

Presented by
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May 15th 2021
Prepared for
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District Council of
Mount Remarkable



Voiteck knows communication that matters



Our strongest network ever

Exceptional network



7,900+

Sites Australia wide

1,500+

New towers since 2015

2,800+

Regional towers

Exceptional coverage

4G

97.4%

Australian population coverage

5G

1200+

sites planned to go live by 31 March 2020

Satellite



Connecting
Australians

Delivering mobile coverage to the most remote areas through satellite small cells and satellite sieeves.

Network satisfaction



Guarantee

As an eligible business customer, if you experience coverage issues on our Mobile Network within the first 30 days, you can say goodbye and we'll credit your access charges and cancellation fees*.

Shining a light on blackspots



240+

New sites under Federal and State Government Blackspot programs

Strong investment



-\$4.4B

Australian mobile network investment over the last 5 years.

* 30 Day Network Satisfaction Guarantee available to SMB Foot Customers, who sign up to 6x or more services on selected new 12 or 24 month Trench and plans. If you are not happy with your mobile coverage within the first 30 days of activation, contact your Optus account manager. If we confirm it's a mobile coverage issue, we will credit your service and value any cancellation fees. You need pay for additional plan features and add-on usage. Bundled services may be affected by cancellation. Optus credits, and Trench Fund account credits and hardware not available during first 30 day period. You will not be eligible for the Network Satisfaction Guarantee if you convert a service and sign up to a new 24-month bundle plan with a different phone, using the same service number. The Network Satisfaction Guarantee is in addition to your rights and remedies you may have under the law.



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Voiteck

- ✓ Voiteck is an Australian owned organisation specialising in providing state of the art mission-critical IP telephony solutions to Small, Medium and Large organisations
- ✓ Voiteck manages 18 Local council in South Australia from Ceduna in the West to Alexandria in the south.
- ✓ Voiteck provides both in-house and cloud-based services, servicing over 24,500 users spread over multiple industries
- ✓ Voiteck is in its 11th year of operation with a growing monthly customer base
- ✓ Voiteck are network- and device-independent, demonstrating significant cost saving to business. Voiteck do Partner with OPTUS for mobile services.
- ✓ Voiteck are a preferred partner to Local Council

OPTUS





District Council of
Mount Remarkable



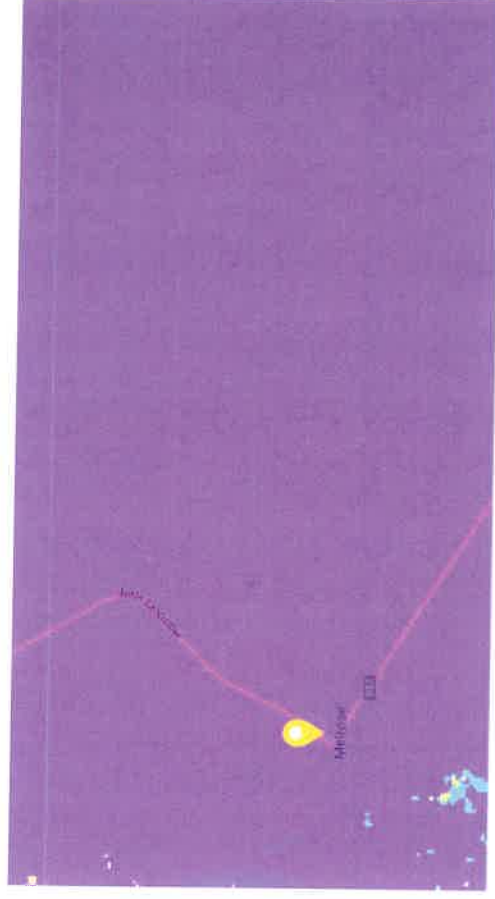
Our strongest network ever

No matter whether your staff are out and about, in the office or working from home, you can rest assured the Optus network will keep them communicating*, leaving you free to focus on your business.

 4G PLUS – OUTDOOR

 3G – OUTDOOR

 3G – WITH ANTENNA



*Check out or coverage map
<https://www.optus.com.au/shop/mobile/network/coverage>



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SIM Only and MBB Plans

Cost Items	Current	New
Users	36	36
Monthly Spend	\$1,095.37	\$750.00
24 Month Contract	\$26,288.88	\$18,000.00
Shared Data -GB	600	605
Optus Credit	n/a	\$1,290.00
Contractual Spend including all discounts and credits	\$75,096.00	\$16,710.00
Total Monthly Spend including all Discounts and Credits	\$3,129.00	\$696.25
Cost per user	\$86.92	\$19.34
Monthly Savings		\$2,432.75
Contractual Savings		\$58,386.00

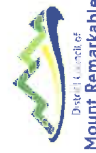
- 36 Plans broken down into 12 x \$40 Business Plans, 3 x \$55 Business Plans and 21 x \$5 MBB (mobile broadband) Plans.
- No drastic change in Data Allowance but significantly more cost savings
- Credit of \$1,290.00 has been granted by Optus.
- 24 Month contract terms for all plans except for MBB's.
- \$5.00 sims to continue as is and can be cancelled at any time.
- International Calls available on all mobile voice plans.
- Monthly cost of handsets (\$878.25) to continue with Telstra or they may ask you to purchase remaining amount outright due to cancelling SIM plans.

29,184.

+ \$15.5k Handsets
26,244. + phone Buyouts.

* More than one plan can be selected so there maybe multiple line items.

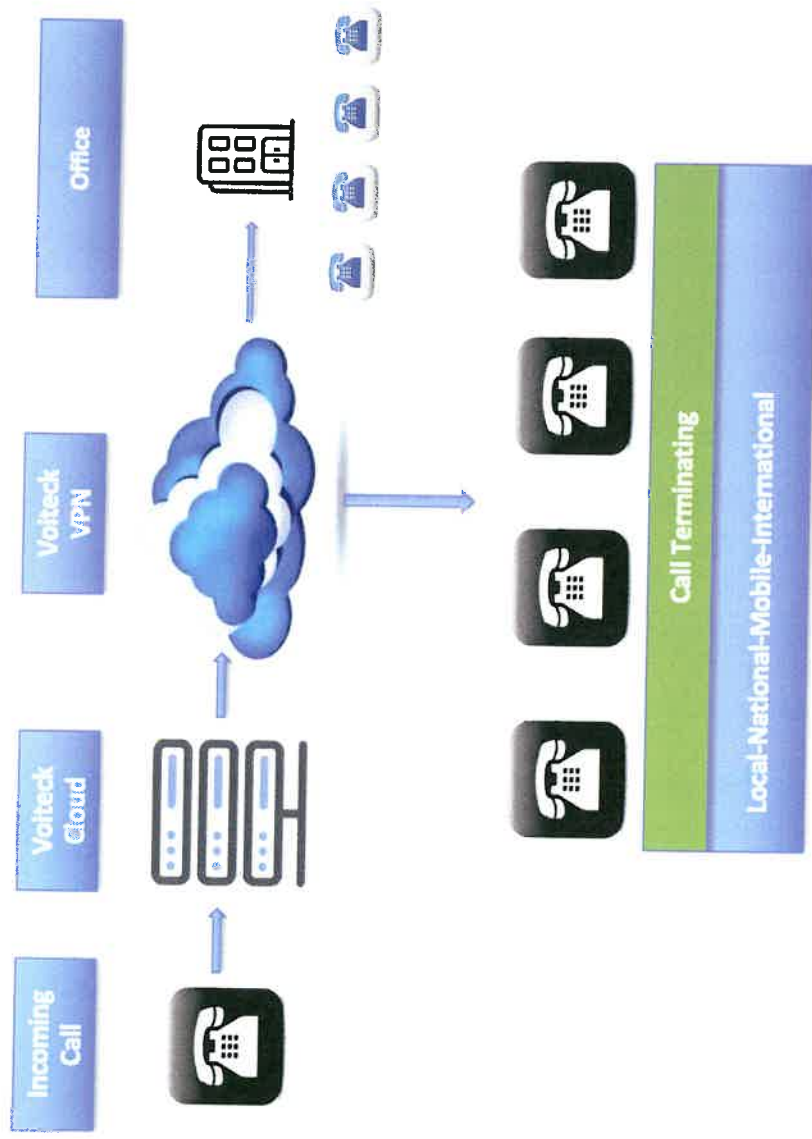
** Please note: The Welcome Credit will be applied in 2 instalments - month 3 and 9. customer account must not be over/dule. Total Credit = Plan Type x Number of Services x Number of Fighting Fund months



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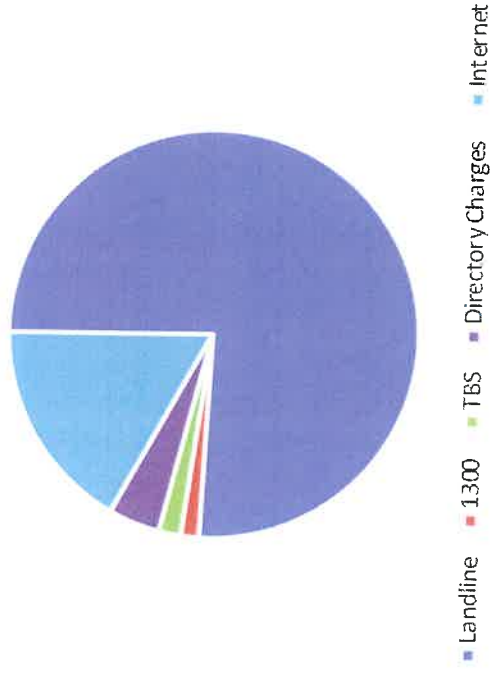


Cloud 9 Topology



Analysis of Landline Spend

Mount Remarkable Landline Spend



Total for services	
Landline	\$ 1,678.29
1300	\$ 31.51
TBS	\$ 38.82
Directory Charges	\$ 90.48
Internet	\$ 374.90
Total for services	\$ 2,214.00

Equivalent with Voiteck

Mount Remarkable Landline spend



- Monthly Hosting
- Voice and data Internet x 3
- 100 number range
- Directory Charges*
- Fax Services
- Estimated usage
- Voice Channels 10

Service	Monthly Cost
Monthly Hosting	\$300.00
Voice and data Internet x 3	\$360.00
Voice Channels 10	\$40.00
Fax Services	\$40.00
100 number range	\$60.00
Directory Charges*	\$90.48
Estimated usage	\$129.00
Total	\$1,019.48

1800



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Once off system Set up

Please note all prices
are Ex GST

Items to consider

1. Pricing does not include any data cabling
2. Pricing doesn't include any additional Patch cables
3. The router provided is for a straight NBN FTTN or FTTP. Voiteck can also provide Cisco or ubiquity routers.

Once off set up Items	Unit	Price	Total
Handsets -Yealink T54W	1	\$389.00	\$389.00
Handsets -Yealink T53W	19	\$269.00	\$5,111.00
Handset Configuration	20	\$75.00	\$1,500.00
Project Management, Labour, Onsite Implementation and Training	4	\$1,200.00	\$4,800.00
28 Port POE Gigabit Switch	1	\$1,200.00	\$1,200.00
Billion router	3	\$375.00	\$1,125.00
NBN Connection fee	3	\$350.00	\$1,050.00
All Number Porting	1	\$300.00	\$300.00
		Total	\$15,475.00
		GST	\$1,547.5
		Overall Total	\$17,022.50

We will provide a net saving of \$1,181 per month. This would provide a 14.14 month pay back on new telephone solution

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All Monthly Costs are Ex GST

Service	Monthly Cost
Voice and data Internet x 3	\$360.00
Voice Channels 10	\$40.00
100 number range	\$60.00
Total	\$460.00

Call Type	Voiteck Call Rates
Local Calls	9 Cents Flat
National Calls	9 Cents Flat
Mobile Calls	17 Cents Per Min Billed Per Second
1300 Calls	27 Cents Flat
International	TBD

Recommended Handsets we are device independent including iPads and iPhones



Yealink T54W



Yealink T53W



Soft Client Extensions



Yealink Portable
W60P



Yealink CP 930



Plantronics Bluetooth
Headset



Things to consider

- Voiteck Pricing is GST Exclusive and valid for 30 days of proposal submitted.
- Voiteck assumes that the Australia Communications and Media Authority (ACMA) certify all existing cabling.
- Adequate level of remote access as determined by Voiteck is required.
- No unauthorised access to communication cabinet or Voiteck system.
- The customer is responsible for providing access to handsets at all sites.
- The customer is responsible for all telecommunications negotiations.
- If the customer requires / wants to plug third party devices such as headsets, recording devices, monitoring tools etc. that are not supplied by Voiteck into the handsets provided by Voiteck, then the customer is required to support and test the product at their own expense and time.
- The customer IT environment on site is their responsibility including the below;
 - Telephone line infrastructure
 - Network cabling
 - Any down time from current or future telephone provider
- Voiteck recommends to ensure voice quality is for a direct handset connection as per specifications in Voiteck proposal.
- Voiteck will assist the customer in diverting their numbers, if required, for a period of a month. This diversion will stay in place until ported or removed and it is the Customer's responsibility, with the support of Voiteck to Port their numbers to the new supplier. During this period the customer will be billed a diversion cost per call.
- Porting of numbers can take between 30 – 90days. All information supplied by the customer must be correct for the port to occur. It is the responsibility of the customer to obtain all correct billing and supplier information for this to occur.
- Customer must pass credit approval.
- Pricing based on a 36 month contract, unless otherwise stated in the agreement.

We love connecting
business!

