



Santa Barbara Unified School District

Proposal Form 470 Application # 596560000936929

*Hosted VoIP
Broadband Internet*

Rob Johnson Account
Manager Education &
Public Sector
626-513-0105
rjohnson@getjive.com

Jive Communications, Inc.
<http://edu.getjive.com>
SPIN #143033971

Todd Ryckman
Santa Barbara Unified School District
720 Santa Barbara St
Santa Barbara, Ca 93101



Dear Todd,

Jive Communications is pleased to submit a formal proposal to Santa Barbara Unified School District for the purpose of implementing a new communications solution. As a Top-5 National Hosted VoIP/PBX and UCaaS provider, we are uniquely positioned to give this project the attention and personal effort required for success. And as a provider of Priority One E-Rate eligible services, Jive's hosted services maximize your budget resources while providing you best-in-breed solutions.

Jive Core, our cloud-based platform, powers our hosted services and is built to provide the scalability, reliability, and financial efficiency needed by Santa Barbara Unified School District. Organizations across the country are increasingly selecting hosted, cloud-based delivery models for their communications services--and Jive is on the leading edge of this shift.

From a scalability standpoint, Jive delivers outstanding value. With our standards-based, hosted platform there is no longer any headache associated with growth or changes to your staff or locations. There are no complicated licensing requirements, no need to add or reconfigure proprietary server hardware, and no need to hire expensive consultants to engineer a rigid installation. With Jive, most changes simply involve visiting our online administrative interface and making the appropriate adjustments.

In terms of reliability, Jive has invested significant resources into delivering a robust and redundant architecture. Moving critical communications software away from the local environment provides unparalleled disaster avoidance and continuity of operations for our customers. Jive's hosted services are housed in top-tier, strategically-positioned data center facilities having the highest standards of security, stability, and uptime.

Finally, it's hard to overlook the financial benefits of Jive's hosted platform. With premises-based products, customers are chained to ongoing expenses related to maintenance, updates, and changes by certified contractors or dedicated employees. Adding users or features required purchasing additional hardware and licensing upgrades. Jive has no maintenance or upgrade fees, and all features can be added quickly and easily. Your CIO, IT staff, and Facilities Management staff can now spend time on more important projects--saving you time and keeping you within budget. And best of all, Jive's hosted services are all eligible for Priority 1 E-rate discounts, maximizing your budget dollars.

Jive has worked hard to understand the needs of this market and deliver the optimal solution. All our products (including Jive Hosted VoIP, HD Video, Hosted Email, and Jive Broadband) are innovative, intuitive, and Priority 1-eligible. Our offering is tailored to serve districts like yours. We have the platform, products, experience, service, and implementation plan to deliver the most successful and efficient solution to Santa Barbara Unified School District.



Rob Johnson
Account Manager, Education & Public Sector
Jive Communications, SPIN #143033971
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Sales Quote

Jive offers institutions the most competitive hosted services in the industry.
All our voice features come standard with every plan.



Jive Communications, Inc.
Attn: New Accounts
3214 N. University Ave #610
Provo, UT 84606

Quote Date: 2013-02-14
Valid Until: 2016-06-30
Prepared By: Rob Johnson

Customer:
Santa Barbara Unified School District
720 Santa Barbara St
Santa Barbara, Ca 93101

Hosted VOIP Services

One-time Charges	P-1	Unit Price	Qty	RRF*	Subtotal
Interconnected VoIP - Per-Site One-Time Charge	X	1,850.00	17		31,450.00
Subtotal					31,450.00

Monthly Charges	P-1	Unit Price	Qty	RRF*	Subtotal
6 Meg - Monthly Network Access Charge (3 year)	X	1,209.60	1	209.99	1,419.59
Interconnected VoIP - Monthly Charge - Per User	X	19.00	1,212	3,997.66	27,025.66
Voice - Standard DID - Monthly Charge	X	1.75	100	30.38	205.38
Subtotal					28,650.63

NOTES:

Jive Hosted VoIP provides: All Local & Long Distance - INCLUDED, Unlimited Voicemail & Voicemail to email - INCLUDED E-Fax, Paging, and Emergency 911 Notification - INCLUDED Maintenance, Support, Upgrades - INCLUDED

One-time charges
\$31,450.00

After E-Rate discounts on eligible items
\$11,636.50

Estimated monthly charges⁺
\$28,650.63

After estimated 63% E-Rate discount
\$10,600.73

*Regulatory Recovery Fee—Federal, State, and Local

⁺Additional fees may apply depending on usage

Proposal Acceptance

Sign and return this page to your account executive to accept this proposal for Jive hosted services.

I, the undersigned ("Customer"), hereby accept this Proposal for Priority 1 Eligible Hosted Services as detailed in the quotation referenced by the quote number at the top of this page. I also agree to the following:

Terms and Conditions

Customer has read, understand, and agrees to the *Jive Terms of Service* document found at

<http://www.getjive.com/legal>

Installation Timeline (choose one)

- ☐ Customer chooses to install services prior to receiving E-Rate funding. Customer understands that Customer will be responsible to pay the full cost of the hardware, setup, and services until E-Rate funding is obtained.
- ☐ Customer chooses to NOT install services until after E-Rate funding has been obtained.

Non-Appropriations Option (choose one)

- ☐ Customer and Jive Communications will be bound to the terms of this agreement if, and only if, Customer receives SLD/USAC approval for Federal E-Rate funding for the applicable E-Rate Funding Year. If such funding is approved, Customer and Jive will be bound to the entire agreement, including items listed on the attached quote.
- ☐ Customer agrees to fully compensate Jive for services provided, whether or not any Federal E-Rate funding has been requested or approved by USAC/SLD.

E-Rate Billing Method (choose one)

- ☐ Form 474: Service Provider Invoice Form (or "SPI") will be utilized by Customer.
- ☐ Form 472: Billed Entity Application Reimbursement (or "BEAR") will be utilized by Customer.

Term: 36 months

Customer has the option to renew yearly after this contract expires using the terms of this contract. Incremental increases in the quantity of any of the Hosted Services provided (e.g. for new users in an existing site, or for additional sites) are allowed under the terms of this agreement.

Service Details

Base One-Time Charges:	31,450.00	Base Monthly Recurring Charges:	28,650.63
Est. E-Rate Discount:	19,813.50	Est. E-Rate Discount:	18,049.90
Est. Out-of-pocket One-Time Charges:	11,636.50	Est. CTF Discount:	5,300.37
		Est. Out-of-pocket Monthly Charges:	5,300.36

Customer understands that enabling certain features, including but not limited to international calling or toll-free number service, may increase the monthly charges. Rental hardware is subject to availability and not guaranteed. Customer should verify with their Jive representative that their telephone numbers can be ported. The WAN/911 survivability option requires at least one analog telephone line at each location. Jive Hosted Exchange Email requires the use of Active Directory. Each telephone endpoint requires an ethernet connection. Customer understands that all Jive services have minimum bandwidth requirements and that failure to meet these requirements will result in degraded functionality.

Signed (Santa Barbara Unified School District):

Signed (Jive Communications):

Name:

Name:

Title:

Title:

Date:

Date: