

**Utah Legislature  
Legislative Information Technology Steering Committee**

**Comparison of Bids and Other Cost Estimates for a Land Line Phone System: Hosted Solution, Nonhosted Solution, and DTS Solution  
Revised Version: September 18, 2012  
(See Below for Important Disclaimers)**

	Hosted Solution		Nonhosted Solution		DTS Solution	
	1-Time	Ongoing	1-Time	Ongoing	1-Time	Ongoing
<b>Acquisition/Installation Costs</b>						
Phones	\$ 23,482	See Below	\$ 108,500	See below	\$ 86,844	
Server/Software/Service	\$ 2,349		\$ 158,223		\$ -	
Staff	\$ 11,927		\$ 11,927		\$ -	
Total	\$ 37,758		\$ 278,650		\$ 86,844.00	
<b>Annual Operating Costs</b>						
Service		\$ 103,731		\$ 2,100		\$ 121,136
Staff		\$ 7,156		\$ 11,927		\$ -
Maintenance		\$ -		\$ -		\$ -
Equipment		\$ -		\$ -		\$ -
Total		\$ 110,887		\$ 14,027		\$ 121,136
<b>Lifecycle Costs (5 Years)</b>		\$ 592,195		\$ 348,785		\$ 692,524

<b>Phone Prices (Before Any Applicable Rebates)</b>					
<b>Type of Phone</b>	<b>Price (Plus install for session phones)</b>	<b>Type of Phone</b>	<b>Price</b>	<b>Type of Phone</b>	<b>Total Cost</b>
<b>Session Phones</b>					
Basic and Chamber	\$ 144	Basic and Chamber	\$ 165	Basic and Chamber	\$ 144
Standard	\$ 178	Standard	\$ 250	Standard	\$ 236
Executive	\$ 198	Executive	\$ 370	Executive	\$ 300
<b>Year Round Phones (60 Month Term)</b>					
Basic and Chamber	\$ 0.15				
Standard	\$ 5				
Executive	\$ 5				

**Disclaimer:**

The above cost estimates are based on assumptions made by legislative staff. Vendor information is based on the contents of each vendor's best and final offer and the information contained in subsequent communications. A one time lump sum payment at the time of purchase for a four year of service agreement (beginning in year two) under the hosted solution is included. While every best effort has been made to present a complete analysis, the final acquisition cost, and, with regards to the hosted solution, annual operation costs will be different depending on the final order of equipment, final specifications, final number of devices receiving annual vs. seasonal service, and other factors. With regards to estimates related to DTS, it is impossible to determine the number of hours that DTS staff would spend both in initial installation and in ongoing management of the system. Programming costs from DTS have also not been considered. A comprehensive comparison of the feature set of the DTS solution (including response time to requests for adds, moves, and changes,) and the other two solutions has not been made. Some legislative staff time would also probably be involved in managing the DTS system. The cost for 10 + analog lines is not included.

Prepared by the Office of Legislative Research and General Counsel