



# MORSECOM

OFN PBX-Virtual Upgrade Proposal  
Prepared for: Kenneth Jamerson, Will Hughes, Mel Poole  
Prepared by: Muhammad Abdullah, MORSECOM  
November 14, 2024  
Pricing is valid for 30 days.



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[www.morsecom.com](http://www.morsecom.com)

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## EXECUTIVE SUMMARY

### Objective

Ocala Fiber Network has contracted MORSECOM to perform Upgrades to their existing Alcatel-Lucent OMNIPCX Enterprise solution. MORSECOM will upgrade the OmniPCX generic appliance servers from release 12.2 to release 100.1. In addition, MORSECOM will upgrade the following applications to the latest available releases. Ocala Fiber Network will provide a virtual infrastructure to support the following applications.

- 4645 Voicemail
- OMNIPCX Record
- OT fax server
- OT SBC
- CCS/CCA Server
- OmniVista 8770
- ENS/VNA

MorseCom will provide VMware VSphere foundation 5-year Prepaid Commit for a total of 64 Cores. MorseCom will install software on customer-provided hosts and migrate existing applications running on the current Essential platform to the new Enterprise platform. MORSECOM will provide .ova files for each application, OFN will load these files onto the designated virtual hosts and provide MORSECOM access. ALE will lead the upgrade efforts with the following applications. ENS/VNA, OT FAX SERVER, OmniPCX Record. MORSECOM will lead the upgrade efforts with the primary and secondary PBX, 4645, SBCs, Contact Center, and 8770.

### Goals

- Upgrade OMNIPCX to release 100.1 to include 4645
- Upgrade OMNIPCX Record to release 2.5
- Upgrade OT Fax Server to release 9.2
- Upgrade OT SBC to release 7.4
- Upgrade CCS/CCA Server to release 10.15
- Upgrade OmniVista 8770 to release 5.1
- Upgrade ENS/VNA to 3.1



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## BUDGET

### Non-Recurring Costs

Services to plan, configure, deploy and test the environment.

Description	OI Code	Qty	Unit Price	Ext. Price
<b>Applications (CC11)</b>				
JAVA RUNTIME ENV. SUPPORT FOR 8770	3BA09105KA	1	\$ 1.00	\$ 1.00
JAVA RUNTIME ENV. SUPPORT FOR CCS/OXE	3BA09105KB	3	\$ 1.00	\$ 3.00
JAVA RUNTIME ENV. SUPPORT FOR OTMS	3BA09105KD	1	\$ 1.00	\$ 1.00
8770 R5.1 UPGRADE SOFTWARE LICENSE	3BA09151KU	1	\$ 1.00	\$ 1.00
4645 VOICE MAIL - 1 USER	3BA09832JA	500	\$ 1.00	\$ 500.00
8770 UPGRADE - FREE OF CHARGE	3BA09933JA	1	\$ 1.00	\$ 1.00
<b>User software licenses (CC40)</b>				
O2G VIRTUALIZATION	3BA09003KA	1	\$ 1.00	\$ 1.00
OXE FREE OF CHARGE UPGRADE	3BA09018JA	1	\$ 1.00	\$ 1.00
SOFTWARE LICENSE OXE PURPLE R100.1	3BA09152KA	1	\$ 1.00	\$ 1.00
OPENTOUCH FAX CENTER R9.2 UPGRADE SWL	3BA09156KU	1	\$ 1.00	\$ 1.00
O2G RELEASE R2.7	3BA09159KA	1	\$ 1.00	\$ 1.00
ABC-F IP TRUNK GROUP ACCESS BYPASS	3BA09183JB	2	\$ 1.00	\$ 2.00
SYSTEM VIRTUALIZATION REDUNDANCY SWL	3BA09511JA	1	\$ 1.00	\$ 1.00
OXE VIRTUALIZATION	3BA09558JA	1	\$ 1.00	\$ 1.00
SIP NETWORK LINK BYPASS	3BA09559AB	139	\$ 1.00	\$ 139.00
OT FAX CENTER FREE SW UPGRADE - 1 USER	3BA09903JA	75	\$ 1.00	\$ 75.00
O2G BASE	3BA09978JA	1	\$ 1.00	\$ 1.00
SYSTEM VIRTUALIZAT. ADDON OXE R12.0+ SWL	3BA09986JA	1	\$ 1.00	\$ 1.00
<b>OEM Software (FF14)</b>				
MIGRATION OTFC WITHIN OTMS TO OTFC 8450	3BA04377AA	1	\$ 1.00	\$ 1.00
OT-SBC R7.4 UPGRADE SOFTWARE LICENSE	3BA09111KU	1	\$ 1.00	\$ 1.00
SUSE LINUX ENT SUPPORT FOR OTMS	3BA09130KE	1	\$ 1.00	\$ 1.00
SUSE LINUX ENT SUPPORT FOR O2G	3BA09130KG	1	\$ 1.00	\$ 1.00
SUSE LINUX ENT SUPPORT FOR VAA	3BA09130KH	1	\$ 1.00	\$ 1.00
SUSE LINUX ENT SUPPORT FOR VNA	3BA09130KJ	1	\$ 1.00	\$ 1.00
OT-SBC UPGRADE - FREE OF CHARGE	3BA09987JA	1	\$ 1.00	\$ 1.00
<b>Vertical and Communications Applications (GG42)</b>				
M**VAA - 1 PORT	3BA09027KC	16	\$ 1.00	\$ 16.00
VNA BROADCAST SERVICE - 1 USER	3BA09035KA	20	\$ 5.00	\$ 100.00
VNA NOTIFICATION AND WORKFLOW	3BA09116KA	1	\$ 1,245.00	\$ 1,245.00
VAA SOFTWARE LICENSE R4.5	3BA09161KA	1	\$ 1.00	\$ 1.00
VNA SOFTWARE LICENSE R3.0	3BA09162KA	1	\$ 1.00	\$ 1.00



Description	Ol Code	Qty	Unit Price	Ext. Price
ENTERPRISE SPS	3EY10002SA	1	\$ 772.00	\$ 772.00
8770 NETWORK MNGT SPS	3EY14001SA	1	\$ 5.00	\$ 5.00
VAA SPS	3EY18001SA	1	\$ 777.00	\$ 777.00
VNA SPS	3EY19001SA	1	\$ 152.00	\$ 152.00
O2G SPS	3EY23001SA	1	\$ 34.00	\$ 34.00
<b>TOTAL Hardware/Software</b>				<b>\$ 3,842.00</b>
<b>PRO SERV</b>				<b>\$ 34,801.00</b>
<b>TOTAL</b>				<b>\$ 38,643.00</b>


\*Cost does not include applicable taxes, regulatory fees, or shipping charges.

Payment Schedule:

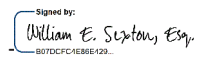
Under \$50,000  
 50% due at Signing  
 50% due upon Completion

**SIGNATURES**

By signing you agree to the proposed Costs and Project Outline. This allows MORSECOM to proceed with scheduling resources to begin the project.

Signature:  \_\_\_\_\_  
 Print Name: Janice Mitchell  
 Company Name: City of Ocala  
 Date: 11/22/2024  
 PO Number: \_\_\_\_\_

Approved as to form and legality:

 \_\_\_\_\_  
 William E. Sexton, Esq.  
 City Attorney



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**ABOUT MORSECOM**

Everyone & Everything Connected

MORSECOM is a Certified Woman & Veteran Owned Business Enterprise (WBE). Our company's management team is comprised of high-level, Industry-recognized experts that truly understand the business and technical requirements of our clients. We serve all major verticals to include SLED, Retail, Healthcare, Financial, Manufacturing and more. We have received awards for our experience and delivery of contact center solutions that truly focus on enhancing the customer's experience.

MORSECOM is an industry pioneer in the Cable Infrastructure space having entered the market almost 30 years ago. Founded by Annette & Mike Costello, MORSECOM has transformed from its early beginnings to become a market leader in technology solutions and as the managed services provider for North America. Serving 38 states and 6 countries worldwide, we have an expansive portfolio with an international footprint always allowing for Best-in-Class Service. MORSECOM has over 100 employees with nearly 80% of those holding technical certifications.

We offer value-based client solutions by effectively integrating business and technology. Our portfolio includes cutting-edge voice, data networking, peripheral applications, and security solutions. We are the full-service integrator assisting clients from the desktop to the data center providing world-class solutions.



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## ADDITIONAL MORSECOM SERVICES & SOLUTIONS

### Networking and Unified Communications

#### Desktop Support:

- Desktop, Laptop and Mobile Device Support
- Total Email Protection (Malware and Backup)
- Email Migration
- Microsoft 365
- Virtual Desktop Infrastructure

#### Cloud Services:

- Public/Private/Hybrid Cloud Services
- Business Continuity & Disaster Recovery
- IaaS - Infrastructure as a Service
- SaaS - Software as a Service

#### Data Architecture:

- Network Design, Support and Maintenance
- LAN - Local Area Networks
- WLAN - Wireless Local Area Networks
- SDWAN - Software Defined Wide Area Network
- IoT - Internet of Things
- Network Security (SEIM, SOAR, SASE)

#### Unified Communication:

- UCaaS/CCaaS
- Enhanced E911
- Direct Routing (Teams Integration)
- SIP Trunking
- Omni Channel (Voice, SMS, Social, Chat)
- Application Integration (CRM, ERP)

### Structured Cabling Services

Data Center

Fiber Optic Cabling

Coax Cabling

Cabling Services



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## ADDITIONAL MORSECOM SERVICES & SOLUTIONS (CONT'D)

### Perimeter Security Services-UL 2050 Certified

#### Access Control:

- Premise-Based System: Onsite/Local Server
- Cloud Based/ Web Server System
- Badging and Visitor Management Systems
- Remote System Management
- Service and Maintenance of New and Existing Systems
- Multiple Reader & Credentials Options: Bluetooth, Biometric, Prox, Iclass, Desfire, & Myfare

#### Intrusion Systems:

- UL2050 CRZH National Industrial Security Systems
- Commercial, Industrial
- Full UL and Non-UL Monitoring
- Inspection and Certification of Existing Systems
- Installation and Maintenance of New and Existing Systems
- IP/ Network, Cellular and Radio Monitoring
- Complete System Integration

#### Security Monitoring:

- UL2050 CRZH Monitoring
- Commercial Monitoring
- Supervised and Non-Supervised Open and Closing
- 24 Hour Notification
- Daily, Weekly, and Monthly Testing
- Customer Apps for Notification and Testing

#### Video Surveillance:

- Premise-Based System: Onsite/ Local Servers and Storage
- Cloud Based System: Offsite Server and Storage
- Remote Managed Systems
- Storage solutions for Cloud and Premises platforms
- Local and Remote viewing
- Service and Maintenance of New and Existing Systems
- Video Management Systems
- License Plate Recognition (LPR)
- Analytics for Security and Safety
- Video Surveillance Infrastructure

*EVERYONE & EVERYTHING CONNECTED*



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## Certificate Of Completion

Envelope Id: 8BCAF6BC-31A4-4481-93A2-52B6B4411AC5	Status: Completed
Subject: SIGNATURE: OFN PBX-Virtual Upgrade Proposal - Morse Communications, Inc. (OFN/240581)	
Source Envelope:	
Document Pages: 7	Signatures: 2
Certificate Pages: 5	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	April Adolf
Time Zone: (UTC-05:00) Eastern Time (US & Canada)	110 SE Watula Avenue
	City Hall, Third Floor
	Ocala, FL 34471
	aadolof@ocalafl.gov
	IP Address: 216.255.240.104

## Record Tracking

Status: Original	Holder: April Adolf	Location: DocuSign
11/19/2024 2:53:44 PM	aadolof@ocalafl.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: City of Ocala - Procurement & Contracting	Location: DocuSign

## Signer Events

William E. Sexton, Esq.  
 wsexton@ocalafl.org  
 City Attorney  
 City of Ocala  
 Security Level: Email, Account Authentication (None)

## Signature

Signed by:  
  
 B07DCFC4E88E429...  
 Signature Adoption: Pre-selected Style  
 Using IP Address: 216.255.240.104

## Timestamp

Sent: 11/19/2024 3:07:50 PM  
 Viewed: 11/20/2024 10:29:17 AM  
 Signed: 11/20/2024 10:29:54 AM

## Electronic Record and Signature Disclosure:

Not Offered via DocuSign

Janice Mitchell  
 jmitchell@ocalafl.org  
 CFO  
 City of Ocala  
 Security Level: Email, Account Authentication (None)

Signed by:  
  
 55198B43858A4E1...  
 Signature Adoption: Pre-selected Style  
 Using IP Address: 216.255.240.104

Sent: 11/20/2024 10:29:55 AM  
 Resent: 11/22/2024 11:53:52 AM  
 Viewed: 11/22/2024 11:56:17 AM  
 Signed: 11/22/2024 11:57:04 AM

## Electronic Record and Signature Disclosure:

Accepted: 11/22/2024 11:56:17 AM  
 ID: 244d5063-155b-408f-8692-1e7a818bfe1a

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps



<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
Envelope Sent	Hashed/Encrypted	11/19/2024 3:07:51 PM
Certified Delivered	Security Checked	11/22/2024 11:56:17 AM
Signing Complete	Security Checked	11/22/2024 11:57:04 AM
Completed	Security Checked	11/22/2024 11:57:04 AM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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<b>Electronic Record and Signature Disclosure</b>
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## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

From time to time, City of Ocala - Procurement & Contracting (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to this Electronic Record and Signature Disclosure (ERSD), please confirm your agreement by selecting the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

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At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

### **Withdrawing your consent**

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

### **Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

### **All notices and disclosures will be sent to you electronically**

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

### **How to contact City of Ocala - Procurement & Contracting:**

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: [contracts@ocalafl.org](mailto:contracts@ocalafl.org)

### **To advise City of Ocala - Procurement & Contracting of your new email address**

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

### **To request paper copies from City of Ocala - Procurement & Contracting**

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

### **To withdraw your consent with City of Ocala - Procurement & Contracting**

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

### **Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

### **Acknowledging your access and consent to receive and sign documents electronically**

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to ‘I agree to use electronic records and signatures’ before clicking ‘CONTINUE’ within the DocuSign system.

By selecting the check-box next to ‘I agree to use electronic records and signatures’, you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify City of Ocala - Procurement & Contracting as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by City of Ocala - Procurement & Contracting during the course of your relationship with City of Ocala - Procurement & Contracting.