



FAIRFAX COUNTY
PUBLIC SCHOOLS

NOTICE OF AWARD

Department of Financial Services

Office of Procurement Services
8115 Gatehouse Road, Suite 4400
Falls Church, Virginia 22042-1203
Telephone: 571-423-3550

FEB 26 2016

CONTRACT TITLE: Telecommunications Services: Wireless Digital & Data Services, Associated Services/Equipment

CONTRACT NUMBER(S): 4400006674, **4400006677**, 4400006678, 4400006679

NIGP CODE(S): 91575

CONTRACT PERIOD: July 1, 2016- June 30, 2021

RENEWALS: 5

SOLICITATION NUMBER: RFP2000001706

SUPERCEDES CONTRACT(S): 4400001434, 4400001435, 4400001436

CONTRACTOR(S): SUPPLIER ID(S):

AT&T
3033 Chain Bridge Road
Oakton, VA 22124

1000012332

Contact: Asif Iqbal
Telephone: 703-474-6025
Email: asif.iqbal.1@att.com

Sprint Solutions, Inc.
12502 Sunrise Valley Drive
Mailstop VARESA0208
Reston, VA 20196

1000011720

Contact: John Wilson
Telephone: 508-801-2998
Email: John.D.Wilson@Sprint.com

Attached Price Schedule for Sprint ONLY

Boys
2/26/16

CONTRACTOR(S):

SUPPLIER ID(S):

T-Mobile
12920 SE 38th Street
Bellevue, WV 98006

1000011182

Contact: Timothy Dwyer
Telephone: 703-928-6382
Email: Timothy.Dwyer@T-Mobile.com

Verizon Wireless
7600 Montpelier Road
Laurel, MD 20723

1000011529

Contact: Joseph Jones
Telephone: 703-472-6370
Email: Joseph.Jones@verizonwireless.com

TERMS: NET 30

FOB: DESTINATION

OPS CONTACT:

Laila Sultan, CPPB, Contract Administrator
Phone: (571) 423-3581
Fax: (571) 423-3550
E-Mail: lsultan@fcps.edu

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number.

Requests exceeding the small purchase threshold will be routed to OPS and a purchase order will be executed.

A handwritten signature in black ink, appearing to read "Laila Sultan", written over a horizontal line.

Laila Sultan, CPPB
Contract Administrator

DISTRIBUTION:

FCPS - DIT – Jean Welsh
FCG - DIT – George Coulter

**ADDITIONAL NEGOTIATION FOLLOW UP TO
RFP 2000001706 - TELECOMMUNICATIONS SERVICES:
WIRELESS DIGITAL VOICE & DATA SERVICES,
ASSOCIATED SERVICES/EQUIPMENT**

Section A Price Breakdown

Offerors must provide a price breakdown for each service separately as well as totals for all services provided together if prices differ.

Please find the completed pricing tables within this section.

**RFP 2000001706 Appendix C
PRICING SUMMARY SHEET
(Ref: Special Provisions (Pricing Plans), Paragraph 8.6 and 8.12)**

VOICE

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
0 pooled minutes	N/A	N/A	N/A	Plan Not Available. Sprint is recommending the Custom Voice 200 Plan.
0 pooled minutes with unlimited text messaging	N/A	N/A	N/A	Plan Not Available. Sprint is recommending the Custom Voice 200 Plan.
0 pooled minutes with unlimited two-way radio and unlimited text messaging	N/A	N/A	N/A	Plan Not Available. Sprint is recommending the Custom Voice 200 Plan.
200 pooled minutes	\$19.99	0.00%	\$19.99	The Custom Voice 200 plan includes 200 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group Connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to, TeamDC SM , are available with certain devices and may be subject to an additional charge.
300 pooled minutes	\$20.99	0.00%	\$20.99	The Custom Voice 300 plan includes 300 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				Mobile, Unlimited Direct Connect & Group Connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to, TeamDC SM , are available with certain devices and may be subject to an additional charge.
450 pooled minutes	\$21.99	0.00%	\$21.99	The Custom Voice 450 Plan includes 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group Connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to, TeamDC SM , are available with certain devices and may be subject to an additional charge.
600 pooled minutes	23.99	0	23.99	The Custom Voice 600 Plan includes 600 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group Connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to,

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				TeamDC SM , are available with certain devices and may be subject to an additional charge.
450 pooled minutes with unlimited text messaging	\$28.99	0.00%	\$28.99	The Custom Voice 450 Plan with Sprint Domestic Unlimited Messaging Add-On includes 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group Connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to, TeamDC SM , are available with certain devices and may be subject to an additional charge. Pricing includes \$7 NET Add-on for Unlimited text messages.
450 pooled minutes with unlimited two-way radio, unlimited text messaging	\$28.99	0.00%	\$28.99	The Custom Voice 450 Plan includes 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail. Roaming charges are included. Direct Connect and Group Connect are available on select devices. Additional Direct Connect® features, including, but not limited to, TeamDC SM , are available with certain devices and may be subject to an additional charge. Pricing includes \$7 NET Add-on for Unlimited text messages.
Unlimited minutes	\$35.00	0.00%	\$35.00	Sprint Business Fusion Unlimited Talk and Text Smartphone Plan offers Customers a \$20 monthly

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				<p>discount for Unsubsidized Smartphones. Discounts are applied within 2 bill cycles and discounts are not prorated. This plan includes unlimited Domestic voice, text, Direct Connect®, and Group Connect®; provided that Roaming is limited to 800 minutes or a majority of minutes for voice Services. Direct Connect® and Group Connect® are only available on select devices. Customer must purchase a Smartphone Data Plan for any Smartphone activated on a Sprint Business Fusion Plan. Roaming is limited to 100MBs or a majority of KBs for all Smartphone Data Plans. This Roaming limitation includes Sprint Mobile HotSpot usage. Roaming is not available on the Sprint 4G Network at this time. Data usage will be pooled among Smartphones on the 1GB and 2GB Data Plans, and with data usage on devices in Pool Group Two described in Sprint's Government Wireless Services Agreement.</p>
Unlimited minutes with unlimited text messaging	\$35.00	0.00%	\$35.00	<p>Sprint Business Fusion Unlimited Talk and Text Smartphone Plan offers Customers a \$20 monthly discount for Unsubsidized Smartphones. Discounts are applied within 2 bill cycles and discounts are not prorated. This plan includes unlimited Domestic voice, text, Direct Connect®, and Group Connect®; provided that Roaming is limited to 800 minutes or a majority of minutes for voice Services. Direct Connect® and Group Connect® are only available on select</p>

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				<p>devices. Customer must purchase a Smartphone Data Plan for any Smartphone activated on a Sprint Business Fusion Plan. Roaming is limited to 100MBs or a majority of KBs for all Smartphone Data Plans.</p> <p>This Roaming limitation includes Sprint Mobile HotSpot usage. Roaming is not available on the Sprint 4G Network at this time. Data usage will be pooled among Smartphones on the 1GB and 2GB Data Plans, and with data usage on devices in Pool Group Two described in Sprint's Government Wireless Services Agreement.</p>
Unlimited minutes with unlimited text messaging, unlimited two-way radio	\$35.00	0.00%	\$35.00	<p>Sprint Business Fusion Unlimited Talk and Text Smartphone Plan offers Customers a \$20 monthly discount for Unsubsidized Smartphones. Discounts are applied within 2 bill cycles and discounts are not prorated. This plan includes unlimited Domestic voice, text, Direct Connect®, and Group Connect®; provided that Roaming is limited to 800 minutes or a majority of minutes for voice Services. Direct Connect® and Group Connect® are only available on select devices. Customer must purchase a Smartphone Data Plan for any Smartphone activated on a Sprint Business Fusion Plan. Roaming is limited to 100MBs or a majority of KBs for all Smartphone Data Plans.</p> <p>This Roaming limitation includes Sprint Mobile HotSpot usage. Roaming is not available on the Sprint 4G Network at this time. Data usage will be pooled among Smartphones on the</p>

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				1GB and 2GB Data Plans, and with data usage on devices in Pool Group Two described in Sprint's Government Wireless Services Agreement.
Unlimited Two-Way Radio	\$0.00	0.00%	\$0.00	Unlimited Direct Connect® and Group Connect® are included in the following Service Plans at no cost: Sprint Business Advantage Talk Plans, Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, Sprint Business Fusion Smartphone and Feature Phone Plans, and the Custom Voice Plans. Direct Connect® and Group Connect® are only available on select devices.
Unlimited Text Messaging	\$7.00	0.00%	\$7.00	Unlimited Messaging is included in the following Service Plans at no cost: Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, and Sprint Business Fusion Smartphone and Feature Phone Plans. Unlimited Messaging may be added to other voice plans as a Sprint Voice Plan Add-On option for \$7.00/month per user.
Voice Overage Rate	\$_.25/minute		\$_.25/minute	The \$0.25/minute per user Anytime Minutes Overage applies to the following Service

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				Plans at no cost: Sprint Business Advantage Talk Plans, Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, and the Custom Voice Plans.
Charge per line for shared/pooled plans	\$0.00	0.00%	\$0.00	Charge per line for shared/pooled plans are based on the Pooled Anytime Minutes Plan/Shared Minute Plan each User selects. The available pooling plans include: Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Flat Rate Business Plan, and Custom Voice Plans.
Paging thru phone	\$7.00	0.00%	\$7.00	Unlimited Messaging is included in the following Service Plans at no cost: Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, and Sprint Business Fusion Smartphone and Feature Phone Plans. Unlimited Messaging may be added to other voice plans as a Sprint Voice Plan Add-On option for \$7.00/month per user.
Group Paging thru phone	\$7.00	0.00%	\$7.00	Unlimited Messaging is included in the following Service Plans at no cost: Sprint Business Advantage Messaging

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				<p>Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, and Sprint Business Fusion Smartphone and Feature Phone Plans.</p> <p>Unlimited Messaging may be added to other voice plans as a Sprint Voice Plan Add-On option for \$7.00/month per user.</p>
PPT Unlimited	\$0.00	0.00%	\$0.00	<p>Unlimited Direct Connect® and Group Connect® are included in the following Service Plans at no cost: Sprint Business Advantage Talk Plans, Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, Sprint Business Fusion Smartphone and Feature Phone Plans, and the Custom Voice Plans. Direct Connect® and Group Connect® are only available on select devices.</p>
Voice Mail	\$0.00	0.00%	\$0.00	<p>Voice Mail is included in the following Service Plans at no cost: Sprint Business Advantage Talk Plans, Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only</p>

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				Smartphone, Sprint Flat Rate Business Plan, and the Custom Voice Plans.

*Standard Monthly Fee and Monthly Fee are not inclusive of applicable Taxes, Fees and/or Surcharges.

BUNDLE VOICE AND DATA

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
200 pooled minutes with unlimited data, and unlimited text	\$59.99	25.00%	\$44.99	Sprint Business Advantage Messaging and Data 200 Plan includes 200 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect® & Group Connect®, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming, Unlimited Data Access and Unlimited GPS Navigation
200 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$69.99	25.00%	\$54.99	Sprint Business Advantage Messaging and Data 200 Plan includes 200 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect® & Group Connect®, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming, Unlimited Data Access and Unlimited GPS Navigation. Pricing includes \$10 NET Mobile Hotspot add-on.

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
300 pooled minutes with unlimited data, and unlimited text	\$37.99	0.00	\$37.99	Sprint Series 65 300 Plan includes 300 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect® & Group Connect®, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming, Unlimited Data Access and Unlimited GPS Navigation. Price plan is only applicable for select devices including Samsung Grand Prime, and other comparable devices to be agreed upon by the parties
300 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$47.99	0.00	\$47.99	Sprint Series 65 300 Plan includes 300 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect® & Group Connect®, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming, Unlimited Data Access and Unlimited GPS Navigation. Pricing includes \$10 NET Mobile Hotspot add-on. Price plan is only applicable for select devices including Samsung Grand Prime, and other comparable devices to be agreed upon by the Parties

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
450 pooled minutes with unlimited data, unlimited text	\$45.99	0.00%	\$45.99	Sprint Custom Voice & Data 450. Plan Includes 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming. Corporate-Liable Active Units on the Sprint Custom Voice & Data Fairfax County Public Schools will share Anytime Minutes with only the Sprint Custom Voice & Data for Fairfax County Public Schools Family of Plans.
450 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$55.99	0.00%	\$55.99	Sprint Custom Voice & Data for Fairfax County Public Schools 450 Plan 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming. Corporate-Liable Active Units on the Sprint Custom Voice & Data Fairfax County Public Schools will share Anytime Minutes with only the Sprint Custom Voice & Data for Fairfax County Public Schools Family of Plans. Pricing includes \$10 NET Mobile Hotspot add-on.

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
450 pooled minutes with unlimited data, unlimited text, PTT	\$45.99	0.00%	\$45.99	Sprint Custom Voice & Data for Fairfax County Public Schools 450 Plan includes 450 Anytime minutes, Unlimited N&W starting at 7pm, Unlimited Sprint Mobile to Mobile, Unlimited Direct Connect & Group connect, Pooled Anytime minutes, Nationwide LD, Caller ID & Voicemail, unlimited internet Browsing & email, Unlimited Messaging, Premium Data Requirement, Domestic Data roaming. Corporate-Liable Active Units on the Sprint Custom Voice & Data Fairfax County Public Schools will share Anytime Minutes with only the Sprint Custom Voice & Data for Fairfax County Public Schools Family of Plans.
Unlimited minutes with unlimited data, unlimited text	\$65.00	0.00%	\$65.00	The Sprint Business Fusion Smartphone Unlimited Talk and Text Plan combined with the Unlimited Data Plan offers unlimited Domestic voice, text, Direct Connect®, and Group Connect®; provided that Roaming is limited to 800 minutes or a majority of minutes for voice Services. Direct Connect and Group Connect are available only on select devices. Customer must purchase the Unlimited Talk and Text Plan and a Smartphone Data Plan for any Smartphone activated on a Sprint Business Fusion Plan. The data allowance for the Smartphone Data Plans includes any Sprint Mobile Hotspot usage for Sprint Mobile Hotspot capable devices. Sprint Mobile

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				<p>Hotspot usage on the Unlimited Data Plan is limited to 3GBs of usage and does not pool. If Customer's Sprint Mobile Hotspot usage on the Unlimited Data Plan exceeds 3GBs, Customer will be liable for a \$0.015 per MB (\$15 per GB) overage charge.</p> <p>Roaming is limited to 100 MBs or a majority of kilobytes ("KBs") for all Smartphone Data Plans. This Roaming limitation includes Sprint Mobile Hotspot usage. Roaming is not available on the Sprint 4G Network at this time.</p> <p>Data usage will be pooled among Smartphones on the 1GB and 2GB Data Plans, and with data usage on devices in Pool Group Two described in Government Wireless Services Agreement, if such Smartphones and devices are under the same billing account number. Customer will receive a \$20 monthly discount off of the Unlimited Talk and Text Plan MRC for Unsubsidized Smartphones. Discounts are applied within 2 bill cycles and discounts are not prorated.</p>
Unlimited minutes with unlimited data, unlimited text, unlimited tethering	\$65.00	0.00%	\$65.00	<p>The Sprint Business Fusion Smartphone Unlimited Talk and Text Plan combined with the Unlimited Data Plan offers unlimited Domestic voice, text, Direct Connect®, and Group Connect®; provided that Roaming is limited to 800 minutes or a</p>

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				<p>majority of minutes for voice Services. Direct Connect and Group Connect are available only on select devices. Customer must purchase the Unlimited Talk and Text Plan and a Smartphone Data Plan for any Smartphone activated on a Sprint Business Fusion Plan. The data allowance for the Smartphone Data Plans includes any Sprint Mobile Hotspot usage for Sprint Mobile Hotspot capable devices. Sprint Mobile Hotspot usage on the Unlimited Data Plan is limited to 3GBs of usage and does not pool. If Customer's Sprint Mobile Hotspot usage on the Unlimited Data Plan exceeds 3GBs, Customer will be liable for a \$0.015 per MB (\$15 per GB) overage charge. Roaming is limited to 100 MBs or a majority of kilobytes ("KBs") for all Smartphone Data Plans. This Roaming limitation includes Sprint Mobile Hotspot usage. Roaming is not available on the Sprint 4G Network at this time. Data usage will be pooled among Smartphones on the 1GB and 2GB Data Plans, and with data usage on devices in Pool Group Two described in Government Wireless Services Agreement, if such Smartphones and devices are under the same billing account number. Customer</p>

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				will receive a \$20 monthly discount off of the Unlimited Talk and Text Plan MRC for Unsubsidized Smartphones. Discounts are applied within 2 bill cycles and discounts are not prorated.
Unlimited Text Messaging	\$7.00	0.00%	\$7.00	<p>Unlimited Messaging is included in the following Service Plans at no cost: Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, Sprint Series 65 for Leasing and Easy Pay Only Smartphone, and Sprint Business Fusion Smartphone and Feature Phone Plans.</p> <p>Unlimited Messaging may be added to other voice plans as a Sprint Voice Plan Add-On option for \$7.00/month per user.</p>
Unlimited Tethering	\$10.00	0.00%	\$10.00	Sprint Mobile Hotspot Add-On-Unlimited for Acceptable Use. Unlimited use available while on the Sprint network. Sprint will throttle to 64kb and reserves the right to modify or suspend wireless data Service to a Wireless Data Connection Device on the 3G/4G Unlimited for Acceptable Use Plan above if such Wireless Data Connection Device exceeds 5GB/month of data usage, 100MB/month of usage while Roaming or engages in the following prohibited

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				uses: server devices or host computer Applications, including, but not limited to, continuous streaming video and Web camera posts; automatic data feeds; automated continuous streaming machine-to-machine connections; or peer-to-peer (P2P) file-sharing Applications broadcasting to multiple servers or recipients such that they could enable "bots" or similar routines.
GPS (Directions)	\$0.00	0.00%	\$0.00	Free Navigation App available on most devices
GPS (Tracking) Pooled 5 / 10 / 25 MB	\$5.50 5MB \$7.50 10MB \$9.00 25MB		\$5.50 5MB \$7.50 10MB \$9.00 25MB	Sprint Data Access Plans for Business for Third Party M2M Devices. Pricing assumes Data Access portion only. For GPS tracking, an additional charge will apply for the 3 rd party application which is provided in the attached GOVERNMENT WIRELESS SERVICES AGREEMENT
Voice Overage Rate (/minute)	\$0.25		\$0.25	The \$0.25/minute per user Anytime Minutes Overage applies to the following Service Plans: Sprint Business Advantage Talk Plans, Sprint Business Advantage Messaging Plans, Sprint Business Advantage Messaging and Data Plans, Sprint Custom Voice & Data for Fairfax County Public Schools Plan, Sprint Series 65, and the Custom Voice Plans.
Data Overage Rate	Plan Dependent	N/A	Plan Dependent	Data Overage Rate is plan dependent and applies to the following plans: Sprint Series 65 for Leasing and Easy Pay Only Sprint Data

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Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
				Access Overage - \$10/GB per User, Data Roaming Overage - \$0.25/MB per User; Sprint Business Fusion Smartphone 2GB and 1GB Pooled Data Plan Overage for Additional Data Services Usage Above Plan Limit - \$0.015/MB (\$15/GB) per User; Sprint Mobile Hotspot Add-On Overage Charge for Additional Data Roaming Usage Above Plan Limit - \$0.25/MB per User

*Standard Monthly Fee and Monthly Fee are not inclusive of applicable Taxes, Fees and/or Surcharges.

DATA

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
Unlimited data (no-cost device)	\$30.00	25%	\$22.50	Pro Pack available for Smartphones. Voice plan required. \$10 Data premium charge will apply for certain plans.
iPhone 4MB Standalone	N/A	N/A	N/A	Plan not available
iPhone Unlimited Standalone	N/A	N/A	N/A	Plan not available
BlackBerry 4MB Standalone	N/A	N/A	N/A	Plan not available

*Standard Monthly Fee and Monthly Fee are not inclusive of applicable Taxes, Fees and/or Surcharges. The \$10 Data Premium Charge will apply for certain plans.

EQUIPMENT PRICING

WIRELESS VOICE ONLY	Device Manufacturer and Model	Price	Manufacturer's Kit Description (include components e.g., wall charger, battery, etc.)
Current No-Cost Cell Phone Device:	Kyocera DuraXT	\$0.00	Wall Charger included
Current No-Cost Cell Phone Rugged Device:	Kyocera DuraXT	\$0.00	Wall Charger included

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Price is not inclusive of applicable Taxes, Fees and/or Surcharges.

(WIRELESS Device)	Device Manufacturer and Model	Price	Manufacturer's Kit Description (include components e.g., wall charger, software, data cord, holster, battery, etc.)
Smartphone (current model of no-cost device) New line of service & upgrade after 12 months	New line of service Apple iPhone 6 16GB Upgrade after 12 months	\$0.00 (new line of service with 24-month upgrade eligibility) \$349.99 (upgrade after 12 months)	Head-phone and Wall Charger (doubles as a USB cable) included
Smartphone Replacement for existing line of service (non-warranty)	Apple iPhone 6 16GB	\$549.99	Head-phone and Wall Charger (doubles as a USB cable) included
Smartphone Upgrade to the most recent model release	Apple iPhone 6S 16GB	\$199.99 24 month upgrade eligible	Head-phone and Wall Charger (doubles as a USB cable) included
Device Shelf Stock (1%) Cellular Phone (Re: Special Provisions, Paragraph 7.F)	The seed stock devices will be a device that is at least two generations back. An example of current two generations back devices are Samsung S4 and iPhone 5c.		Seed stock is available to FCPS and Fairfax County ("the County") only through the application of local market discretionary credits. During each year of the initial term and any subsequent renewal term(s) of the Contract ("Total Contract Term"), Sprint will provide FCPS and the County their own seed stock. Sprint will provide two (2) devices to be used as seed stock for every forty (40) devices FCPS and the County activates on a Billing Account Number ("BAN") with a Sprint Service Plan that has a Monthly Recurring Charge ("MRC") of \$45.99 or higher (not including

**ADDITIONAL NEGOTIATION FOLLOW UP TO
RFP 2000001706 - TELECOMMUNICATIONS SERVICES:
WIRELESS DIGITAL VOICE & DATA SERVICES,
ASSOCIATED SERVICES/EQUIPMENT**

(WIRELESS Device)	Device Manufacturer and Model	Price	Manufacturer's Kit Description (include components e.g., wall charger, software, data cord, holster, battery, etc.)
			<p>applicable taxes, fees or surcharges).The total seed stock devices shall not exceed fifty (50) devices per year per BAN for FCPS and the County each. The seed stock devices will be a device that is at least two generations back from the majority of the then-activated devices on each respective BAN. FCPS and the County are individually responsible for managing their own seed stock required each year of the Total Contract Term. If, in any given year of the Total Contract Term, before the termination of the Contract, FCPS and/or the County does not activate the entire fifty (50) seed stock devices on each respective BAN, then the remaining number of seed stock devices not activated shall apply towards the not-to-exceed amount of fifty (50) seed stock devices for the following year.</p> <p>An example of current two generations back devices are Samsung S4 and iPhone 5c.</p>
Device Shelf Stock (1%) Smartphone (Re: Special Provisions, Paragraph 7.F)	<p>The seed stock devices will be a device that is at least two generations back. An example of current two generations back devices are Samsung</p>		<p>Seed stock is available to FCPS and Fairfax County ("the County") only through the application of local market discretionary credits. During each year of the initial term and any subsequent renewal term(s) of the Contract ("Total Contract Term"), Sprint will provide FCPS and the County their own seed stock. Sprint will provide two (2) devices to be used as seed stock for every forty (40) devices FCPS and the County activates</p>

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	S4 and iPhone 5c.		<p>on a Billing Account Number ("BAN") with a Sprint Service Plan that has a Monthly Recurring Charge ("MRC") of \$45.99 or higher (not including applicable taxes, fees or surcharges).The total seed stock devices shall not exceed fifty (50) devices per year per BAN for FCPS and the County each. The seed stock devices will be a device that is at least two generations back from the majority of the then-activated devices on each respective BAN. FCPS and the County are individually responsible for managing their own seed stock required each year of the Total Contract Term. If, in any given year of the Total Contract Term, before the termination of the Contract, FCPS and/or the County does not activate the entire fifty (50) seed stock devices on each respective BAN, then the remaining number of seed stock devices not activated shall apply towards the not-to-exceed amount of fifty (50) seed stock devices for the following year.</p> <p>An example of current two generations back devices are Samsung S4 and iPhone 5c.</p>
Discount off manufacturer list price for additional items not listed above	2 year flat rate pricing will apply. (24 month upgrade eligibility)		
VALUE ADDED Ref.Par. 9 This will not be part of the overall evaluation			
Item	Comments		
Employee Discounts In-building Solutions Paragraph 9.1			

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In Building Solutions Paragraph 9.2			<p>For the select offices that need wireless in-building coverage assistance, Sprint offers a variety of options. Our Airave ultra-small CDMA base station device increases cell reception over an area of about 5,000 square feet and hooks into the user's existing broadband connection, sending inbound and outbound calls over the Internet instead of over the Nationwide Sprint Network. Sprint hotspots offer Wi-Fi connectivity for up to five Wi-Fi enabled devices for flexible and convenient connections for multiple PCs or Wi-Fi devices for remote and in the field productivity.</p> <p>Sprint has access to partners like Televerge and Cisco who offer 3G/4G High Availability Network Adapters. These adapters provide broadband wireless high availability networking resulting in"</p> <ul style="list-style-type: none"> Better cellular signal quality Greater coverage, range and capacity Business Class Reliability and Security Assures Business Continues During Wireline Network Outages <p>For full in-building options Sprint's In-building Solutions group was built to deliver the most innovative, advanced and productive mobility solutions. IBS solutions extend the Sprint 3G and 4G Networks into buildings to deliver the power, productivity and efficiency of Sprint's voice and data communications wherever you need it.</p> <p>Sprint will work with the County to evaluate any coverage concerns and develop a range of solutions to improve coverage. Please note, a separate agreement is required.</p>

*Price is not inclusive of applicable Taxes, Fees and/or Surcharges.

Mobile Device Management (MDM) or Mobile Enterprise Applications Platform (MEAP)

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
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MDM Solutions (Ref. Special Provisions Paragraph 8.S.H & 8.11 H	\$12 Annual Fee		\$12 Annual Fee	Assumes Airwatch Suite K-12 Educational Institutions subscription pricing. One-time Integration and set up Fee of \$2,500 will apply. Customer's use of AirWatch Offers is subject to acceptance of the AirWatch Terms and Conditions ("AirWatch Terms") presented to Customer at the time the order is placed and the Software as a Service (SaaS) Terms of Service posted to the Rates and Conditions Website (http://www.sprint.com/ratesandconditions) The AirWatch Terms are subject to change without prior notice to Customer.
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*Standard Monthly Fee and Monthly Fee are not inclusive of applicable Taxes, Fees and/or Surcharges.

Accessories

Item	Percent Discount	Comments
Leather Holster	20%	CL Only
Wall Charger	20%	CL Only
Vehicle Charger	20%	CL Only
Battery	20%	CL Only
Tethering Cord	20%	CL Only
Discount for accessory items not listed above		20%

Overnight delivery \$0.00

Additional Service Plans

Sprint is offering additional services plans FCPS & FCG attached GOVERNMENT WIRELESS SERVICES AGREEMENT