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**RECEIVED**  
OFFICE OF PUBLIC ACCOUNTABILITY  
PROCUREMENT APPEALS

NOV 05 2010

TIME: 4:04 BY: mal  
FILE NO. OPA-PA: 10-005

Attorney for Appellee, Guam Community College

**BEFORE THE OFFICE OF PUBLIC ACCOUNTABILITY  
PROCUREMENT APPEAL**

In the Matter of Appeal of )  
PACIFIC DATA SYSTEMS, INC, )  
 )  
Appellant )

Docket Number: OPA-PA-10-005

**FIRST SUPPLEMENTAL  
PROCUREMENT RECORD**

Appellee Guam Community College, (hereinafter "GCC"), by and through its attorney, Sarah A. Strock, of Cabot Mantanona LLP, respectfully submits supplemental procurement record relating to TeleGuam's bid:

1. Email from Jeff Cook, counsel for TeleGuam Holdings LLC, authorizing the release of additional parts of TeleGuam's bid.
2. Cover letter from GCC dated November 5, 2010.
3. Section 6 of TeleGuam's bid.
4. Page 24 of Section 7 of TeleGuam's bid.

Respectfully submitted this 5<sup>th</sup> day of November, 2010.

**CABOT MANTANONA LLP**  
*Attorney for Guam Community College*

By:

  
**SARAH A. STROCK**

**Sarah Strock**

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**From:** JAC Sec [cclaw4@teleguam.net]  
**Sent:** Thursday, November 04, 2010 3:52 PM  
**To:** Sarah Strock  
**Cc:** Bill Mann; Daniel J. Tydingco; Eric Votaw  
**Subject:** In the Matter of the Appeal of PDS

Dear Sarah:

This email pertains to the concerns raised by Bill Mann on behalf of his client, Pacific Data Systems, in his letter to you dated October 22, 2010. GTA has reviewed those portions of the bid that it identified as confidential and proprietary under the Procurement Rules and Regulations.

GTA has instructed me to advise you and by copy of this email, Bill Mann, on behalf of PDS, that Section No. 6 and Page No. 24 of Section No. 7 of the Bid Proposal should not be marked confidential and proprietary. These pages may be disclosed. GTA still takes the position that the remaining information it marked confidential and proprietary is just that. Therefore, GCC should not release any other information pursuant to the Procurement Rules and Regulations.

Should you have any questions, please do not hesitate to contact me.

Sincerely,  
Jeffrey A. Cook, Esq.  
CUNLIFFE & COOK  
Suite 200  
210 Archbishop F.C. Flores Street  
Hagåtña, Guam 96910  
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GUAM COMMUNITY COLLEGE


Kolehon Kumuniddat Guahan

Accredited by the  
Western Association of  
Schools and Colleges

Date: November 5, 2010  
To: Sarah Strock, Esq.  
Attorney at Law  
Cabot Mantanona LLP  
From: Carmen K. Santos  
VP, Finance & Administration  
Subject: In the Matter of the Appeals of PDS

Guam Community College has been instructed as per email dated November 4, 2010 to release certain documents GTA previously stated as confidential. The release of Section No. 6 and Page No. 24 of Section 7 of the Bid Proposal totals 4 pages. Please see attached.

Sincerely,

  
Carmen K. Santos  
VP, Finance & Administration

CABOT MANTANONA, LLP

Date: 11/5/10  
Time: 2:05 pm  
Initials: JCS/uh

EXHIBIT 2

## EXECUTIVE SUMMARY

With more than 25 years of telecommunications experience, GTA TeleGuam delivers world-class services using proven technology, detailed implementation planning, and risk avoidance processes. GTA has successfully implemented similar projects for some of the Guam's most demanding customers. This is a testament to our robust business approach, our world-class engineering expertise and our unrelenting commitment to quality and customer satisfaction. Highlights of our solution include:

- Compliant solution that features an industry leading a Voice over Internet Protocol (VoIP) solution that is fully integrated to the existing GCC campus network.
- Minimal disruption to normal campus activities. Continuity of existing networking and telephony services.
- Best of Breed Providers – Avaya, Cisco and Prosis Network Solutions were selected for their technical expertise in delivering cutting-edge and comprehensive telecommunication services, knowledge of broadband-based systems and their ability to provide the products and services that result in a successful implementation.
- Our teams are the most experienced in the communication and data networking industry and are experienced in all phases of the GCC VoIP technical solution.
- Our teams offer proven ISO 9001-2008 certified services including Network Systems Engineering, Integration, Installation, Services, and Quality control.

To illustrate how this solution will meet the needs of GCC, we will provide details about how the services will be provided. We will describe the phased implementation approach and equipment installation from a macro-perspective. We will then discuss the overall organizational structure and staffing plan that will identify roles and responsibilities of each team member, and their past telecommunication experiences and accomplishments

GTA has offered two solutions with price offer summarized below:

	Avaya	Cisco
System	\$67,092	\$135,770
Installation & Training	\$24,000	\$35,484
Training		
Local Support	\$10,163	
Remote Support	\$2,548	\$6,750
Other Equipment	\$525	\$525
Taxes	\$4,187	\$7,233
Shipping	\$1,500	\$1,500
Our Cost	\$110,015	\$187,262
GCC Price	\$110,015	\$187,262
Cost per station	\$476	\$748

GTA is offering a handset allowance of up to \$34,000 to allow GCC to select from variety of handsets offered best suit their needs. GTA is willing to work with GCC on recommendations.

# AVAYA

INTELLIGENT COMMUNICATIONS

Avaya House  
123 Epping Road  
North Ryde NSW 2113 Australia  
+61 2 9352 9000 voice  
+61 2 9352 9111 fax  
www.avaya.com.au  
ABN 73 092 276 983

Hafa Adai

Avaya Australia has for some years been responsible for managing the requirements of Avaya customers in Guam. This is due to a number of factors including geographic proximity, common languages, and the close alliance between Australia and USA. Purchases of Avaya equipment and supporting services can be purchased through Avaya Business Partners in Australia. NSC Enterprise Solutions are an Australian based Platinum partner which has been successfully providing Avaya solutions in Guam for several years and continues to do so. NSC has a strategic partnership with GTA in Guam that further facilitates purchases of Avaya solutions in Guam.

Purchasing from an authorized Australian Business Partner such as NSC ensures that the systems purchased are properly licensed and therefore can be supported by Avaya. Systems not purchased from a partner authorized to sell into Guam may not be covered by warranty and may not be able to be properly supported by Avaya.

Best regards,



Rob Wells  
Managing Director  
Avaya Australia & New Zealand



## MANUFACTURER'S AUTHORIZATION FORM

**Date:** 02/June/2010  
**To:** Guam Community College  
**Subject:**

Cisco Systems, Inc., a company duly organized under the laws of the State of California of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("Cisco"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, Prosis Hawaii, LLC ("Reseller") wishes to participate in the Bid or Project stated above and has entered into an Indirect Channel Partner Agreement which entitles Reseller to do the following:

- (1) resell and/or distribute Cisco products and/or services in USA to end users within that territory;
- (2) bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Reseller is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

This Authorization shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact Mark Nakakura at 808-540-1718. For more information about Cisco's channel partner program, please visit the following URL: <http://www.cisco.com/web/partners/index.html>.

Duly authorized to sign this authorization for and on behalf of: **Cisco Systems, Inc.**

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**Avaya VoIP Detail Cost Breakdown \***  
 VOICE OVER-INTERNET PROTOCOL (VOIP) TELEPHONE SYSTEM PROJECT  
 BID NO. GCC-FB-10-015

DESCRIPTION	QTY	UNIT COST	EXTENDED COST	Non-Recurring Cost	Monthly Recurring or Rental Cost	Total Cost	Comments
VoIP System	1	\$ 67,092.00	\$ 67,092.00	\$ 67,092.00	n/a	\$ 67,092.00	
VoIP Phone Instrument							
IP Phone: Avaya 1608	1	\$ 84.00			n/a	\$ -	subject to GCC's selection
IP Phone: Avaya 9620	1	\$ 129.00			n/a	\$ -	subject to GCC's selection
IP Phone: Avaya 9640	1	\$ 240.00			n/a	\$ -	subject to GCC's selection
IP Phone: Avaya 9670	1	\$ 376.00			n/a	\$ -	subject to GCC's selection
IP Conference: Avaya 1692	1	\$ 888.00			n/a	\$ -	
VoIP Software & License	300	\$ -	\$ -	\$ -	n/a	\$ -	Included with VoIP system cost
VoiceMail	300	\$ -	\$ -	\$ -	n/a	\$ -	Included with VoIP system cost
Unified Messaging/Communications Applications	1	\$ -	\$ -	\$ -	n/a	\$ -	Included with VoIP system cost
Project Management	1	\$ -	\$ -	\$ -	n/a	\$ -	Included with Total System Installation
Total System Installation	1	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	n/a	\$ 24,000.00	Included with Total System Installation
End-User Training & Materials	1	\$ -	\$ -	\$ -	n/a	\$ -	Included with Total System Installation
Technical Staff Training & Materials	1	\$ -	\$ -	\$ -	n/a	\$ -	Included with Total System Installation
Shipping and Handling	1	\$ 5,687.00	\$ 5,687.00	\$ 5,687.00	n/a	\$ 5,687.00	
Local Support	1	\$ 10,163.00	\$ 10,163.00	\$ 10,163.00	n/a	\$ 10,163.00	
On-Site End-User Support	1	\$ -	\$ -	\$ -	n/a	\$ -	Included in local support
Remote End-User Support	1	\$ -	\$ -	\$ -	n/a	\$ -	Included in local support
On-Site Technical Staff Support	1	\$ -	\$ -	\$ -	n/a	\$ -	Included in local support
Remote Technical Staff Support	1	\$ 2,548.00	\$ 2,548.00	\$ 2,548.00	n/a	\$ 2,548.00	Included in local support
Unlimited E-Mail Support	1	\$ -	\$ -	\$ -	n/a	\$ -	Included in local support
VoIP Configuration, Testing & Tuning	1	\$ -	\$ -	\$ -	n/a	\$ -	Included with Total System Installation
Network QOS Configuration & Troubleshooting services	1	\$ -	\$ -	\$ -	n/a	\$ -	Included in local support
Network Cabling, Supplies, & Materials	n/a						
Switches	1	\$ 525.00	\$ 525.00	\$ 525.00	n/a	\$ 525.00	
Servers	2	\$ -	\$ -	\$ -	n/a	\$ -	Included with Total System Installation
Routers	n/a						
Controllers	n/a				n/a	\$ -	
Firewalls	n/a				n/a	\$ -	
Software	n/a				n/a	\$ -	
Backup Power System	n/a				n/a	\$ -	
Analog Ports Lines	22	\$ 22.50	\$ 495.00	\$ -	\$ 495.00	\$ 495.00	Included with Total System Installation
DID Lines (Using Current Phone numbers)	218	\$ -	\$ -	\$ -	\$ -	\$ -	Included with ISDN PRI
VoIP-Dedicated Internet/Communication Lines	n/a						
Other Hardware & Equipment	n/a						
Other Software & Licensing	n/a						
Other Services	n/a						
ISDN PRI	2	\$ 300.00	\$ 600.00	\$ -	\$ 600.00	\$ 600.00	NRC Included with Total System Installation
Other Costs	n/a						
<b>TOTALS</b>				\$ 110,015.00	\$ 1,095.00	\$ 111,110.00	
<b>Grand Total</b>						\$ 111,110.00	

\* Indicate N/A for items on this list that do not apply to your cost breakdown, or insert items that do not fall under any of the above. Insert actual or specific name of item below the description, if different from what is listed.