



## COUNTY COMMISSION

BALDWIN COUNTY  
312 Courthouse Square, Suite 12  
Bay Minette, Alabama 36507  
(251) 580-2564  
(251) 580-2500 Fax  
agary@baldwincountyal.gov  
www.baldwincountyal.gov

ANU GARY  
Records Manager  
MONICA E. TAYLOR  
Assistant Records Manager

September 6, 2016

Mr. Randy Reffert  
Manager, Field Service Operations  
Black Box Network Services  
6650 West Snowville Road  
Unit R  
Brecksville, Ohio 44141

**RE: Service Agreement with Black Box Network Services**

Dear Mr. Reffert:

Please find enclosed a **fully executed copy** of the *Master Agreement* approved during the August 16, 2016, Baldwin County Commission meeting, between the Commission and Black Box Network Services for maintenance coverage for the County's telephone system at an annual cost of \$75,060.00 which will result in an annual cost savings of \$22,032.96.

If you have any questions or need further assistance, please do not hesitate to contact David Wessler, Business Manager, at (251) 580-2571.

Sincerely,

ANU GARY, Records Manager  
Baldwin County Commission

AG/met Item BC1

cc: David Wessler  
Mike Job  
Brian Peacock

ENCLOSURE

**RECEIVED**  
AUG 30 2015

BY: BV



**SCHEDULE A  
PERIODIC SERVICES**

Page No. 1 of 5  
Master Agreement No. 19123  
Customer No. See Attached

Baldwin County Commission (Customer) hereby orders, and Norstan Communications, Inc. d/b/a Black Box Network Services ("Black Box") agrees to provide, the Periodic Services listed in this Schedule A.

Customer Invoice Address:

Baldwin County Commission  
312 Courthouse Square  
Bay Minette, AL 36507

Services Address (Premises):

See Attached

Initial Term of Services:

1 Year

Payment Terms:

- Quarterly in advance
- Annual in advance

Services Commencement Date:

August 17, 2016

Total Annual Price:

**\$75,060.00**

Quotation Expiration Date:

Attached Exhibits:

Periodic Services Policy  
Comprehensive Plan Feature Sheet

By signing this Schedule A, Black Box and the Customer agree that the terms of the referenced Master Agreement for Products and Services and the referenced Exhibit(s) and Schedule(s) attached hereto apply to the Services listed in this Schedule A. This Schedule A is subject to acceptance by Black Box. The Prices in this Schedule A are valid until the Quotation Expiration Date specified above.

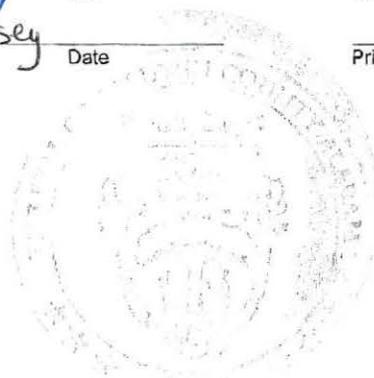
The Services and their respective Prices are set forth in this Schedule A beginning on the next page.

Customer: **Baldwin County Commission**

**Norstan Communications, Inc.  
d/b/a Black Box Network Services**

*Tucker Darsey* 9.6.16  
 Signature Chairman Title  
Tucker Darsey Date  
 Printed Name

*Teri Bauer*  
 Signature Teri Bauer Title  
Controller Date 8/24/16  
 Printed Name





**SCHEDULE A  
PERIODIC SERVICES**

**SERVICE OPTIONS**

Service Plans Selected:

Options Selected:

Comprehensive Service Plan

**EQUIPMENT COVERED, S/N, QUANTITY AND PERIODIC PRICE**

	<i>Port Count</i>	<i>Unit Price</i>	<i>Ext. Monthly Price</i>
<b><i>Baldwin County Fairhope Courthouse (404974 - ipda shelf number 21)</i></b>			
<i>(1100 Fairhope Ave. - Fairhope, AL 36532)</i>			
Analog Ports	24	\$2.50	\$60.00
STMI	60	\$2.50	\$150.00
Optiset Ports	24	\$2.50	\$60.00
DIU2	48	\$2.50	\$120.00
		<b>Monthly Total</b>	<b>\$390.00</b>
<b><i>Baldwin County Loxley Board of Education (840890 - ipda shelf number 24)</i></b>			
<i>(1091 E. Chicago St. - Loxley, AL 36551)</i>			
Analog Ports	24	\$2.50	\$60.00
Optiset Ports	96	\$2.50	\$240.00
		<b>Monthly Total</b>	<b>\$300.00</b>
<b><i>Baldwin County Emergency Operations (409117-Hipath 4000 main location, shelf numbers 19 &amp; 35)</i></b>			
<i>(2300 McAuliffe Drive, - Robertsedale, AL 36567)</i>			
Analog Ports	48	\$2.50	\$120.00
DIU2	48	\$2.50	\$120.00
Optiset Ports	24	\$2.50	\$60.00
STMI2	180	\$2.50	\$450.00
		<b>Monthly Total</b>	<b>\$750.00</b>

<b>Baldwin County CIS Legal Annex IV (1031672 - ipda shelf numbers 26 &amp; 30)</b>			
(103 W Third St., Bay Minette, AL 36507)			
DIUT2 Ports	48	\$2.50	\$120.00
SLMA24 Ports	24	\$2.50	\$60.00
STMi2 Ports	180	\$2.50	\$450.00
TMDNH Ports	24	\$2.50	\$60.00
Xpressions	1	\$25.00	\$25.00
STMD3	8	\$2.50	\$20.00
		<b>Monthly Total</b>	<b>\$735.00</b>
<b>Baldwin County Bay Minette City Hall (410792 - ipda shelf number 28)</b>			
(301 Dolive St. - Bay Minette, AL 36507)			
Analog Ports	24	\$2.50	\$60.00
SLMO Ports	48	\$2.50	\$120.00
		<b>Monthly Total</b>	<b>\$180.00</b>
<b>Baldwin County Robertsedale Sheriffs Dept. (403688 - ipda shelf number 22)</b>			
(18126 Cty Road 54 - Robertsedale, AL 36567)			
Analog Ports	24	\$2.50	\$60.00
STMI	60	\$2.50	\$150.00
		<b>Monthly Total</b>	<b>\$210.00</b>
<b>Baldwin County Foley Courthouse (404975 - ipda shelf number 20)</b>			
(201 E. Section St. - Foley, AL 36535)			
Analog Ports	48	\$2.50	\$120.00
STMI	60	\$2.50	\$150.00
Optiset Ports	48	\$2.50	\$120.00
DIU2	48	\$2.50	\$120.00
		<b>Monthly Total</b>	<b>\$510.00</b>
<b>Baldwin County Bay Minette Annex II (956967 - ipda shelf numbers 18 &amp; 31)</b>			
(175 Courthouse Square - Bay Minette, AL 36507)			
STMi2 Ports	120	\$2.50	\$300.00
SLMAE Ports	24	\$2.50	\$60.00
STMD3 Ports	8	\$2.50	\$20.00
SLMO Ports	48	\$2.50	\$120.00
SLMA Ports	24	\$2.50	\$60.00

<b>TMC16 Ports</b>	16	\$2.50	\$40.00
APE Backup Unit	1	\$5.00	\$5.00
Xpressions	1	\$25.00	\$25.00
		<b>Monthly Total</b>	<b>\$630.00</b>
<b>Baldwin County Bay Minette BOE (410793 - ipda shelf number 27)</b>			
(2600 N. Hand Ave. - Bay Minette, AL 36507)			
SLMAE Ports	24	\$2.50	\$60.00
SLMO Ports	96	\$2.50	\$240.00
		<b>Monthly Total</b>	<b>\$300.00</b>
<b>Baldwin County Church (410908 - ipda shelf number 25)</b>			
(302 Byrne Ave. - Bay Minette, AL 36507)			
STMI2 Ports	60	\$2.50	\$150.00
		<b>Monthly Total</b>	<b>\$150.00</b>
<b>Baldwin County Bay Minette Jail (410791- ipda shelf number 29)</b>			
(3rd St. and Hoyle - Bay Minette, AL 36507)			
SLMAE Ports	48	\$2.50	\$120.00
SLMO Ports	96	\$2.50	\$240.00
STMI2 Ports	60	\$2.50	\$150.00
		<b>Monthly Total</b>	<b>\$510.00</b>
<b>Baldwin County Central Annex I (1021422- 2 ipda's shelf numbers 17 &amp; 34)</b>			
(22251 Palmer St. - Robertsdale, AL 36567)			
Analog Ports	48	\$2.50	\$120.00
STMI Ports	120	\$2.50	\$300.00
DIU2 Ports	72	\$2.50	\$180.00
		<b>Monthly Total</b>	<b>\$600.00</b>

