

March 23, 2007

TO: Tom Phillips, Nexus

FROM: Dan Mulholland, Lane Council of Governments

RE: RFP response

Here are a few follow up questions:

First concerns the 2.5 technicians, and the .5 technician. Our assumption was that the .5 FTE would also be locally based, and not sent from Portland upon request. Our fear is that, in effect, this means two technicians are provided, as the .5 may be several different technicians, and may not be familiar with our sites. Can you further describe or address this concern?

Second is a pricing question concerning the NEC 2000 system pricing. You proposed a system discount. Could you commit to providing this discount throughout the contract period, or was this based upon an NEC promotion?

Finally, one of the other vendors provided a useful pricing summary. It provides discount from NEC list by group:

- NEAX 2400
- NEC 2000
- Terminals
- Apps-1
- Apps-2
- Servers
- SV7000/MPS
- Elite-IPK

Could you provide something similar?

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