

SCHEDULE V – TRADE-IN PROGRAM

11-X-21415 Telecommunication Equipment & Services

BIDDER: Vertical Communications NJ, Inc.

BRAND LINE: BRANDS: VODAVI (3.5.14)

Trade-In Program

Section 3.7

Bidder to provide its Trade In Program description labeled Schedule V reflecting its proposed method of operation, equipment eligible under its program and credit schedule.

Vertical Communications NJ, Inc. will provide two different and distinct trade in programs with a different discount level for each program with the new state contract. The trade in programs are detailed as follows:

Trade In Program Number One – Five Percent Discount (5%)

Trade In Program Number One is for the purchase of a new telecommunication system off of the new “Telecommunication Equipment & Services” state contract that is to replace an existing in service telecommunication system. The telecommunication system being replaced must be one of the telecommunication systems listed under “Trade In Program Number One”. The using agency must trade in the complete PABX switching equipment and / or Key Service Unit and all of the existing IP, Digital, and Electronic telephone sets that that the new telecommunication system is replacing. Analog single line type telephone sets do not need to be traded in. Trade In Program Number One will include a five percent discount off of the net price of the telecommunication system being purchased after all other discounts included under this state contract have been applied.

Qualifying Trade In Systems:

Comdial DX-120
Comdial FX II
Comdial MP5000
Vertical Televantage
Vertical Instant Office
Vodavi Starplus
Vodavi DVX Plus II, III, IV
Vodavi XTS-IP
Vodavi STS

Trade In Program Number Two – Three Percent Discount (3%)

Trade In Program Number Two is for the purchase of a new telecommunication system off of the new “Telecommunication Equipment & Services” state contract that is to replace an existing in service telecommunication system. The telecommunication system being replaced can be any system not listed under Trade In Program Number One that consists of a PBX and /or Key

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Hybrid Public Branch Exchange (PBX) Systems (section 3.1.1)

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Trade In Program Number Two – Three Percent Discount (3%) Continued

Service Unit and telephone Sets. The using agency must trade in all of the existing IP, Digital, and Electronic telephone sets that the new telecommunication system is replacing. The PABX, Key Service Unit, and analog single line type telephone sets do not need to be traded in. Trade In Program Number Two will include a three percent discount off of the net price of the telecommunication system being purchased after all other discounts under this state contract have been applied.