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STATE PROCUREMENT OFFICE
STATE OF HAWAII

January 10, 2014
STATE PROCUREMENT OFFICE
STATE OF HAWAII

Procurement Officer
State of Hawaii
State Procurement Office
P.O. Box 119
Honolulu, HI 96810-119

Subject: SPO Vendor List Contract No. 12-12
Furnish, Deliver, Install, and Manage Network and
Telecommunications Services – Statewide


Dear Procurement Officer:

Hawaiian Telecom, Inc. would like to propose a change to the existing Dedicated Internet Access – DIA Ethernet pricelist on SPO Vendor List Contract No. 12-12.

Under Schedule A Network and Telecommunications Rates, please remove the existing Dedicated Internet Access – DIA pricelist (2 pages), and replace with the new pricelist (2 pages). All other pricelists under Schedule A are current.

The new pricelist recaps all existing bandwidths and pricing for Dedicated Internet Access – DIA, and also offers 10Gig, 40Gig, 100Gig and incremental bandwidths.

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)546-6565.

Regards,


Stan Lui
Director Business Sales

cc: David Fujimoto, ICSD
cc: Susan Chun

Attachment: Dedicated Internet Access – DIA pricelist (2 pages)

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
Dedicated Internet Access -DIA Ethernet									
Monthly Recurring Charge (MRC):									
1.5x1.5 Mbps DIA Ethernet - Statewide	620.00	25%	465.00	527.00	30%	368.90	527.00	35%	342.55
3x3 Mbps DIA Ethernet - Statewide	870.00	25%	652.50	696.00	30%	487.20	696.00	35%	452.40
5x5 Mbps DIA Ethernet - Statewide	995.00	25%	746.25	796.00	30%	557.20	796.00	35%	517.40
10x10 Mbps DIA Ethernet - Statewide	1,249.00	25%	936.75	999.20	30%	699.44	999.20	35%	649.48
25x25 Mbps DIA Ethernet - Statewide	3,250.00	40%	1,950.00	2,250.00	45%	1,237.50	2,200.00	50%	1,100.00
50x50 Mbps DIA Ethernet - Statewide	5,225.00	40%	3,135.00	3,900.00	45%	2,145.00	3,740.00	50%	1,870.00
75x75 Mbps DIA Ethernet - Statewide	6,370.00	40%	3,822.00	5,020.00	50%	2,510.00	4,880.00	55%	2,196.00
100x100 Mbps DIA Ethernet - Statewide	7,045.00	40%	4,227.00	6,250.00	50%	3,125.00	5,390.00	55%	2,425.50
250x250 Mbps DIA Ethernet - Statewide	15,862.50	65%	5,551.88	13,218.75	70%	3,965.63	10,575.00	70%	3,172.50
500x500 Mbps DIA Ethernet - Statewide	21,540.00	65%	7,539.00	17,950.00	70%	5,385.00	14,360.00	70%	4,308.00
750x750 Mbps DIA Ethernet - Statewide	31,980.00	70%	9,594.00	26,650.00	70%	7,995.00	21,320.00	70%	6,396.00
1,000x1,000 Mbps DIA Ethernet - Statewide	41,100.00	75%	10,275.00	34,250.00	75%	8,562.50	30,825.00	75%	7,706.25
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.									
Dedicated Internet Access - DIA Private Line									
Monthly Recurring Charge (MRC):									
1.5 Mbps Private Line - Oahu	575.00	0%	575.00	500.00	0%	500.00	500.00	5%	475.00
1.5 Mbps Private Line - Neighbor Islands	725.00	0%	725.00	650.00	0%	650.00	650.00	5%	617.50
3 Mbps (2xT1) Private Line - Oahu	950.00	0%	950.00	800.00	0%	800.00	800.00	5%	760.00
3 Mbps (2xT1) Private Line - Neighbor Islands	1,100.00	0%	1,100.00	950.00	0%	950.00	950.00	5%	902.50
4.5 Mbps (3xT1) Private Line - Oahu	1,375.00	0%	1,375.00	1,175.00	0%	1,175.00	1,175.00	5%	1,116.25
4.5 Mbps (3xT1) Private Line - Neighbor Islands	1,525.00	0%	1,525.00	1,325.00	0%	1,325.00	1,325.00	5%	1,258.75
6 Mbps (4xT1) Private Line - Oahu	1,825.00	0%	1,825.00	1,550.00	0%	1,550.00	1,550.00	5%	1,472.50
6 Mbps (4xT1) Private Line - Neighbor Islands	1,975.00	0%	1,975.00	1,700.00	0%	1,700.00	1,700.00	5%	1,615.00
Feature: Additional IP Addresses									
Monthly Recurring Charge (MRC):									
- Subject to availability and compliance with Hawaiian Telcom Public IP Address Policy									
14 IP Addresses, MRC	20.00	0%	20.00	20.00	0%	20.00	20.00	0%	20.00
30 IP Addresses, MRC	40.00	0%	40.00	40.00	0%	40.00	40.00	0%	40.00
62 IP Addresses, MRC	80.00	0%	80.00	80.00	0%	80.00	80.00	0%	80.00
126 IP Addresses, MRC	250.00	0%	250.00	250.00	0%	250.00	250.00	0%	250.00
254 IP Addresses, MRC	500.00	0%	500.00	500.00	0%	500.00	500.00	0%	500.00

Non-Recurring Charge (NRC)									
- Applies to any additions or modifications									
Additional IP Address NRC	250.00	0%	250.00	250.00	0%	250.00	250.00	0%	250.00
Feature: BGP Routing									
Non-Recurring Charge (NRC)									
-Establish BGP Routing									
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)									
- Applies to any additions or modifications									
Upgrade Bandwidth on Circuit	75.00	100%	-	75.00	100%	-	75.00	100%	-
Downgrade Bandwidth on Circuit	500.00	0%	500.00	500.00	0%	500.00	500.00	0%	500.00
Add/Change Feature (Major)	250.00	0%	250.00	250.00	0%	250.00	250.00	0%	250.00
Add/Change Feature (Minor)	75.00	0%	75.00	75.00	0%	75.00	75.00	0%	75.00

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.

For example: A bandwidth upgrade from 100 Mbps delivered over FastEthernet to 250 Mbps will require a GigE hand off.

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.