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November 23, 2015

ADMINISTRATION
STATE PROCUREMENT OFFICE
STATE OF HAWAII

State of Hawaii
Donna Tsuruda-Kashiwabara
State Procurement Office
P.O. Box 119
Honolulu, HI 96810

Subject: SPO Vendor List Contract No. 12-12
Furnish, Deliver, Install, and Manage Network and
Telecommunications Services - Statewide
Update Business High Speed Internet Pricelist

Dear Donna Tsuruda-Kashiwabara,

Hawaiian Telcom, Inc. would like to propose a change to the existing Business High Speed Internet pricelist on SPO Vendor List Contract No. 12-12. The changes are to add more bandwidth options.

The enclosed Business High Speed Internet pricelist will replace the existing pricelist.

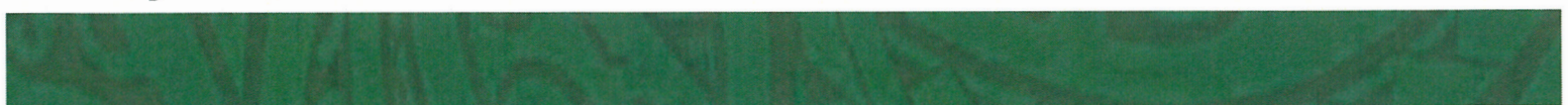
All other pricelists in SPO Vendor List Contract No. 12-12 remain as is.

Enclosed are the original and one copy of the new pricelist. Thank you for considering our proposal. If you have questions, please contact me at (808)546-4424.

Sincerely,

Brandon Onishi
Senior Manager, Government Sales

cc: David Fujimoto, ICSD



Technology Category	1 YEAR AGREEMENT			3 YEAR AGREEMENT			5 YEAR AGREEMENT		
	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price
Business High Speed Internet Monthly Recurring Charge (MRC): -Includes static (1) or dynamic IP address -Installed on POTS line									
Lite (up to 3 Mbps down/1 Mbps up) -Limited Availability	\$39.99	0%	\$39.99	\$39.99	10%	\$35.99	\$39.99	20%	\$31.99
Basic (up to 7 Mbps down/1 Mbps up)	\$59.99	0%	\$59.99	\$59.99	10%	\$53.99	\$59.99	20%	\$47.99
Advantage (up to 11 Mbps down/1 Mbps up)	\$79.99	0%	\$79.99	\$79.99	10%	\$71.99	\$79.99	20%	\$63.99
Premium (up to 15 Mbps down/1 Mbps up)	\$99.99	0%	\$99.99	\$99.99	10%	\$89.99	\$99.99	20%	\$79.99
Extreme (up to 20 Mbps down/3 Mbps up)	\$199.00	0%	\$199.00	\$199.00	10%	\$179.10	\$199.00	20%	\$159.20
Ultimate (up to 25 Mbps down/3 Mbps up)	\$249.00	0%	\$249.00	\$249.00	10%	\$224.10	\$249.00	20%	\$199.20
Elite (up to 50 Mbps down/3 Mbps up)	\$299.00	0%	\$299.00	\$299.00	10%	\$269.10	\$299.00	20%	\$239.20
Business Standalone Monthly Recurring Charge (MRC): High Speed Internet -Includes static (1) or dynamic IP address -No POTS line requirement									
Standalone Basic (up to 7 Mbps down/1 Mbps up)	\$64.99	0%	\$64.99	\$64.99	10%	\$58.49	\$64.99	20%	\$51.99
Standalone Advantage (up to 11 Mbps down/1 Mbps up)	\$84.99	0%	\$84.99	\$84.99	10%	\$76.49	\$84.99	20%	\$67.99
Standalone Premium (up to 15 Mbps down/1 Mbps up)	\$104.99	0%	\$104.99	\$104.99	10%	\$94.49	\$104.99	20%	\$83.99
Standalone Extreme (up to 20 Mbps down/3 Mbps up)	\$229.00	0%	\$229.00	\$229.00	10%	\$206.10	\$229.00	20%	\$183.20
Standalone Ultimate (up to 25 Mbps down/3 Mbps up)	\$279.00	0%	\$279.00	\$279.00	10%	\$251.10	\$279.00	20%	\$223.20
Standalone Elite (up to 50 Mbps down/3 Mbps up)	\$329.00	0%	\$329.00	\$329.00	10%	\$296.10	\$329.00	20%	\$263.20

Technology Category	1 YEAR AGREEMENT			3 YEAR AGREEMENT			5 YEAR AGREEMENT		
	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price
DSL Transport									
DSL Transport up to 3M/768K	44.99	0%	\$44.99	44.99	0%	\$44.99	44.99	0%	\$44.99
Non-Recurring Charge (NRC)									
-Charged per occurrence									
Service Activation	\$60.00	0%	\$60.00	\$60.00	0%	\$60.00	\$60.00	0%	\$60.00
Content Provider Change	\$60.00	0%	\$60.00	\$60.00	0%	\$60.00	\$60.00	0%	\$60.00
Business High Speed Internet Fiber									
Monthly Recurring Charge (MRC):									
-Includes static (1) or dynamic IP address									
-Installed on POTS line									
Fiber Premium									
(up to 15 Mbps down/1 Mbps up)									
-available in qualified fiber enabled areas	\$99.99	0%	\$99.99	\$99.90	10%	\$89.99	\$99.99	20%	\$79.99
Fiber Extreme									
(up to 20 Mbps down/3 Mbps up)									
-available in qualified fiber enabled areas	\$199.00	0%	\$199.00	\$199.00	10%	\$179.10	\$199.00	20%	\$159.20
Fiber Ultimate									
(up to 25 Mbps down/3 Mbps up)									
-available in qualified fiber enabled areas	\$249.00	0%	\$249.00	\$249.00	10%	\$224.10	\$249.00	20%	\$199.20
Fiber Elite									
(up to 50 Mbps down/3 Mbps up)									
-available in qualified fiber enabled areas	\$299.00	0%	\$299.00	\$299.00	10%	\$269.10	\$299.00	20%	\$239.20
Fiber 100									
(up to 100 Mbps down/20 Mbps up)									
-available in qualified fiber enabled areas	\$385.00	0%	\$385.00	\$385.00	10%	\$346.50	\$385.00	20%	\$308.00
Fiber 300									
(up to 300 Mbps down/50 Mbps up)									
-available in qualified fiber enabled areas	\$485.00	0%	\$485.00	\$485.00	10%	\$436.50	\$485.00	20%	\$388.00
Fiber 500									
(up to 500 Mbps down/50 Mbps up)									
-available in qualified fiber enabled areas	\$620.00	0%	\$620.00	\$620.00	10%	\$558.00	\$620.00	20%	\$496.00

Technology Category	1 YEAR AGREEMENT			3 YEAR AGREEMENT			5 YEAR AGREEMENT		
	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price
Fiber 1 Gig (up to 1 Gbps down/100 Mbps up) -available in qualified fiber enabled areas	\$810.00	0%	\$810.00	\$810.00	10%	\$729.00	\$810.00	20%	\$648.00
Business High Speed Internet Fiber Standalone Monthly Recurring Charge (MRC): -Includes static (1) or dynamic IP address -No POTS line required									
Standalone Fiber Premium (up to 15 Mbps down/1 Mbps up) -available in qualified fiber enabled areas	\$104.99	0%	\$104.99	\$104.99	10%	\$94.49	\$104.99	20%	\$83.99
Standalone Fiber Exreme (up to 20 Mbps down/3 Mbps up) -available in qualified fiber enabled areas	\$229.00	0%	\$229.00	\$229.00	10%	\$206.10	\$229.00	20%	\$183.20
Standalone Fiber Ultimate (up to 25 Mbps down/3 Mbps up) -available in qualified fiber enabled areas	\$279.00	0%	\$279.00	\$279.00	10%	\$251.10	\$279.00	20%	\$223.20
Standalone Fiber Elite (up to 50 Mbps down/3 Mbps up) -available in qualified fiber enabled areas	\$329.00	0%	\$329.00	\$329.00	10%	\$296.10	\$329.00	20%	\$263.20
Standalone Fiber 100 (up to 100 Mbps down/20 Mbps up) -available in qualified fiber enabled areas	\$415.00	0%	\$415.00	\$415.00	10%	\$373.50	\$415.00	20%	\$332.00
Standalone Fiber 300 (up to 300 Mbps down/50 Mbps up) -available in qualified fiber enabled areas	\$515.00	0%	\$515.00	\$515.00	10%	\$463.50	\$515.00	20%	\$412.00
Standalone Fiber 500 (up to 500 Mbps down/50 Mbps up) -available in qualified fiber enabled areas	\$650.00	0%	\$650.00	\$650.00	10%	\$585.00	\$650.00	20%	\$520.00
Standalong Fiber 1 Gig (up to 1 Gbps down/100 Mbps up) -available in qualified fiber enables areas	\$840.00	0%	\$840.00	\$840.00	10%	\$756.00	\$840.00	20%	\$672.00

Technology Category	1 YEAR AGREEMENT			3 YEAR AGREEMENT			5 YEAR AGREEMENT		
	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price	List Price	Discount (%)	Total Price
Non-Recurring Charge (NRC)									
-Service Activation charged per occurrence									
Service Activation -Service Activation waived, however, NRC will be applied if service is terminated within the first year	\$199.00	100%	\$0.00	\$199.00	100%	\$0.00	\$199.00	100%	\$0.00
Termination Liability for 3-Year and 5-Year terms:									
<p>If Customer cancels an order in whole or in part or terminates this Service at any time during the Service Period, Customer shall either pay to Hawaiian Telcom a termination charge equal to twenty-five percent (25%) of the applicable monthly rate for the terminated Service multiplied by the number of months remaining in the unexpired portion of the Service Period, or the amount negotiated per the State of Hawaii's General Terms & Conditions, Section 14. Termination for Convenience, d. Compensation section, whichever is greater.</p> <p>Any such termination liability charge shall be due and payable in one lump sum within thirty (30) days of billing.</p>									
<p>If Customer terminates an order subsequent to the execution of this Agreement by the Parties but prior to the in-service date, Customer shall pay to Hawaiian Telcom all costs incurred by Hawaiian Telcom for order and service preparation.</p>									
<p>Rates are provided on a "Where Facilities Exist Basis," subject to availability, on the day an order is placed. "Existing facilities" means a Service that is provisioned entirely on Hawaiian Telcom's existing network facilities. Any "special construction" required to provision Service to a particular location will be priced separately on an individual case basis and assessed to the Customer on a one-time non-recurring or monthly recurring basis.</p>									
<p>The customer is responsible for providing all space, power and environmental controlled requirements for the equipment at the customer location(s).</p>									
<p>The customer is responsible for providing all support structures within the Customer Premises.</p>									
<p>Bandwidth upgrades and/or changes to access are subject to availability and may require Special Construction charges and/or a change to the hand-off interface.</p>									
<p>Pricing does not include applicable taxes and surcharges.</p>									
<p>Hawaiian Telcom may offer the State any future eligible promotions/discounts that would be advantageous to the State. All Hawaiian Telcom terms and conditions of the promotion/discounts will apply.</p>									