

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** October 25, 2007

**GROUP:** 77160 Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

**CONTRACT PERIOD:** **Purchase:**10/2/02 - 1/1/2008  
**Maintenance:** 10/2/02 – 1/1/2011

Hal Bartley  
Purchasing Officer 2  
(518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACTOR:** New England Systems & Software

**OTHER AUTHORIZED USERS**

**CONTRACTs NO.:** PT59524 & PS59525

Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
(518) 474-6717

**SUBJECT:** 90 Day Contract Extension

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The above Purchase contract PT59524 has been extended 90 days to January 1, 2008. The above Maintenance contract PS59525 has been extended 90 days to January 1, 2011.

All other terms and conditions remain the same

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** September 27, 2007

**GROUP:** 77160 Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

**CONTRACT PERIOD: Purchase:**10/2/02 - 11/1/2007

**Maintenance:** 10/2/02 – 11/1/2010

**CONTRACTOR:** New England Systems & Software

Hal Bartley  
Purchasing Officer 2  
(518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACTs NO.:** PT59524 & PS59525

**OTHER AUTHORIZED USERS**

Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
(518) 474-6717

**SUBJECT:** 30 Day Contract Extension

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The above Purchase contract PT59524 has been extended 30 days to November 1, 2007. The above Maintenance contract PS59525 has been extended 30 days to November 1, 2010.

All other terms and conditions remain the same

New York State Office Of General Services  
 Procurement Services Group  
 Corning Tower Building  
 Empire State Plaza  
 Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** May 2, 2007

**GROUP:** 77160 - Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Hal Bartley  
 Purchasing Officer 2  
 (518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACT PERIOD:** **Purchase:**10/2/02 - 10/1/2007  
**Maintenance:** 10/2/02 – 10/1/2010

**CONTRACTOR:** New England Systems & Software  
**CONTRACT NOS.:** PT59524 & PS59525

**OTHER AUTHORIZED USERS**  
 Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
 (518) 474-6717

**SUBJECT:** Web Casting Solutions

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New England Systems & Software has outlined several Web Casting scenarios to assist agencies in meeting the requirements of Executive order #3. These products enable meeting recording and Internet broadcast.

These products are individual line items that are contained in this contract and may be purchased in any quantity and combination. The following packages are designed to meet specific requirements as outlined.

**Complete Turnkey Videoconferencing and Streaming package.** This package includes standards compliant group videoconferencing system and stream rebroadcasting equipment. It includes all hardware and software to create and rebroadcast a video/audio stream with fully interactive videoconferencing.

Item	Description	NYS Price
SS-5	SchoolStation 5 Integrated Video System H323 (IP Only)	\$9,895.05
VCNF-25	Virtual Conference Delivery (25 Concurrent User), 300kb/s Max Encode, Unlimited Download, 100 Hour Storage. Item sold per month. Price reflects quantity of 12.	\$4,428.00
SRV-NETCNSLT	Network Consulting - PTP Hourly Rate (Advanced Network Integration). Off-Site / On-Site Configuration and Setup.Travel and expenses not included. Item priced at \$190 per hour. Price reflects quantity of 8 (one day).	\$1,520.00
SRV-S5-B1	SchoolStation 5 w/o Monitor One Year Basic Service (Phone Support, Next Day Parts)	\$1700.00
CCTAN	Close Caption Transcription/Insertion. WM or MPEG4. Item priced per minute. Price reflects quantity of 12 (1) hour meetings.	\$4536.00
	Total Solution cost	<b>\$22,079.05</b>

**Hardware Only Videoconferencing and Streaming package.** This package includes standards compliant group videoconferencing system and streaming equipment. It includes all hardware and software to create a video/audio stream and fully interactive videoconferencing.

Item	Description	NYS Price
SS-5	SchoolStation 5 Integrated Video System H323 (IP Only)	\$9,895.05
SRV-S5-B1	SchoolStation 5 w/o Monitor One Year Basic Service (Phone Support, Next Day Parts)	\$1700.00
	Total Solution cost	<b>\$11,595.05</b>

**Complete Turnkey Streaming and Delivery Package.** This package is suitable for customers with no existing video or streaming equipment or experience. It includes all hardware and software, on site setup, and 12 months of rebroadcasting service.

Item	Description	NYS Price
ENC-TRAV-WM	Meeting/Conference Encoder Kit, WM Encoder w/HDD, DV Camera System, Travel Case, 8GB Traffic Limit License, Travel Case, 8 Hour Remote Setup Assistance	\$8,413.30
VCNF-25	Virtual Conference Delivery (25 Concurrent User), 300kb/s Max Encode, Unlimited Download, 100 Hour Storage. Item sold per month. Price reflects quantity of 12.	\$4,428.00
8000-0004-0100	AudioMate Kit - Includes AudioMate microphone with built-in echo cancellation, power supply, and cables. Up to 3 AudioMates can be daisy-chained together for larger conference rooms.	\$675.75
SWUP-CLB	Software Updates and Technical Support for Class B Products (Year). Price reflects 5% discount available for contracts paid in advance.	\$1,410.47
SRV-NETCNSLT	Network Consulting - PTP Hourly Rate (Advanced Network Integration). Off-Site / On-Site Configuration and Setup. Travel and expenses not included. Item priced at \$190 per hour. Price reflects quantity of 8 (one day).	\$1,520.00
CCTRAN	Close Caption Transcription/Insertion. WM or MPEG4. Item priced per minute. Price reflects quantity of 12 (1) hour meetings.	\$4536.00
	Total Solution cost	<b>\$20,983.52</b>

**Streaming and Delivery Package.** This package is suitable for customers with existing video and audio equipment, and who have streaming experience. It includes all equipment to capture and broadcast a live meeting or an existing audio/video signal.

Item	Description	NYS Price
ENC-TRAV-WM	Meeting/Conference Encoder Kit, WM Encoder w/HDD, DV Camera System, Travel Case, 8GB Traffic Limit License, Travel Case, 8 Hour Remote Setup Assistance	\$8,413.30
VNCF-25	Virtual Conference Delivery (25 Concurrent User), 300kb/s Max Encode, Unlimited Download, 100 Hour Storage. Item sold per month. Price reflects quantity of 12.	\$4,428.00
SWUP-CLB	Software Updates and Technical Support for Class B Products (Year). Price reflects 5% discount available for contracts paid in advance.	\$1,410.47
	Total Solution cost	<b>\$18,787.77</b>

**Encoder Only package.** This package is suitable for customers with existing video, audio and delivery equipment and experience. It includes all hardware and software to create a video/audio stream suitable for rebroadcasting.

Item	Description	NYS Price
9190-4200-000x	Windows Media Single Channel Encoder 10/100BT Ethernet	\$3,905.75
SWUP-CLB	Software Updates and Technical Support for Class B Products (Year). Price reflects 5% discount available for contracts paid in advance.	\$654.79
	Total Solution cost	<b>\$4,560.54</b>

All other terms and conditions remain the same

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** March 20, 2007

**GROUP:** 77160 Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

**CONTRACT PERIOD:** **Purchase:**10/2/02 - 10/1/07  
**Maintenance:** 10/2/02 – 10/1/10

Hal Bartley  
Purchasing Officer 2  
(518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACTOR:** New England Systems & Software

**OTHER AUTHORIZED USERS**

**CONTRACTs NO.:** PT59524 & PS59525

Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
(518) 474-6717

**SUBJECT:** Product Additions & Deletions and Price Changes

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New England Systems & Software has added and deleted products to their contract and processed price changes. An updated pricelist is available at the pricing section of the Contract Award.

All other terms and conditions remain the same

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** February 23, 2007

**GROUP:** 77160 Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

**CONTRACT PERIOD:** **Purchase:**10/2/02 - 10/1/07  
**Maintenance:** 10/2/02 – 10/1/10

Hal Bartley  
Purchasing Officer 2  
(518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACTOR:** New England Systems & Software

**OTHER AUTHORIZED USERS**

**CONTRACTs NO.:** PT59524 & PS59525

Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
(518) 474-6717

**SUBJECT:** Product Additions & Deletions and Price Changes

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New England Systems & Software has added and deleted products to their contract and processed price changes. An updated pricelist is available at the pricing section of the Contract Award.

All other terms and conditions remain the same

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** August 8, 2006

**GROUP:** 77160 Video Conferencing Systems & Services

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

**CONTRACT PERIOD:** 10/02/2002 - 10/01/2007

Hal Bartley  
Purchasing Officer 2  
(518) 474-6705  
[hal.bartley@ogs.state.ny.us](mailto:hal.bartley@ogs.state.ny.us)

**CONTRACTOR:** New England Systems & Software

**OTHER AUTHORIZED USERS**

**CONTRACTs NO.:** PT59524 & PS59525

Customer Services  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
(518) 474-6717

**SUBJECT:** Product Additions & Deletions, Price Changes, VAR List Amended

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New England Systems & Software has added and deleted products to their contract, processed price changes and added a company to the VAR List. An updated pricelist is available at the pricing section of the Contract Award Notification and an updated VAR list is available in the Contractor Information Section.

The new VAR is as follows:

CORE BTS, Inc.  
Executive Woods  
3 Tallow Wood Drive  
Clifton Park, NY 12065  
Attn: John Burke

Phone: (518) 831-8913  
Fax: (518) 373-1172  
[john.burke@corebts.com](mailto:john.burke@corebts.com)

Federal ID: 20-3873764

All other terms and conditions remain the same

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [02035](#)

**DATE:** August 15, 2005

**GROUP:** 77160 Video Conferencing  
Systems and Services

**CONTRACTOR:** New England Systems & Software

**CONTRACT#:** PT59524/PS59525

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Benjamin Bietka  
Telecommunications Analyst II  
(518) 474-3822  
[Benjamin.bietka@ogs.state.ny.us](mailto:Benjamin.bietka@ogs.state.ny.us)

**CONTRACT PERIOD:** 10/02/2002 - 10/01/2007

**OTHER AUTHORIZED USERS**

Purchase Coordinator  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
518) 474-6717

**SUBJECT:** Revised Price List and modify Reseller list.

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note that the **New Price List** dated July 2005, replaces the old price list. The new price list is effective immediately and is available for viewing via the Pricing Information Section of the Contract Award Notice.

<b><u>Add Statewide Reseller</u></b>	<b><u>Phone</u></b>	<b><u>Fed Id#</u></b>
<i>Open Systems Inc.</i>	<i>(518) 373-0617</i>	<i>20-1810796</i>
<i>Executive Woods</i>	<i>(518) 373-1172fax</i>	
<i>3 Tallow Wood Drive</i>	<i>jboni@ostnet1.com</i>	
<i>Clifton Pa5rk, NY 12065</i>		
<i>Attn Ken Canaster</i>		

**Remove**

*Universions*  
*107 Twin Oaks Dr.*  
*Syracuse, NY 13206*

All other terms and conditions of this contract will remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE #3

**AWARD NUMBER:** [02035](#)

**DATE:** October 6, 2004

**GROUP:** 77160 - Video Conferencing  
Systems and Services

**CONTRACTOR:** New England Systems & Software

**CONTRACT#:** PT59524/PS59525

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Betsey L. McBride  
Telecommunications Analyst II  
(518) 474-7153  
[betsey.mcbride@ogs.state.ny.us](mailto:betsey.mcbride@ogs.state.ny.us)

**CONTRACT PERIOD:** 10/02/2002 - 10/01/2007

**OTHER AUTHORIZED USERS**

Purchase Coordinator  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
518) 474-6717

**SUBJECT:** Revised Price List

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note that the **New Price List** dated August 2004, replaces the old price list. The new price list is effective immediately and is available for viewing via the Pricing Information Section of the Contract Award Notice.

All other terms and conditions of this contract will remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE #2

**AWARD NUMBER:** [02035](#)

**DATE:** September 18, 2003

**GROUP:** 77160 Video Conferencing  
Systems and Services  
**CONTRACTOR:** New England Systems & Software  
**CONTRACT#:** PT59524/PS59525

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Betsey L. McBride  
Telecommunications Analyst II  
(518) 474-7153  
[betsey.mcbride@ogs.state.ny.us](mailto:betsey.mcbride@ogs.state.ny.us)

**CONTRACT PERIOD:** 10/02/2002 - 10/01/2007

**OTHER AUTHORIZED USERS**

Purchase Coordinator  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)  
518) 474-6717

**SUBJECT:** Request for addition of Value Added Reseller

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

New England Systems & Software (NESS) has requested the addition of a new VAR, UNIVISIONS.

UNIVISIONS  
107 Twin Oaks Drive  
Syracuse, New York 13206  
Attn: Bob Romano  
Phone: 800-836-0604  
Fax: 315-463-5028  
[sales@univisions.com](mailto:sales@univisions.com)

Federal ID: 16-1100271

All other terms and conditions of this contract will remain the same.

New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE #1

**AWARD NUMBER:** [02035](#)

**DATE:** August 26, 2003

**GROUP:** 77160

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Betsey L. McBride

**CONTRACTOR:** New England Systems & Software

Telecommunications Analyst II

(518) 474-7153

**CONTRACT#:** PT59524/PS59525

[betsey.mcbride@ogs.state.ny.us](mailto:betsey.mcbride@ogs.state.ny.us)

**CONTRACT PERIOD:** October 2, 2002 -  
October 1, 2007

**OTHER AUTHORIZED USERS**

Purchase Coordinator

[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

(518) 474-6717

**SUBJECT:** Revised Pricelist

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please note that the **New Price List** dated August 11, 2003 replaces the old price list. The new price list is effective immediately and is available for viewing via the Pricing Information Section of the Contract Award Notice.

All other terms and conditions of this contract will remain the same.