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December 1, 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 Dedicated Internet Access (DIA) Pricelist

Dear Donna Tsuruda-Kashiwabara,

Hawaiian Telcom, Inc. would like to propose a change to the existing Dedicated Internet Access (DIA) pricelist on SPO Vendor List Contract No. 12-12. The changes are to lower rates for some of the DIA offerings.

The enclosed Dedicated Internet Access (DIA) 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
Ethernet Dedicated Internet Access -DIA Monthly Recurring Charge (MRC): -Includes static (1) IP address -Symmetrical download and upload bandwidth									
Ethernet DIA 1.5 Mbps	\$520.00	12%	\$457.60	\$520.00	30%	\$364.00	\$520.00	35%	\$338.00
Ethernet DIA 3 Mbps	\$640.00	7%	\$595.20	\$640.00	30%	\$448.00	\$640.00	35%	\$416.00
Ethernet DIA 5 Mbps	\$780.00	7%	\$725.40	\$780.00	30%	\$546.00	\$780.00	35%	\$507.00
Ethernet DIA 10 Mbps	\$1,080.00	14%	\$928.80	\$1,080.00	36%	\$691.20	\$1,080.00	43%	\$615.60
Ethernet DIA 25 Mbps	\$2,150.00	10%	\$1,935.00	\$2,150.00	43%	\$1,225.50	\$2,150.00	50%	\$1,075.00
Ethernet DIA 50 Mbps	\$3,200.00	7%	\$2,976.00	\$3,200.00	36%	\$2,048.00	\$3,200.00	43%	\$1,824.00
Ethernet DIA 75 Mbps	\$3,950.00	7%	\$3,673.50	\$3,950.00	37%	\$2,488.50	\$3,950.00	45%	\$2,172.50
Ethernet DIA 100 Mbps	\$4,500.00	7%	\$4,185.00	\$4,500.00	33%	\$3,015.00	\$4,500.00	47%	\$2,385.00
Ethernet DIA 250 Mbps	\$6,500.00	15%	\$5,525.00	\$6,500.00	40%	\$3,900.00	\$6,500.00	53%	\$3,055.00
Ethernet DIA 500 Mbps	\$9,000.00	15%	\$7,650.00	\$9,000.00	41%	\$5,310.00	\$9,000.00	53%	\$4,230.00
Ethernet DIA 750 Mbps	\$11,000.00	15%	\$9,350.00	\$11,000.00	30%	\$7,700.00	\$11,000.00	43%	\$6,270.00
Ethernet DIA 1 Gbps	\$13,000.00	21%	\$10,270.00	\$13,000.00	35%	\$8,450.00	\$13,000.00	41%	\$7,670.00
Dedicated Internet Access - DIA Ethernet Monthly Recurring Charge (MRC): -10Gig, 40Gig, 100Gig									
Custom solution statewide. Can be incremental bandwidths. Monthly Recurring Charge(s) and Non-Recurring Charge(s) based on equipment/facility availability and may require special construction.									
Private Line Dedicated Internet Access (DIA) Monthly Recurring Charge (MRC): -Includes static (1) IP address -Symmetrical download and upload bandwidth									
Private Line DIA T1 (1.5 Mbps)	\$530.00	0%	\$530.00	\$530.00	10%	\$477.00	\$530.00	15%	\$450.50
Private Line DIA 2xT1 (3 Mbps)	\$875.00	0%	\$875.00	\$875.00	10%	\$787.50	\$875.00	15%	\$743.75
Private Line DIA 4xT1 (6 Mbps)	\$1,685.00	0%	\$1,685.00	\$1,685.00	10%	\$1,516.50	\$1,685.00	15%	\$1,432.25
Feature: IP Addresses Monthly Recurring Charge (MRC): -Subject to availability and compliance with Hawaiian Telcom IP Address Policy									
Static IP - 5 Addresses	\$5.00	100%	\$0.00	\$5.00	100%	\$0.00	\$5.00	100%	\$0.00
Static IP - 13 Addresses	\$20.00	0%	\$20.00	\$20.00	0%	\$20.00	\$20.00	0%	\$20.00
Static IP - 29 Addresses	\$60.00	34%	\$39.60	\$60.00	34%	\$39.60	\$60.00	34%	\$39.60
Static IP - 61 Addresses	\$125.00	36%	\$80.00	\$125.00	36%	\$80.00	\$125.00	36%	\$80.00
Static IP - 125 Addresses	\$250.00	0%	\$250.00	\$250.00	0%	\$250.00	\$250.00	0%	\$250.00
Static IP - 253 Addresses	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00

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
Feature: IP Addresses Non-Recurring Charge (NRC): -Applies to any additions or modifications									
Additional IP Address NRC	\$245.00	0%	\$245.00	\$245.00	0%	\$245.00	\$245.00	0%	\$245.00
Feature: BGP Routing Non-Recurring Charge (NRC):									
BGP Setup Charge	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00
BGP Modification Charge	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00
Non-Recurring Charge (NRC): -Charged per occurrence									
Upgrade Bandwidth on Circuit, per bandwidth tier	\$500.00	100%	\$0.00	\$500.00	100%	\$0.00	\$500.00	100%	\$0.00
Downgrade Bandwidth on Circuit, per bandwidth tier	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00
Physical Circuit Reconfiguration	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00	\$500.00	0%	\$500.00
Service Reconfiguration	\$245.00	70%	\$73.50	\$245.00	70%	\$73.50	\$245.00	70%	\$73.50
Termination Liability for 3-Year and 5-Year terms:									
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.									
Any such termination liability charge shall be due and payable in one lump sum within thirty (30) days of billing.									
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.									
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.									
The customer is responsible for providing all space, power and environmental controlled requirements for the equipment at the customer location(s).									
The customer is responsible for providing all support structures within the Customer Premises.									
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.									
Pricing does not include applicable taxes and surcharges.									
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.									