



Central Unified School District

Jive Communications, Inc.

Unified voice, video, data, and mobility in the Cloud.

Proposal for Service

Kyle Martinez
Senior Account Manager
Field Sales
(916) 514-5990
kyle.martinez@jive.com

jive.com/k12
SPIN #143033971



Central Unified School District
Chris Martinez
4605 N Polk Ave
Fresno, CA 93722

04/13/2018

Dear Chris,

Jive Communications, Inc. is pleased to submit a formal proposal for telecommunications services to Central Unified School District. Jive's Voice solution has been purpose-built to replace existing legacy systems with powerful, feature-rich unified communications that are cost effective, easy to manage, and reliable. Jive is a national leader in cloud solutions in the education marketplace, helping both K-12 and higher education customers to:

Increase Features. With Jive, all local and domestic long distance is unlimited for every user on the system—and included at no additional cost. Jive features, from voicemail to conference bridges, are unlimited for all system users and completely configurable by users themselves from our browser-based user portal.

Lower Costs. The real costs of maintaining an aging legacy system, paired with the soft costs associated with the lack of features, directly impact operations on a daily basis. Implementing a Jive solution immediately lowers your costs, while at the same time dramatically increasing access to powerful unified communications features that simplify the way you do business.

Simplify Your Management. The Jive solution is easily and centrally configured and managed from a single, browser-based interface. The Jive solution is intuitive and user friendly for even the most inexperienced user.

Improve Resiliency. Every level of the Jive solution—from our service delivery platform, hosting facilities, call management and routing, and customized network design—is engineered for redundancy, delivering high availability and achieving industry-leading uptime and reliability.

Access Support. By switching to a Jive solution, you will have immediate access to industry leading, U.S.-based support that our customers consistently rank as #1, 24 hours a day, 7 days a week. Jive is available to support IT personnel allowing them to focus on other initiatives that are more mission-focused.

Look to the Future. Jive owns, develops, and maintains our solution in-house allowing us to rapidly customize our solution to your specific needs. Jive also will continue to expand our feature set giving you access to the newest features without ever having to pay for an upgrade.

I invite you to review the following materials and see the Jive difference for yourself. I look forward to answering any additional questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "Kyle S. Martinez".

Kyle Martinez
Senior Account Manager, Field Sales
Jive Communications, SPIN #143033971
(916) 514-5990
kyle.martinez@jive.com

About Jive

Company Profile

CORPORATE HEADQUARTERS	1275 W 1600 N Orem, UT 84057
PHONE / FAX	801.717.1536
FOUNDED	2006
BUSINESS TYPE	Corporation (Delaware)
EMPLOYEES	450
DATACENTERS	Domestic: Atlanta, GA, Chicago, IL, Dallas, TX, Los Angeles, CA, New York, NY, Salt Lake City, UT, Seattle, WA International: Mexico, Brazil, India, United Kingdom
SALES / SERVICE OFFICES	Domestic: Arizona, California, Illinois, Michigan, North Carolina, New Jersey, Nevada, Oklahoma, Oregon, Texas, Utah International: Canada, Guatemala
FEDERAL TAX ID (EIN)	02-0783048

Vision and Mission

Jive is committed to bringing enterprise-grade communication tools to mainstream commercial and public sector customers in a seamless package, tailored to their individual industry and role, and at a long-term, sustainable price point. We know what this means to Jive, here is what it means for our customers:

- **What are enterprise-grade communication tools?**

These are the tools, features, and functionalities we expect to see in a big, Fortune 500-class organization. They make doing business more efficient because they don't waste time and resources on stuff because they can afford the technology to do it for them.

- **What is a mainstream customer?**

These are the customers who want enterprise-grade tools but don't think they have the budget to afford them.

- **What is a seamless package?**

It's a fully integrated solution. All the features are built-in, integrated, unlimited, and included. So are service, support, engineering, project management, and deployment services. And if you find a feature we don't offer yet, we work with another vendor to integrate it into our solution for you. The bottom line? One vendor, one invoice, one solution.

- **How are services tailored?**

Every Jive solution we deploy is fully customized to specific customer needs. From extension dialing plans to music on hold, auto attendants to voicemail. So are the supporting services, including training, engineering, and dedicated Service Account Management.

- **What is a sustainable price point?**

It's a competitive, all-inclusive price with no hidden fees, no add-ons or up-selling - just a low, predictable monthly service charge.

K-12 Experience

VALLEJO CITY UNIFIED SCHOOL DISTRICT, CA

The Vallejo City Unified School District is a mid-sized district serving approximately 15,500 students at 15 elementary schools, 1 K-8 charter school, 3 middle schools, 2 comprehensive high schools, a continuation school, a community day school, and a unique school which provides support to families who choose an independent study/home study option. In addition, the District has an extensive child development and preschool program and an adult school which serves 4,000 adults.

Jive deployed more than 1,600 Hosted VoIP handsets in Vallejo City USD in 2014.

SANTA PAULA UNIFIED SCHOOL DISTRICT, CA

Santa Paula USD includes a district office and 8 district schools. Jive completed a phased deployment with Santa Paula USD that now supports more than 500 handsets across the district.

Since deployment in 2013, Santa Paula USD has continued to maximize its technology spend, eliminating system maintenance costs and quickly and easily managing the system through Jive's web-based Administrator portal.

Recognition

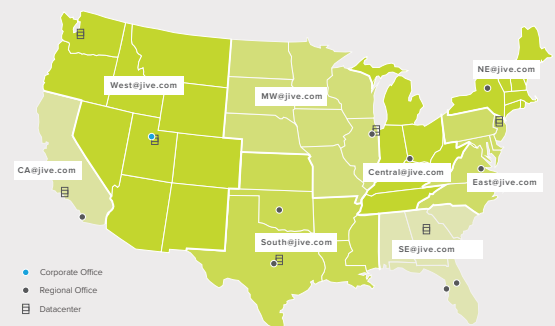
Frost and Sullivan recognized Jive as Entrepreneurial Company of the Year.



Jive has an A+ rating from the Better Business Bureau.

A NATIONAL FOOTPRINT

Jive has hundreds of thousands of education users at school districts and public and private charter schools across the country. More K-12 customers trust Jive for their hosted VoIP service than any other vendor in the marketplace.



“Not only is Jive’s solution a lot cheaper than what we had, it is also worlds ahead in technology.”

- JIVE CUSTOMER



Pricing

Sales Quote

Jive offers institutions the most competitive hosted services in the industry. All our voice features come standard with every plan.

Jive Communications, Inc.

Attn: New Accounts
1275 West 1600 North
Orem, UT 84057

Quote Date: 2018-02-05**Valid Until:** 2018-04-30**Prepared By:** Kyle Martinez**Customer:**

Central Unified School District
4605 N Polk Ave
Fresno, CA 93722

Central Unified SD - Renewal

One-time Charges	Category 1 Eligible	Unit Price	Qty	Subtotal
			Total	0.00

Monthly Charges	Category 1 Eligible	Unit Price	Qty	Subtotal
Interconnected VoIP, Low Usage - Monthly Charge	X	6.95	1,093	7,596.35
Voice - Standard DID - Monthly Charge		0.25	115	28.75
Voice - Standard User-Monthly Service	X	15.95	273	4,354.35
			Taxes and Fees	2,232.35
			Total	14,211.80

Notes:

Taxes and Fees are estimated charges which may vary, and include Regulatory Recovery Fees, E911, Universal Service Fees (USF), and other taxes, fees, access charges, and surcharges assessed on the federal, state and local government level.

Estimated one-time charges:

\$0.00

After discounts on eligible items

\$0.00

Estimated monthly charges:

\$14,211.80

After discounts on eligible items

\$11,224.12



Proposal Acceptance

Sign and return this page to your account executive to accept this proposal for Jive hosted services.

I, the undersigned ("Customer"), hereby accept this Proposal for Category 1 Eligible Hosted Services as detailed in the quotation referenced by the quote number at the top of this page. I also agree to the following:

Terms and Conditions

Customer has read, understand, and agrees to the *Jive Terms of Service* document found at

jive.com/legal

Installation Timeline (choose one)

- ☐ Customer chooses to install services prior to receiving E-Rate funding. Customer understands that Customer will be responsible to pay the full cost of the hardware, setup, and services until E-Rate funding is obtained.
- ☐ Customer chooses to NOT install services until after E-Rate funding has been obtained.

Non-Appropriations Option (choose one)

- ☐ Customer and Jive Communications will be bound to the terms of this agreement if, and only if, Customer receives SLD/USAC approval for Federal E-Rate funding for the applicable E-Rate Funding Year. If such funding is approved, Customer and Jive will be bound to the entire agreement, including items listed on the attached quote.
- ☐ Customer agrees to fully compensate Jive for services provided, whether or not any Federal E-Rate funding has been requested or approved by USAC/SLD.

E-Rate Billing Method (choose one)

- ☐ Form 474: Service Provider Invoice Form (or "SPI") will be utilized by Customer.
- ☐ Form 472: Billed Entity Application Reimbursement (or "BEAR") will be utilized by Customer.

Term: 36.0 months

Customer has the option to renew yearly after this contract expires using the terms of this contract. Incremental increases in the quantity of any of the Hosted Services provided (e.g. for new users in an existing site, or for additional sites) are allowed under the terms of this agreement.

Service Details

Base One-Time Charges:	0.00	Base Monthly Recurring Charges:	14,211.80
Est. E-Rate Discount:	0.00	Est. E-Rate Discount:	0.00
Est. Out-of-pocket One-Time Charges:	0.00	Est. CTF Discount:	2,987.68
		Est. Out-of-pocket Monthly Charges:	11,224.12

Customer understands that enabling certain features, including but not limited to international calling or toll-free number service, may increase the monthly charges. Rental hardware is subject to availability and not guaranteed. Customer should verify with their Jive representative that their telephone numbers can be ported. The WAN/911 survivability option requires at least one analog telephone line at each location. Jive Hosted Exchange Email requires the use of Active Directory. Each telephone endpoint requires an ethernet connection. Customer understands that all Jive services have minimum bandwidth requirements and that failure to meet these requirements will result in degraded functionality.

Signed (Central Unified School District):

Signed (Jive Communications)

Name:
Title:
Date:

Name:
Title:
Date: