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IT Product and Service Sales Proposal

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Dave Allard
Executive VP - Operations
Executive Search, Inc.
1749 Main Street
Suite 402
Boise, ID 84877

Mr. Allard,

Thank you for sharing your company needs with me this past week. Based on our conversation I have developed a proposal that covers all the areas of need we discussed.

Hartford Communications has long been an industry leader in the PBX industry and we look forward to having you as our newest satisfied client. As we discussed, we have the HC100 system that not only fits all of your current needs, but also has the expansion capabilities to grow along with your company.

Due to our expertise in installation and training for the PBX systems, we will be able to not only meet your deadline, but should have the entire process completed approximately 2 weeks prior.

I have included a cost summary so that you can see how easily the HC100 systems will fit into your budget. The installation schedules are based upon an acceptance date of April 2.

I look forward to expanding our working relationship in the future and welcoming you as the newest member of the HC100 family. Please feel free to contact me if you need additional information.

Sincerely,

Mark Canyon
Owner
Hartford Communications
208-512-7458
Mark.Canyon@HartfordComm.com
www.HartfordComm.com



PROJECT

PBX PHONE SYSTEM

Prepared for: Dave Allard
Executive VP - Operations

Prepared by: Mark Canyon
Owner



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EXECUTIVE SUMMARY

THE OBJECTIVE...

Executive Search, Inc. has seen tremendous expansion growth in the past 10 years. Starting operations of recruiting executives for the Mid to Large company realm. Executive Search, Inc. currently houses over 100 recruiters in each of its 27 branch locations. Due to the volume of phone services required to maintain this staff level, Executive Search, Inc. is in need of telephone equipment upgrades in order to maintain and increase activity levels.

THE OPPORTUNITY...

By utilizing Hartford Communications PBX phone systems Executive Search, Inc. will see the following benefits:

- Increased phone line availability thru rotating line options
- Ease of expansion of configuration
- User friendly systems
- Minimal downtime with temporary replacement systems
- Full compatibility with all computer system requirements
- Lower installation costs- higher ROI
- Minimal maintenance required
- Nationwide compatibility
- Digital / Analog switchable
- Full Voice Mail available

THE SOLUTION...

Hartford Communications is the industry leader in PBX phone systems with over 30 years experience backed by certified trainers and certified maintenance engineers. We provide sales, service and support. We stand behind our product with an inclusive 24x7 support service that is included for a full year on every system that we sell and install.





COST SUMMARY

The following is an estimate and summary of the costs to purchase and install the HC100 phone systems in 27 US based Executive Search, Inc. offices. These numbers are an estimate based upon the current information known.

INITIAL SYSTEM PURCHASE (HEADQUARTERS)	QTY	AMOUNT
HC100 PBX Phone Systems	125	\$81,250.00
HC100 Install and Programming	125	\$12,500.00
In-house Training of Management	5	\$0.00
		\$93,750.00
INITIAL SYSTEM PURCHASE (ALL BRANCHES)		
HC100 PBX Phone Systems	3250	\$2,112,500.00
HC100 Install and Programming	3250	\$325,000.00
In-house Training of Management	130	\$0.00
		\$2,437,500.00
MISCELLANEOUS COSTS		
Maintenance and 24x7 Support	27	Included
1 Year Warranty	1	Included
		\$2,531,250.00

STANDARD DISCLAIMER: The numbers represented above are to be used as an estimate for the projects discussed. The above Cost Summary does in no way constitute a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before being locked in by a binding contract.



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