

May 8, 2019

State of Hawaii  
Carey Ann Sasaki  
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  
Dedicated Internet Access (DIA) and High Speed Internet (HSI)  
Pricelist Changes

Dear Carey Ann Sasaki,

Hawaiian Telecom, Inc. would like to propose a change to the existing Dedicated Internet Access (DIA) and High Speed Internet (HSI) pricelists on SPO Vendor List Contract No. 12-12. The change is to add the Distributed Denial-of-Service (DDoS) Defense option for Internet services.

The enclosed DIA and HSI pricelists will replace the existing DIA and HSI pricelists. All other pricelists in SPO Vendor List Contract No. 12-12 remain as is.

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

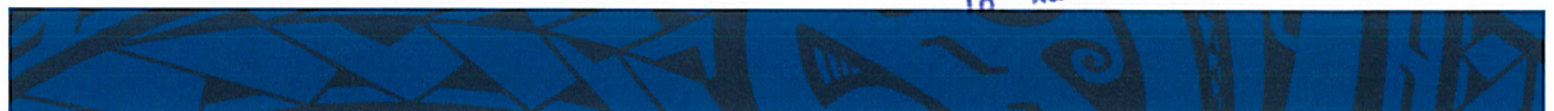
Sincerely,



Brandon Onishi  
Director, Government Sales

cc. David Fujimoto, ETS

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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
<b>Ethernet Dedicated Internet Access -DIA</b> <b>Monthly Recurring Charge (MRC):</b> -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
Ehternet 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
<b>Dedicated Internet Access - DIA Ethernet</b> <b>Monthly Recurring Charge (MRC):</b> -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.									
<b>Private Line Dedicated Internet Access (DIA)</b> <b>Monthly Recurring Charge (MRC):</b> -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
<b>Feature: IP Addresses</b> <b>Monthly Recurring Charge (MRC):</b> -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
<b>Feature: IP Addresses</b> <b>Non-Recurring Charge (NRC):</b> -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
<b>Feature: BGP Routing</b> <b>Non-Recurring Charge (NRC):</b>									
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
<b>Non-Recurring Charge (NRC):</b> -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
<b>Distributed Denial-of-Service (DDoS) Defense</b> DDoS Defense is a network-based service that protects customer's internet based services from DDoS attacks. In the event of an attack, traffic is redirected to scrub and drop malicious traffic and allow Internet services to continue to operate.									
<b>DDoS Non-Recurring Charge (NRC):</b> <b>DDoS Monthly Recurring Charge (MRC):</b> Custom solution statewide. Dependent on variation of circuit speed. Each solution will be on case-by-case basis.									
<b>Termination Liability for 3-Year and 5-Year terms:</b> 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.									



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
<b>Business High Speed Internet</b> <b>Monthly Recurring Charge (MRC):</b> -Includes static (1) or dynamic IP address -Installed on POTS line									
<b>Lite</b> (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
<b>Basic</b> (up to 7 Mbps down/1 Mbps up)	\$59.99	0%	\$59.99	\$59.99	10%	\$53.99	\$59.99	20%	\$47.99
<b>Advantage</b> (up to 11 Mbps down/1 Mbps up)	\$79.99	0%	\$79.99	\$79.99	10%	\$71.99	\$79.99	20%	\$63.99
<b>Premium</b> (up to 15 Mbps down/1 Mbps up)	\$99.99	0%	\$99.99	\$99.99	10%	\$89.99	\$99.99	20%	\$79.99
<b>Extreme</b> (up to 20 Mbps down/3 Mbps up)	\$199.00	0%	\$199.00	\$199.00	10%	\$179.10	\$199.00	20%	\$159.20
<b>Ultimate</b> (up to 25 Mbps down/3 Mbps up)	\$249.00	0%	\$249.00	\$249.00	10%	\$224.10	\$249.00	20%	\$199.20
<b>Elite</b> (up to 50 Mbps down/3 Mbps up)	\$299.00	0%	\$299.00	\$299.00	10%	\$269.10	\$299.00	20%	\$239.20
<b>Business Standalone</b> <b>Monthly Recurring Charge (MRC):</b> High Speed Internet -Includes static (1) or dynamic IP address -No POTS line requirement									
<b>Standalone Basic</b> (up to 7 Mbps down/1 Mbps up)	\$64.99	0%	\$64.99	\$64.99	10%	\$58.49	\$64.99	20%	\$51.99
<b>Standalone Advantage</b> (up to 11 Mbps down/1 Mbps up)	\$84.99	0%	\$84.99	\$84.99	10%	\$76.49	\$84.99	20%	\$67.99
<b>Standalone Premium</b> (up to 15 Mbps down/1 Mbps up)	\$104.99	0%	\$104.99	\$104.99	10%	\$94.49	\$104.99	20%	\$83.99
<b>Standalone Extreme</b> (up to 20 Mbps down/3 Mbps up)	\$229.00	0%	\$229.00	\$229.00	10%	\$206.10	\$229.00	20%	\$183.20
<b>Standalone Ultimate</b> (up to 25 Mbps down/3 Mbps up)	\$279.00	0%	\$279.00	\$279.00	10%	\$251.10	\$279.00	20%	\$223.20
<b>Standalone Elite</b> (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
<b>DSL Transport</b>									
DSL Transport up to 3M/768K	44.99	0%	\$44.99	44.99	0%	\$44.99	44.99	0%	\$44.99
<b>Non-Recurring Charge (NRC)</b>									
-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
<b>Business High Speed Internet Fiber</b>									
<b>Monthly Recurring Charge (MRC):</b>									
-Includes static (1) or dynamic IP address									
-Installed on POTS line									
<b>Fiber Premium</b>									
(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
<b>Fiber Extreme</b>									
(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
<b>Fiber Ultimate</b>									
(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
<b>Fiber Elite</b>									
(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
<b>Fiber 100</b>									
(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
<b>Fiber 300</b>									
(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
<b>Fiber 500</b>									
(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
<b>Fiber 1 Gig</b>									
(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



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
<b>Business High Speed Internet Fiber Standalone</b> <b>Monthly Recurring Charge (MRC):</b> -Includes static (1) or dynamic IP address -No POTS line required									
<b>Standalone Fiber Premium</b> (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
<b>Standalone Fiber Extreme</b> (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
<b>Standalone Fiber Ultimate</b> (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
<b>Standalone Fiber Elite</b> (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
<b>Standalone Fiber 100</b> (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
<b>Standalone Fiber 300</b> (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
<b>Standalone Fiber 500</b> (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
<b>Standalone Fiber 1 Gig</b> (up to 1 Gbps down/100 Mbps up) -available in qualified fiber enabled areas	\$840.00	0%	\$840.00	\$840.00	10%	\$756.00	\$840.00	20%	\$672.00
<b>Non-Recurring Charge (NRC)</b> -Service Activation charged per occurrence									
<b>Service Activation</b> -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



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