the County's total payments under this Contract to exceed the NTE Amount; if Contractor does so, it is at the Contractor's own risk.
- 5.3. Sales Taxes. The payment amounts or rates in **Exhibit B** do not include sales taxes. Contractor may invoice County for sales taxes that Contractor is required to pay under this Contract. Contractor will show sales taxes as a separate line item on invoices.
- 5.4. Timing of Invoices. Contractor will invoice County on a monthly basis unless a different billing period is set forth in **Exhibit B**. County must receive invoices no more than 30 days after the end of the billing period in which Contractor delivered the invoiced products or services to County. County may refuse to pay for any product or service for which Contractor does not timely invoice the County and, pursuant to A.R.S. § 11-622(C), will not pay for any product or service invoiced more than 6-months late.
- 5.5. Content of Invoices. Contractor will include detailed documentation in support of its invoices and assign each amount billed to an appropriate line item.
- 5.6. Invoice Submittal. Invoices are to be sent to:

Pima County Finance & Risk Management – Accounts Payable
P.O. Box 791
Tucson, AZ 85701
- 5.7. Invoice Adjustments. County may, at any time during the Term and during the retention period set forth in Section 23 below, question any payment under this Contract. If County raises a question about the propriety of a past payment, Contractor will cooperate with County in reviewing the payment. County may set-off any overpayment against amounts due to Contractor under this or any other contract between County and Contractor. Contractor will promptly pay to County any overpayment that County cannot recover by set-off.

6. **Insurance.** The Insurance Requirements herein are minimum requirements for this contract and in no way limit the indemnity covenants contained in this contract. Contractor's insurance shall be placed with companies licensed in the State of Arizona and the insureds shall have an "A.M. Best" rating of not less than A- VII, unless otherwise approved by County. County in no way warrants that the minimum insurer rating is sufficient to protect Contractor from potential insurer insolvency.

- 6.1. Minimum Scope and Limits of Insurance. Contractor will procure and maintain at its own expense, until all contractual obligations have been discharged, the insurance coverage with limits of liability not less than stated below. County in no way warrants that the minimum insurance limits contained herein are sufficient to protect Contractor from liabilities that arise out of the performance of the work under this contract. If necessary, Contractor may obtain commercial umbrella or excess insurance to satisfy County's Insurance Requirements.
- 6.1.1. Commercial General Liability (CGL). Occurrence Form with limits of \$2,000,000 Each Occurrence and \$2,000,000 General Aggregate. Policy shall include cover for liability arising from premises, operations, independent contractors, personal injury, bodily injury, property damage, broad form contractual liability coverage, personal and advertising injury and products – completed operations.
- 6.1.2. Business Automobile Liability. Bodily Injury and Property Damage for any owned, leased, hired, and/or non-owned automobiles assigned to or used in the performance of this contract with a Combined Single Limit (CSL) of \$1,000,000 Each Accident.
- 6.1.3. Workers' Compensation (WC) and Employers' Liability. Statutory requirements and benefits for Workers' Compensation. In Arizona, WC coverage is compulsory for employers of one or more employees. Employers' Liability coverage with limits of \$1,000,000 each accident and \$1,000,000 each person - disease.
- 6.1.4. Technology Errors and Omissions (E & O) Insurance. The Technology E & O coverage shall have minimum limits not less than \$2,000,000 each claim and \$2,000,000 Annual Aggregate. Such insurance shall cover any, and all errors, omissions, or negligent acts in the delivery of products, services, and/or licensed programs under this contract. Coverage shall include or shall not exclude settlement and/or defense of claims involving intellectual property, including but not limited to patent or copyright infringement. In the event that the Technology E & O insurance required by this contract is written on a claims-made basis, Contractor shall warrant that continuous coverage will be maintained as outlined under "Additional Insurance Requirements – Claims-Made Coverage" section.
- 6.2. Additional Insurance Requirements. The policies shall include, or be endorsed to include, as required by this contract, the following provisions.
- 6.2.1. Claims Made Coverage. If any part of the Required Insurance is written on a claims-made basis, any policy retroactive date must precede the effective date of this contract, and Contractor must maintain such coverage for a period of not less than three (3) years following contract expiration, termination or cancellation.
- 6.2.2. Additional Insured Endorsement. The General Liability, Business Automobile, Technology E&O, Network Security & Privacy Liability policies must each be endorsed to include Pima County and all its related special districts, elected officials, officers, agents, employees and volunteers (collectively "County and its Agents") as additional insureds with respect to vicarious liability arising out of

the activities performed by or on behalf of the Contractor. The full policy limits and scope of protection must apply to County and its Agents as an additional insured, even if they exceed the Insurance Requirements.

6.2.3. Subrogation Endorsement. The General Liability, Business Automobile Liability, Workers' Compensation and Technology E&O Policies shall each contain a waiver of subrogation endorsement in favor of County, and its departments, districts, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.

6.2.4. Primary Insurance Endorsement.

6.2.4.1. The policies shall stipulate that the insurance afforded Contractor shall be primary and that any insurance carried by County, its agents, officials, or employees shall be excess and not contributory insurance. The Required Insurance policies may not obligate County to pay any portion of Contractor's deductible or Self Insurance Retention (SIR).

6.2.4.2. Insurance provided by the Contractor shall not limit the Contractor's liability assumed under the indemnification provisions of this Contract.

6.2.5. Subcontractors. Contractor must either (a) include all subcontractors as additional insureds under its Required Insurance policies, or (b) require each subcontractor to separately meet all Insurance Requirements and verify that each subcontractor has done so, Contractor must furnish, if requested by County, appropriate insurance certificates for each subcontractor. Contractor must obtain County's approval of any subcontractor request to modify the Insurance Requirements as to that subcontractor.

6.3. Notice of Cancellation. Each Required Insurance policy must provide, and certificates specify, that County will receive not less than thirty (30) days advance written notice of any policy cancellation, except 10-days prior notice is sufficient when the cancellation is for non-payment of a premium. Notice must be mailed, emailed, hand-delivered or sent via facsimile transmission to County's Contracting Representative, and must include the project or contract number and project description.

6.4. Verification of Coverage. Contractor shall furnish County with certificates of insurance (valid ACORD form or equivalent approved by County) as required by this contract. An authorized representative of the insurer shall sign the certificates. Each certificate must include.

6.4.1. County's tracking number for this contract, which is shown on the first page of the contract, and a project description, in the body of the Certificate.

6.4.2. A notation of policy deductibles or SIRs relating to the specific policy.

6.4.3. Certificates must specify that the appropriate policies are endorsed to include additional insured and subrogation waiver endorsements for County and its Agents. Note: Contractors for larger projects must provide actual copies of the additional insured and subrogation endorsements.

- 6.5. All certificates and endorsements, as required by this contract, are to be received and approved by County before, and be in effect not less than 15 days prior to, commencement of work. A renewal certificate must be provided to County not less than 15 days prior to the policy's expiration date to include actual copies of the additional insured and waiver of subrogation endorsements. Failure to maintain the insurance coverages or policies as required by this contract, or to provide evidence of renewal, is a material breach of contract.
- 6.6. All certificates required by this contract shall be sent directly to the appropriate County Department. The Certificate of Insurance shall include County's project or contract number and project description on the certificate. County may require complete copies of all insurance policies required by this contract at any time.
- 6.7. Approval and Modifications. County's Risk Manager may approve a modification of the Insurance Requirements without the necessity of a formal contract amendment, but the approval must be in writing. County's failure to obtain a required insurance certificate or endorsement, County's failure to object to a non-complying insurance certificate or endorsement, or County's receipt of any other information from the Contractor, its insurance broker(s) and/or insurer(s), do not constitute a waiver of any of the Insurance Requirements.
- 7. Indemnification.** To the fullest extent permitted by law, Contractor will defend, indemnify, and hold harmless County and any related taxing district, and the officials and employees of each of them (collectively, "Indemnatee") from and against any and all claims, actions, liabilities, losses, and expenses (including reasonable attorney fees) (collectively, "Claims") arising out of actual or alleged injury of any person (including death) or loss or damage to tangible or intangible property caused, or alleged to be caused, in whole or in part, by any act or omission of Contractor or any of Contractor's directors, officers, agents, employees, volunteers, or subcontractors. This indemnity includes any claim or amount arising or recovered under the Workers' Compensation Law or arising out of the failure of Contractor to conform to any federal, state or local law, statute, ordinance, rule, regulation or court decree. The Indemnatee will, in all instances, except for Claims arising solely from the acts or omissions of the Indemnatee, be indemnified by Contractor from and against any and all Claims. Contractor is responsible for primary loss investigation, defense and judgment costs for any Claim to which this indemnity applies. This indemnity will survive the expiration or termination of this Contract.
- 8. Laws and Regulations.**
- 8.1. Compliance with Laws. Contractor will comply with all federal, state, and local laws, rules, regulations, standards and Executive Orders.
- 8.2. Licensing. Contractor warrants that it is appropriately licensed to provide the services under this Contract and that its subcontractors will be appropriately licensed.
- 8.3. Choice of Law; Venue. The laws and regulations of the State of Arizona govern the rights and obligations of the parties under this Contract. Any action relating to this Contract must be filed and maintained in the appropriate court of the State of Arizona in Pima County.

- 9. Independent Contractor.** Contractor is an independent contractor. Neither Contractor, nor any of Contractor's officers, agents or employees will be considered an employee of County for any purpose or be entitled to receive any employment-related benefits, or assert any protections, under County's Merit System. Contractor is responsible for paying all federal, state and local taxes on the compensation received by Contractor under this Contract and will indemnify and hold County harmless from any and all liability that County may incur because of Contractor's failure to pay such taxes.
- 10. Subcontractors.** Contractor is fully responsible for all acts and omissions of any subcontractor, and of persons directly or indirectly employed by any subcontractor, and of persons for whose acts any of them may be liable, to the same extent that the Contractor is responsible for the acts and omissions of its own employees. Nothing in this Contract creates any obligation on the part of County to pay or see to the payment of any money due any subcontractor, except as may be required by law.
- 11. Assignment.** Contractor may not assign its rights or obligations under this Contract, in whole or in part, without the County's prior written approval. County may withhold approval at its sole discretion.
- 12. Non-Discrimination.** Contractor will comply with all provisions and requirements of Arizona Executive Order 2009-09, which is hereby incorporated into this Contract, including flow-down of all provisions and requirements to any subcontractors. During the performance of this Contract, Contractor will not discriminate against any employee, client or any other individual in any way because of that person's age, race, creed, color, religion, sex, disability or national origin.
- 13. Americans with Disabilities Act.** Contractor will comply with Title II of the Americans with Disabilities Act (Public Law 110-325, 42 U.S.C. §§ 12101-12213) and the federal regulations for Title II (28 CFR Part 35).
- 14. Authority to Contract.** Contractor warrants its right and power to enter into this Contract. If any court or administrative agency determines that County does not have authority to enter into this Contract, County will not be liable to Contractor or any third party by reason of such determination or by reason of this Contract.
- 15. Full and Complete Performance.** The failure of either party to insist, in one or more instances, upon the other party's complete and satisfactory performance under this Contract, or to take any action based on the other party's failure to completely and satisfactorily perform, is not a waiver of that party's right to insist upon complete and satisfactory performance, or compliance with any other covenant or condition in this Contract, either in the past or in the future. The acceptance by either party of sums less than may be due and owing it at any time is not an accord and satisfaction.
- 16. Cancellation for Conflict of Interest.** This Contract is subject to cancellation for conflict of interest pursuant to A.R.S. § 38-511, the pertinent provisions of which are incorporated into this Contract by reference.
- 17. Termination by County.**
- 17.1. Without Cause. County may terminate this Contract at any time, without cause, by serving a written notice upon Contractor at least 30 days before the effective date of the

termination. In the event of such termination, County's only obligation to Contractor will be payment for services rendered prior to the date of termination.

17.2. With Cause. County may terminate this Contract at any time without advance notice and without further obligation to County when County finds Contractor to be in default of any provision of this Contract.

17.3. Non-Appropriation. Notwithstanding any other provision in this Contract, County may terminate this Contract if for any reason there are not sufficient appropriated and available monies for the purpose of maintaining County or other public entity obligations under this Contract. In the event of such termination, County will have no further obligation to Contractor, other than to pay for services rendered prior to termination.

18. Notice. Any notice required or permitted to be given under this Contract must be in writing and be served by personal delivery or by certified mail upon the other party as follows:

County:

Terri Spencer, Procurement Director
Pima County Procurement Dept.
150 W. Congress, 5th Floor
Tucson, AZ 85701
(520) 724-3722
Terri.Spencer@pima.gov

Contractor:

Elmar Cannon, Account Manager
High Point Networks, LLC
2919 W. 17th Street
Longmont, CO 80503
(970) 541-7887
Elmar.Cannon@highpointnetworks.com

19. Non-Exclusive Contract. Contractor understands that this Contract is nonexclusive and is for the sole convenience of County. County reserves the right to obtain like services from other sources for any reason.

20. Remedies. Either party may pursue any remedies provided by law for the breach of this Contract. No right or remedy is intended to be exclusive of any other right or remedy and each is cumulative and in addition to any other right or remedy existing at law or at equity or by virtue of this Contract.

21. Severability. Each provision of this Contract stands alone, and any provision of this Contract found to be prohibited by law will be ineffective to the extent of such prohibition without invalidating the remainder of this Contract.

22. Use of County Data. Unless it receives County's prior written consent, Contractor: (a) shall not access, process, or otherwise use County Data other than as necessary to provide contracted services or products; and (b) shall not intentionally grant any third party access to County Data, including without limitation Contractor's other customers, except subcontractors that are subject to a reasonable nondisclosure agreement. Notwithstanding the foregoing, Contractor may disclose County Data as required by applicable law or by proper legal or governmental authority. Contractor shall give County prompt notice of any such legal or governmental demand and reasonably cooperate with County in any effort to seek a protective order or otherwise to contest such required disclosure, at County's expense. Upon termination or completion of the Contract, Contractor will, within 60 calendar days, either return all County Data to County or will destroy County Data and confirm destruction to County in writing. As between the parties, County retains ownership of County Data. "County Data" means data in

electronic or paper form provided to Contractor by County, including without limitation personal identifying information as defined in A.R.S. § 13-2001(10).

23. Books and Records. Contractor will keep and maintain proper and complete books, records and accounts, which will be open at all reasonable times for inspection and audit by duly authorized representatives of County. In addition, Contractor will retain all records relating to this Contract for at least five (5) years after its expiration or termination or, if later, until any related pending proceeding or litigation has concluded.

24. Public Records.

24.1. Disclosure. Pursuant to A.R.S. § 39-121 et seq., this Contract and all documents submitted to County in relation to this Contract, including, but not limited to, pricing schedules, product specifications, and work plans are public records. As such, those documents are subject to release and/or review by the general public upon request, including competitors.

24.2. Records Marked Confidential; Notice and Protective Order. If Contractor reasonably believes that any documents submitted to County contain proprietary, trade-secret or otherwise-confidential information, Contractor must prominently mark those records "CONFIDENTIAL." In the event a public-records request is submitted to County for records marked CONFIDENTIAL, County will notify Contractor of the request as soon as reasonably possible. County will release the records 10 business days after the date of that notice, unless Contractor has, within that period, secured an appropriate order from a court of competent jurisdiction, enjoining the release of the records. County will not, under any circumstances, be responsible for securing such an order, nor will County be in any way financially responsible for any costs associated with securing such an order.

Contractor agrees to waive confidentiality of any price terms.

25. Legal Arizona Workers Act Compliance.

25.1. Compliance with Immigration Laws. Contractor hereby warrants that it will at all times during the term of this contract comply with all federal immigration laws applicable to Contractor's employment of its employees, and with the requirements of A.R.S. § 23-214 (A) (together the "State and Federal Immigration Laws"). Contractor will further ensure that each subcontractor who performs any work for Contractor under this contract likewise complies with the State and Federal Immigration Laws.

25.2. Books & Records. County has the right at any time to inspect the books and records of Contractor and any subcontractor in order to verify such party's compliance with the State and Federal Immigration Laws.

25.3. Remedies for Breach of Warranty. Any breach of Contractor's or any subcontractor's warranty of compliance with the State and Federal Immigration Laws, or of any other provision of this section, is a material breach of this Contract subjecting Contractor to penalties up to and including suspension or termination of this Contract. If the breach is by a subcontractor, and the subcontract is suspended or terminated as a result, Contractor will take such steps as may be necessary to either self-perform the services

that would have been provided under the subcontract or retain a replacement subcontractor as soon as possible so as not to delay project completion.

- 25.4. **Subcontractors.** Contractor will advise each subcontractor of County's rights, and the subcontractor's obligations, under this Section by including a provision in each subcontract substantially in the following form:

"Subcontractor hereby warrants that it will at all times during the term of this contract comply with all federal immigration laws applicable to Subcontractor's employees, and with the requirements of A.R.S. § 23-214 (A). Subcontractor further agrees that County may inspect the Subcontractor's books and records to ensure that Subcontractor is in compliance with these requirements. Any breach of this paragraph by Subcontractor is a material breach of this contract subjecting Subcontractor to penalties up to and including suspension or termination of this contract."

26. Grant Compliance. Not applicable to this Agreement.

- 27. Written Orders.** County will order products or services under this Contract by issuing a Delivery Order (DO) document. Order documents will be furnished to Contractor via e-mail or telephone.

Contractor must not supply materials or services pursuant to the contract that are not documented or authorized by a Delivery Order (DO) at the time of provision. County accepts no responsibility for control of or payment for materials or services not documented by a County Delivery Order (DO).

Contractor will establish, monitor, and manage an effective contract administration process that assures compliance with all requirements of this Contract. In particular, Contractor will not provide goods or services other than those described in this Contract, in excess of the Maximum Payment Amount, or after the Term of the Contract has ended, without a Contract amendment properly executed and issued by County, as provided below. Any items provided in excess of that stated in this Contract are at Contractor's own risk.

- 28. Counterparts.** The parties may execute the Contract that County awards pursuant to the solicitation in any number of counterparts, each counterpart is considered an original, and together such counterparts constitute one and the same instrument.

- 29. Israel Boycott Certification.** Pursuant to A.R.S. § 35-393.01, if Contractor engages in for-profit activity and has 10 or more employees, and if this Contract has a value of \$100,000.00 or more, Contractor certifies it is not currently engaged in, and agrees for the duration of this Contract to not engage in, a boycott of goods or services from Israel. This certification does not apply to a boycott prohibited by 50 U.S.C. § 4842 or a regulation issued pursuant to 50 U.S.C. § 4842.

- 30. Forced Labor of Ethnic Uyghurs.** Pursuant to A.R.S. § 35-394 if Contractor engages in for-profit activity and has 10 or more employees, Contractor certifies it is not currently using, and agrees for the duration of this Contract to not use (1) the forced labor of ethnic Uyghurs in the People's Republic of China; (2) any goods or services produced by the forced labor of ethnic Uyghurs in the People's Republic of China; and (3) any contractors, subcontractors or suppliers that use the forced labor or any goods or services produced by the forced labor of

ethnic Uyghurs in the People's Republic of China. If Contractor becomes aware during the term of the Contract that the Company is not in compliance with A.R.S. § 35-394, Contractor must notify the County within five business days and provide a written certification to County regarding compliance within one hundred eighty days.

31. Amendment. The parties may modify, amend, alter or extend this Contract only by a written amendment signed by the parties.

32. Entire Agreement. This document constitutes the entire agreement between the parties pertaining to the subject matter it addresses, and this Contract supersedes all prior or contemporaneous agreements and understandings, oral or written.

THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK

This Contract will become effective when all parties have signed it. The effective date of the Contract will be the date this Contract is signed by the last party (as indicated by the date associated with that party's signature).

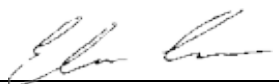
IN WITNESS WHEREOF, the parties have approved this Cooperative Procurement Agreement and agree to be bound by the terms and conditions of the Contract on the dates written below.

PIMA COUNTY

Chair, Board of Supervisors

Date

HIGH POINT NETWORKS, LLC



Authorized Officer Signature

Elmar Cannon

Printed Name and Title

12/19/2022

Date

ATTEST

Clerk of the Board

Date

APPROVED AS TO FORM



Deputy County Attorney

Christopher Gerber

Print DCA Name

Exhibit A: Scope of Work (2 pages)

1. GENERAL INFORMATION

County will utilize this contract to procure subscription services to maintain the existing service, MiVoice Connect, for the planning and initial migration to MiVoice Business, and equipment required for the continued use of Mitel services.

Contractor will provide the following for all subscription services and projects:

- Perform system software upgrades, firmware upgrades, and patches as they become available and when recommended.
- Remote technician available within one (1) hour for emergency enterprise support, and four (4) hours for non-emergency enterprise support. Technicians must be available 24/7/365 in emergency and non-emergency situations.

2. SUBSCRIPTION SERVICES

Contractor will provide technical support to County IT staff, which includes responses to quick questions, troubleshooting system issues and, if no solution is found, escalate to Mitel TAC. These services support County's existing Mitel system, and are covered under the one-year subscriptions listed below. Subscription dates start January 1, 2023 and end December 31, 2023.

- Mitel Connect Partner Support
- Mitel Technical Account Manager (TCSM)
- Mitel MiVP Partner Support

3. PROJECTS

Contractor will work with County to complete projects for the planning and initial migration from Mitel MiVoice Connect to Mitel MiVoice Business. Initial migration will provide testing to ensure services work at an optimal level, and allow departments to utilize MiVoice Business. Departments selected will be based on the need to upgrade and impact on operations of the overall system. These projects include the following:

- **Scoping and Planning:** Conduct scoping conversations with relevant teams resulting in an overall system wide deployment project plan.
- **Implement Core Systems to Support Initial Deployments:**
 1. MiVoice Business PBX, PECOC DC and Admin West DC up to 2,000 users phone registrations, call control, PBX functionality
 2. MiVoice Border Gateway SBC PECOC DC and Admin West DC to support trunking to SIP trunking provider
 3. MiCollab server at PECOC DC for Voicemail Auto attendance, UC capabilities
 4. Failover testing of new environment before adding users
 5. Connect the MiVoice Business to MiVoice Connect system at both Data Centers for System-to-System dialing
- **User Programming for Initial Groups:**
 1. Programming users and call flows, auto attendants, ring groups for first groups to move in preparation for migration assuming:
 - i. These first groups would be in-office users, not remote

- ii. Groups average approximately 60 users each
 - iii. Contact center users are not included
 - iv. Remote gateways for analog devices or T1 trunking (Juvi or West are not needed)
 - v. Site must be supported by existing trunks
- 2. Knowledge of transfer to Pima County personnel
- **Deployment of Initial Groups:**
 - 1. Training end users on new equipment
 - 2. Configuring extension to extensions dialing between systems
 - 3. Optionally porting DIDs
 - 4. Verifying system operation
 - 5. Providing next day of business support onsite
 - 6. Post installation approved modifications
 - 7. Reviewing project with all teams for lessons learned
 - 8. Knowledge transfer to County personnel
- **Programming and Deployment of the Next Three (3) Groups with County Leading:** Includes all work from User Programming for initial groups and Deployment of Initial Groups projects.
- **Project Management:** Includes the overall plan and deliverables for phases of the projects; allocates HPN resources in coordination with County staff; coordinate the resolution of issues as they arise.

4. EQUIPMENT

Contractor will provide Mitel equipment in new, unused condition listed on **Exhibit B – Unit Prices** (6 pages). Contractor will identify obsolete items and provide replacement information. County must approve the sale of replacement equipment.

4.1. Warranty

Contractor warrants all equipment against failure or defect in workmanship for at least 90 days after purchase.

Mitel Support

Prepared for:

Pima County ITD

Attn: Debbie McNeil
2050 N Arizonz Hwy 85
Ajo, AZ 85321

Prepared by:

High Point Networks, LLC

Elmar Cannon
Direct: 970-541-7887
elmar.cannon@highpointnetworks.com



Sourcwell contract number 022719-MBS

1 year MiVoice Connect Gold Support

Qty	Item	Description	Price	Ext. Price
22247 4	94111	High Point Networks Mitel Connect Partner Support Initial 1 Year (No Phone) Start Date 1/1/23 end date 12/31/23	\$1.1523	\$256,356.7902
1	REBATE	Rebate/Discount	(\$33,438.19)	(\$33,438.19)
			Subtotal:	\$222,918.60

TCSM

Qty	Item	Description	Price	Ext. Price
1	53004208	HPN/Mitel Premier Customer Support Solution (PCSS)	\$59,700.00	\$59,700.00
			Subtotal:	\$59,700.00

1 year MiVoice Business Gold Support

Qty	Item	Description	Price	Ext. Price
66800	54006934	CC Premium 24/7 Software Assurance This reflects a Sourcwell discount	\$0.60	\$40,080.00
1122	54007807	SWA Prem 1y MiVBus Analog Port This reflects a Sourcwell discount	\$4.10	\$4,600.20
141	54007808	SWA Prem 1y MiVBus Console This reflects a Sourcwell discount	\$122.85	\$17,321.85
1	54007810	SWA Prem 1y MiVBus DLM This reflects a Sourcwell discount	\$0.00	\$0.00
18	54007815	SWA Prem 1y MiVBus System This reflects a Sourcwell discount	\$107.73	\$1,939.14
421	54007816	SWA Prem 1y MiVBus User This reflects a Sourcwell discount	\$8.33	\$3,506.93

1 year MiVoice Business Gold Support

Qty	Item	Description	Price	Ext. Price
1148	54007947	SWA Prem 1y MiV BG SIP Connect This reflects a Sourcewell discount	\$5.05	\$5,797.40
8	54007949	SWA Prem 1y MiV BG System This reflects a Sourcewell discount	\$21.50	\$172.00
2	54008178	SWA Prem 1y MiCollab System This reflects a Sourcewell discount	\$86.31	\$172.62
7100	54008322	SWA Prem 1y UCC Std MiVB This reflects a Sourcewell discount	\$18.02	\$127,942.00
1	HPN Gold Support	Enables HPN to take calls for tech support and perform upgrades,	\$132,624.00	\$132,624.00
1	REBATE	Rebate/Discount Sourcewell Discount for HPN Gold Support	(\$17,298.75)	(\$17,298.75)
			Subtotal:	\$316,857.39

Quote Summary

Description	Amount
1 year MiVoice Connect Gold Support	\$222,918.60
TCSM	\$59,700.00
1 year MiVoice Business Gold Support	\$316,857.39
Total:	\$599,475.99

Prepared for:

Pima County ITD

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Pricing references SOURCEWELL #022719-MBS

Hardware

Qty	Item	Description	Price	Ext. Price
150	50008386	6930w IP Phone	\$312.00	\$46,800.00
1	SH	Shipping and Handling	\$50.00	\$50.00
1	Tax	Sales Tax Arizon 5.6% - \$2623.60 Pima 0.5% - \$234.25 Tucson 2.6% - \$1218.10	\$4,075.95	\$4,075.95
			Subtotal:	\$50,925.95

Quote Summary

Description	Amount
Hardware	\$50,925.95
	Total: \$50,925.95

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Pima County ITD

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Pricing references SOURCEWELL #022719-MBS

Hardware

Qty	Item	Description	Price	Ext. Price
12	50006764	68xx/69xx Bluetooth Handset Battery FRU	\$15.00	\$180.00
1	50006921	6900/6800 Wall Mount Kit (10 Pack)	\$191.40	\$191.40
1	SH	Shipping and Handling	\$10.00	\$10.00
1	Tax	Sales Tax Arizon 5.6% - \$21.36 Pima 0.5% - \$1.91 Tucson 2.6% - \$9.92	\$33.19	\$33.19

Subtotal: \$414.59

Quote Summary

Description	Amount
Hardware	\$414.59

Total: \$414.59

Estimated costs for first 6 months

1. Scoping and planning – \$42,650.00

- a. Conduct scoping conversations with relevant teams resulting in an overall systemwide deployment project plan.

2. Implement core systems to support initial deployments - \$12,250.00

- a. MiVoice Business PBX, PECOC DC and ADMIN West DC up to 2,000 users phone registrations, call control, PBX functionality
- b. MiVoice Border Gateway SBC PECOC DC and ADMIN West DC to support trunking to SIP trunking provider -
- c. MiCollab server at PECOC DC for Voicemail Auto attendance, UC capabilities –
- d. Failover testing of new environment before adding users
- e. Connect the MiVoice Business to the MiVoice Connect system at both Data Centers for System-to-system dialing

3. User programming for initial groups - \$13,825.00

- a. Programming users and call flows, auto attendants, ring groups for first groups to move in preparation for migration assuming:
 - i. These first groups would be in office users not remote
 - ii. Groups average approximately 60 user each
 - iii. Contact center users are not included
 - iv. Remote gateways for analog devices or T1 trunking (Juvi or West) are not needed
 - v. Site must be supported by existing trunks
- b. Knowledge transfer to Pima County personnel

4. Deployment of initial groups - \$44,170.00

- a. Training end users on new equipment
- b. Converting handsets firmware to new environment
- c. Configuring extension to extensions dialing between systems
- d. Optionally porting DIDs
- e. Verifying system operation
- f. Providing next day of business support onsite
- g. Post installation approved modifications
- h. Reviewing project with all teams for lessons learned
- i. Knowledge transfer to Pima County personnel

5. Programming and Deployment of next 3 groups with Pima County leading - \$43,496.00

- a. Tasks from item three and four above.

6. Project management – \$24,973.00

- a. Responsible for overall plan and deliverables for phases of this project listed above.
- b. Allocate HPN resources in coordination with Pima County staff
- c. Coordinate the resolution of issues as they arise

Estimated services in the first 6 months– \$181,364.00

These amounts are a subset of the total cost.