

**Authorized Federal Supply Service
Information Technology Schedule Pricelist
General Purpose Commercial Information Technology
Equipment, Software and Services**

SIN 132-8 Purchase of Equipment

FSC Class 7025 - Input/Output and Storage Devices: Network Equipment, Other Communications Equipment,
Other Input/Output and Storage Devices, Not Elsewhere Classified
FSC Class 5805 - Telephone and Telegraph Equipment: Audio and Video Teleconferencing Equipment

NOTE: Installation must be incidental to, in conjunction with and in direct support of the products sold under SIN 132-8 of this contract and cannot be purchased separately. If the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act apply.

SIN 132-12 - Repair Service and Repair Parts/Spare Parts

(FPDS Code J070 - Repair Service)(Repair Parts/Spare Parts - See FSC Class for basic equipment)

SIN 132-33 - Perpetual Software Licenses

FSC Class 7030 - Information Technology Software: Large Scale Computers: Application Software, Communications Software;
Microcomputers: Application Software, Communications Software

**Initia, Inc.
6 Industrial Way West
Bldg G, 2nd Floor
Eatontown, NJ 07724
732-542-7224
FAX: 732-542-7626
Internet/Web Site: www.initiainc.com**

Contract Number: **GS-35F-0320J**
Period Covered by Contract: March 26, 1999 through March 25, 2004

General Services Administration
Federal Supply Service

Pricelist current through Modification #PO0019 dated August 15, 2001.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

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Information for Ordering Offices

SPECIAL NOTICE TO AGENCIES:

Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro-purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.fss.gsa.gov) contains information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micro-purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. Geographic Scope of Contract

The geographic scope of the contract includes the 48 contiguous states and the District of Columbia.

2. Contractor's Ordering Address and Payment Information

Ordering Address

Initia, Inc.
8 Industrial Way East
2nd Floor
Eatontown, NJ 07724
PHONE: 732-542-7224
FAX: 732-542-7626

Payment Address

Initia, Inc.
The Fleet Bank
Account No. 94284-31697
Routing No. 021200339
91 Broad Street
Eatontown, NJ 07724

Contractors are required to accept the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government purchase wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering agencies to obtain technical and/or ordering assistance:

732-542-7224
FAX: 732-542-7626

3. Liability for Injury or Damage

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4. Statistical Data for Government Ordering Office Completion of Standard Form 279

Block 9: G. Order/Modification Under Federal Schedule
Block 16: Data Universal Numbering System (DUNS) Number: 002011380
Block 30: Type of Contractor - B. Other Small Business
Block 31: Woman-Owned Small Business: No
Block 36: Contractor's Taxpayer Identification Number (TIN): 223724493

- 4a. CAGE Code: 1R4J8
- 4b. Contractor has registered with the Central Contractor Registration Database.

5. FOB Destination

6. Delivery Schedule

- a. TIME OF DELIVERY: The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

<u>Special Item Number</u>	<u>Delivery Time (Days ARO)</u>
132-8	45 Days ARO
132-33	45 Days ARO

Expedited Delivery Time

<u>Special Item Number</u>	<u>Delivery Time (Days ARO)</u>
132-8	30 Days ARO
132-33	30 Days ARO

- b. URGENT REQUIREMENTS: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall replay to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. Discounts

Prices shown are NET Prices; Basic Discounts have been deducted.

- a. Prompt Payment: None
- b. Quantity: None
- c. Dollar Volume: None

- d. Government Educational Institutions: Government Educational Institutions are offered the same discounts as all other Government customers.

8. Trade Agreements Act of 1979, as amended

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9. Statement Concerning Availability of Export Packing

Export packing is available outside the scope of the contract.

10. Small Requirements

The minimum dollar value of orders to be issued is \$100.00.

11. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.)

- a. Special Item Number 132-8 - Purchase of Equipment

The maximum dollar value per order for all purchased equipment will be \$500,000.

- b. Special Item Number 132-12 - Repair Parts/Spare Parts

The maximum dollar value per order for all repair parts/spare parts will be \$10,000.

- c. Special Item Number 132-33 - Perpetual Software Licenses

The maximum dollar value per order for all perpetual software licenses will be \$50,000 or \$500,000.

Note: Maximum Orders do not apply to Special Item Numbers 132-12 Maintenance and Repair Service (except for Repair Parts/Spare Parts)

12. Use of Federal Supply Service Information Technology Schedule Contracts. In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsize the requirement, make a separate determination of fair

and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

a. **Orders placed at or below the micro-purchase threshold.** Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. **Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold.** Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the supply or service representing the best value, the ordering office may consider--

(1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;

(2) Trade-in considerations;

(3) Probable life of the item selected as compared with that of a comparable item;

(4) Warranty considerations;

(5) Maintenance availability;

(6) Past performance; and

(7) Environmental and energy efficiency considerations.

c. **Orders exceeding the maximum order threshold.** Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

Review additional Schedule Contractors' catalogs/pricelists or use the "GSA Advantage!" on-line shopping service:

(2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and

(3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

(1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations):

(2) Offer the lowest price available under the contract; or

(3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. **Blanket purchase agreements (BPAs).** The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. **Price reductions.** In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

f. **Small business.** For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. **Documentation.** Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

13. Federal Information Technology/Telecommunication Standards Requirements

Federal departments and agencies acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering offices, shall be responded to promptly by the Contractor.

13.1 **FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):** Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 **FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):** Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202) 619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833.

14. Security Requirements

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery orders, a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the

inclusion of security requirements, such costs will not exceed ten percent (10%) or \$100,000, of the total dollar value of the order, whichever is less.

15. Contract Administration for Ordering Offices

Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the Government's convenience, and (m) Termination for Cause (See C.1.)

16. GSA Advantage!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. *GSA Advantage!* will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse *GSA Advantage!* by accessing the Internet World Wide Web utilizing a browser (ex. NetScape). The Internet address is <http://www.fss.gsa.gov/>.

17. Purchase of Incidental, Non-Schedule Items

For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule Blanket Purchase Agreement (BPA) or an individual order, provided that the items are clearly labeled as such on the order, all applicable regulations have been followed, and price reasonableness has been determined by the ordering activity for the open market (non-contract) items.

18. Contractor Commitments, Warranties and Representations

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- (1) Time of delivery/installation quotations for individual orders;
- (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.
- (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

19. Overseas Activities

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

Overseas Activities are available outside the scope of the contract.

Upon request of the Contractor, the Government may provide the Contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. Year 2000 Warranty — Commercial Supply Items

(a) As used in this clause, “Year 2000 compliant”, means, with respect to information technology, that the information technology accurately processes date/time data (including, but not limited to, calculating, comparing, and sequencing) from, into, and between the twentieth and twenty-first centuries, and the years 1999 and 2000, and leap year calculations, to the extent that other information technology used in combination with the information technology being acquired, properly exchanges date/time data with it.

(b) The Contractor shall warrant that each hardware, software, and firmware product delivered under this contract shall be able to accurately process date, time data (including, but not limited to, calculating, comparing, and sequencing) from, into, and between the twentieth and twenty-first centuries, including leap year calculations, when used in accordance with the product documentation provided by the Contractor, provided that all products (e.g. hardware, software, firmware) used in combination with products properly exchange date, time data with it. If the contract requires that specific listed products must perform as a system in accordance with the foregoing warranty, then that warranty shall apply to those products as a system. The duration of this warranty and the remedies available under this warranty shall include repair or replacement of any product whose non-compliance is discovered and made known to the Contractor in writing within ninety (90) days after acceptance (installation is considered acceptance). The Contractor may offer an extended warranty to the Government to include repair or replacement of any product whose non-compliance is discovered and made known to the Contractor in writing at any time prior to June 1, 2000, or for a period of 6 months following acceptance (installation is considered acceptance) whichever is later. Nothing in this warranty shall be construed to limit any rights or remedies the Government may otherwise have under this contract with respect to defects other than Year 2000 performance.

21. Blanket Purchase Agreements (BPAs)

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPAs) as “...a simplified method of filling anticipated repetitive needs for supplies or services by establishing ‘charge accounts’ with qualified sources of supply.” The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

“BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract.”

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up “accounts” with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

22. Contractor Team Arrangements

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements. The policy and procedures outlined in this part will provide

more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. See the additional information regarding Contractor Team Arrangements in this Schedule Pricelist.

23. Installation, Deinstallation, Reinstallation

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act apply.

The requisitioning activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

24. Section 508 Compliance.

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

www.initiainc.com

The EIT standard can be found at: www.Section508.gov/.

25. Prime Contractor Ordering From Federal Supply Schedules

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of a Federal Agency, shall follow the terms of the applicable schedule and authorization and include with each order –

- (a) A copy of the authorization from the Agency with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- (b) The following statement:

This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

**Terms and Conditions Applicable to Purchase of
General Purpose Commercial Information Technology Equipment
(Special Item Number 132-8)**

1. Materials and Workmanship

All equipment furnished hereunder must satisfactorily perform the function for which it is intended.

2. Order

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPA) agreements shall be the basis for purchase in accordance with the provisions of this contract. If time of delivery extends beyond the expiration date of the contract, the Contractor will be obligated to meet the delivery and installation date specified in the original order.

For credit card orders and BPAs, telephone orders are permissible.

3. Transportation of Equipment

FOB DESTINATION. Prices cover equipment delivery to destination, for any location within the geographic scope of this contract.

4. Installation and Technical Services

a. Installation. When the equipment provided under this contract is not normally self-installable, the Contractor's technical personnel shall be available to the Government, at the Government's location, to install the equipment and to train Government personnel in the use and maintenance of the equipment. The charges, if any, for such services are listed in the price schedule.

b. Installation, Deinstallation, Reinstallation. The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The requisitioning activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

c. Operating And Maintenance Manuals. The Contractor shall furnish the Government with one (1) copy of all operating and maintenance manuals, which are normally provided with the equipment being purchased.

5. Inspection/Acceptance

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The Government reserves the right to inspect or test any equipment that has been tendered for acceptance. The Government may require repair or replacement of non-conforming equipment at no increase in contract price. The

Government must exercise its post-acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

6. Warranty

a. Unless specified otherwise in this contract, the Contractor's standard commercial warranty as stated in the contracts commercial pricelist would apply to this contract.

All Intitia Inc. products provide an end-user warranty which includes a standard 1-year return to factory (RTF) warranty on hardware and a 30-day defective media replacement warranty for software. Each product also provides 1 year of phone support, 8:30 a.m. to 5:30 p.m. Standard Time, Monday through Friday, excluding holidays, through the Intitia Technical Assistance Center.

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items.

d. If inspection and repair of defective equipment under this warranty will be performed at the Contractor's plant, the address is as follows:

**Intitia, Inc.
541B Industrial Way West
Eatontown, NJ 07724**

7. Purchase Price for Ordered Equipment

The purchase price that the Government will be charged will be the Government purchase price in effect at the time of order placement, or the Government purchase price in effect on the installation date (or delivery date when installation is not applicable), whichever is less.

8. Responsibilities of the Contractor

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City or otherwise) covering work of this character, and shall include all costs, if any, of such compliance in the prices quoted in this offer.

9. Trade-In of Information Technology Equipment

When an agency determines that Information Technology equipment will be replaced, the agency shall follow the contracting policies and procedures in the Federal Acquisition Regulation (FAR), the policies and procedures regarding disposition of information technology excess personal property in the Federal Property Management Regulations (FPMR) (41 CFR 101-43.6), and the policies and procedures on exchange/sale contained in the FPMR (41 CFR part 101-46).

**Terms and Conditions Applicable to Repair
Service and Repair Parts/Spare Parts for Government-owned
General Purpose Commercial Information Technology Equipment
(After Expiration of Guarantee/Warranty Provisions and/or when Required Service is not Covered
By Guarantee/Warranty Provisions)
(Special Item Number 132-12)**

1. Service Areas

Depot repair services will be performed at the Contractor's plant(s) listed below:

**Initia, Inc.
541B Industrial Way West
Eatontown, NJ 07724**

2. Repair Service and Repair Parts/Spare Parts Orders

Agencies may use written orders, EDI orders, credit card orders, blanket purchase agreements (BPAs), or small order procedures for ordering depot repair service and/or repair parts/spare parts under this contract. Orders for repair service shall not extend beyond the end of the contract period.

4. Scope

Repair service and repair parts/spare parts shall apply exclusively to the equipment types/models within the scope of this Information Technology Schedule.

5. Responsibilities of the Government

Subject to security regulations, the Government shall permit access to the equipment, which is to be maintained or repaired.

6. Responsibilities of the Contractor

For equipment not covered by a maintenance contract or warranty, the Contractor's repair service personnel shall complete repairs as soon as possible after notification by the Government that service is required. Within the service areas, this repair service should normally be done within 48 hours after receipt of equipment.

9. Depot Repair Service Rate Provisions

CHARGES. Charges for repair replacement of damaged part will be computed at 40% of the current list price.

11. Guarantee/Warranty—Repair Service and Repair Parts/Spare Parts

a. REPAIR SERVICE

All repair work will be guaranteed/warranted for a period of ninety (90) days.

b. REPAIR PARTS/SPARE PARTS

All parts, furnished either as spares or repairs parts will be guaranteed/warranted for a period of ninety (90) days.

12. Invoices and Payments

Repair Service and Repair Parts/Spare Parts

Invoices for repair service and parts shall be submitted by the Contractor as soon as possible after completion of work. Payment under blanket purchase agreements will be made quarterly or monthly, except where cash payment procedures are used. Invoices shall be submitted separately to each Government office ordering services under the contract. The cost of repair parts shall be shown as a separate item on the invoice, and shall be priced in accordance with paragraph #10, above. PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

**Terms and Conditions Applicable to
Perpetual Software Licenses (Special Item Number 132-33)
of General Purpose
Commercial Information Technology Software**

1. Inspection/Acceptance

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The Government reserves the right to inspect or test any software that has been tendered for acceptance. The Government may require repair or replacement of non-conforming software at no increase in contract price. The Government must exercise its post-acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

2. Guarantee/Warranty

a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contracts commercial price list would apply to this contract.

All Initia, Inc. products provide an end-user warranty which includes a standard 1-year return to factory (RTF) warranty on hardware and a 30-day defective media replacement warranty for software. Each product also provides 1 year of phone support, 8:30 a.m. to 5:30 p.m. Standard Time, Monday through Friday, excluding holidays, through the Initia Technical Assistance Center.

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the Government for consequential damages resulting from any defect or deficiencies in accepted items.

3. Technical Services

The Contractor, without additional charge to the Government, shall provide a hot line technical support number **800-822-4736 (800-TAC-ISDN)** for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from 9:00 a.m. to 5:00 p.m., EST.

8. Utilization Limitations - (132-33)

a. Software acquisition is limited to Commercial Computer Software defined in FAR Part 2.101.

b. When acquired by the Government, commercial computer software and related documentation so legend shall be subject to the following:

(1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.

(2) Software licenses are by site and by agency. An agency is defined as a cabinet level or independent agency. The software may be used by any subdivision of the agency (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one agency's site. This would allow other agencies access to one agency's database. For Government public domain databases, user agencies and third parties may use the computer

program to enter, retrieve, analyze and present data. The user agency will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user agency's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user agency.

(3) Except as is provided in paragraph 8.b (2) above, the Government shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the government who have the Government's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the Government to use software, documentation, or information therein, which the Government may already have or obtains without restrictions.

(4) The Government shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of disaster recovery, the Government has the right to transfer the software to another site if the Government site for which it is acquired is deemed to be unsafe for Government personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

(5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

9. Software Conversions- (132-33)

Full monetary credit will be allowed to the Government when conversion from one version of the software to another is made as the result of a change in operating system or from one computer system to another. Under a perpetual license (132-33), the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version.

10. Descriptions and Equipment Compatibility

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

11. Right-to-copy Pricing

The contractor has no right-to-copy pricing.

**USA Commitment to Promote
Small Business Participation
Procurement Programs
Preamble**

Initia, Inc. provides commercial products and services to the Federal Government. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrates our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in Federal Government contracts. To accelerate potential opportunities please contact Jerry Dunn, 732-542-7224 x309, jdunn@initiainc.com, 732-542-7626 FAX

OFFICE

POINT OF CONTACT

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;
- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- (h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

Basic Guidelines for Using “Contractor Team Arrangements”

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.

Equipment List Enterprise Network Products

Product Listing Format

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST	PRODUCT CATEGORY	SIN _____ GSA PRICE
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- Order Code: Identifies part number of desired item. This number is placed on purchase order.
- Description: Provides a brief description of part and associated contents.
- Prerequisite: Identifies and mandatory components that are required for use with this product.
- GSA Price: Identifies price extended to agencies that purchase products under the GSA contract.

Note: when purchasing products to add to an existing system please include the system's serial number.

New System Orders

The Model 60 and Model 200 AccessSwitch systems are chassis-based systems which are configured and ordered based upon individual customer requirements. These systems can be configured with 1 or 2 processor boards depending whether redundancy is required.

The AccessSwitch Model 20 and Intelligence Switch systems are available in fixed configurations only. A variety of fixed configurations are available to meet application requirements.

All Model 60 and Model 200 AccessSwitch systems include one copy of AccessWare operating system software and the management application software. Optional Network Management Console (NMC) software is available for remote administration of all systems, Model 20, Model 60, Model 200 and the Intelligent Switch. AccessWare 20000 is available in four (4) versions of Network Management Consoles.

Each system also requires selection of an appropriate power kit for the country where they will be used, if applicable.

Expansion and Upgrade Orders

When placing orders for an expansion to an existing system, or a software upgrade to an existing system, please include the serial number and software revision on the order.

Determining Chassis Type

If you are uncertain whether you have an M60 or M60EX chassis, or a Model 200EX1, 200EX2 or 200EX3, you can check by reading the first 7 digits of the part number on the serial number label at the back of the switch.

Early M60s start with	900.0096, 900.0015 or 900.0017
Model 60EXs start with	900.0107 or 900.0099
Model 200EX3s start with	900.0104 or 900.0110
Model 200EX2s start with	900.0097, 900.0100 or 900.0106
Model 200EX1s start with	900.0003, 900.0095 or 900.0060

Once the chassis type has been determined, select the appropriate interface card part number. Enter the system serial number of the AccessSwitch you are expanding on the order. The system serial number of the switch is found on a label at the rear of the AccessSwitch, or from the LMC or NMC software used to manage the switch.

Once the system serial number and each interface card part numbers are obtain, contact your local Initia Account Manager with this information to obtain an upgrade quotation

Upgrades are now available for the AccessSwitch Model 20 or the Intelligent Switch systems.

Warranty

All Initia Inc. products provide an end-user warranty which includes a standard 1 year return to factory (RTF) warranty on hardware and a 30 day defective media replacement warranty for software. Each product also provides 1 year of phone support, 8:30 AM to 5:30 PM Standard Time, Monday through Friday, excluding holidays, through the Initia Technical Assistance Center.

Customers may purchase Extended maintenance programs directly from Initia or from Initia authorized Resellers. Please refer to the Section titled Customer Service Options or contact Initia Customer Services for pricing and availability of extended maintenance programs.

MODEL 60 AND MODEL 200 CHASSIS BASED SYSTEMS

Two (2) chassis-based AccessSwitch systems are available, Model 60 and Model 200, providing configuration flexibility to meet varying network requirements. Both systems provide the user with the ability to mix and match interface modules based upon configuration and application requirements. Each base system chassis is available with a single processor (INP4), or a redundant set of processor boards.

Model 60EX Access Switch

The Model 60EX is a tabletop or rack mount system providing a total of 6 six slots, of which 5 are available for expansion. The Model 60EX may be configured with Digital Network interfaces, ISDN interfaces, High-Speed Synchronous interfaces and a maximum of 2 Multipoint Control Unit modules. The Model 60EX chassis provides one, non-expandable power supply designed to operate on 110/240 VAC, 50/60Hz, with the proper power kit. Each system also includes a copy of the AccessWare operating system software, user documentation and choice of Country Kit in the base price. The Country Kit provides the power cord and modem with cable for remote diagnostic access. **Choice of AccessWare software and Country Kit must be specified separately on the order.**

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
M060-0038	Model 60EX AccessSwitch System Includes: One 6 slot system chassis and one (1) INP4D Processor board with support for 4 T1/ISDN PRI network or port interfaces. REQUIRES: Selection of AccessWare software and Country Kit	None	\$15,500	1	\$11,585
M060-0039	Model 60EX AccessSwitch System - Redundant Includes: One 6 slot system chassis and two (2) INP4D redundant Processor boards with no T1/ISDN PRI network or port interfaces. REQUIRES: QDIU interface cards to provide T1/ISDN network or port interfaces. REQUIRES: Selection of AccessWare software and Country Kit	None	\$24,750	1	\$18,555
VPAK-0001	Model 60EX - 4T/4P AccessSwitch System Includes: One 6 slot system chassis, one INP4D Processor board with support for 4 T1/ISDN PRI network or port interfaces, four RS449/RS366 ports, and IMUX support. REQUIRES: Selection of AccessWare software and Country Kit	None	\$18,100	1	\$13,515
VPAK-0002	Model 60EX - 4T/4P AccessSwitch System Same as above except includes four V.35/RS366 ports	None	\$18,100	1	\$13,515
VPAK-0004	Model 60EX - 4E AccessSwitch System Includes: One 6 slot system chassis, one INP4 Processor board, 4 E1/ISDN PRI network or port interfaces, AccessWare software and user documentation on CD-ROM REQUIRES: AccessWare software and Country Kit	None	\$20,000	1	\$15,600

Model 200EX3 Access Switch

The Model 200EX3 is a tabletop or rack mount system providing a total of 20 slots, of which 19 are available for expansion, depending upon configuration. The Model 200EX3 may be configured with Digital Network interfaces, ISDN interfaces, High Speed Synchronous interfaces and a maximum of 3 Multipoint Control Unit modules. Each system also includes a copy of the AccessWare operating system software, user documentation and choice of Country Kit in the base price. The Country Kit provides the power cord and modem with cable for remote diagnostic access. **Choice of AccessWare software and Country Kit must be specified separately on the order.**

The Model 200EX3 is available in 2 power configurations, 110/240 VAC and -48VDC. The 200EX3 includes one 60 amp power supply. Two (2) additional power supplies may be added to provide redundancy and load sharing for a fully configured system. The Model 200EX3 -48VDC version is intended for environments that require equipment to meet the New Equipment Building Standards (NEBS) for central office (CO) equipment. A full NEBS Level 3 compliant chassis is available to special order.

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
M2EX-0020	Model 200EX3 AccessSwitch System (AC) Includes: One 20 slot system chassis, one INP4D Processor board with support for 4 T1/ISDN PRI network or port interfaces and one AC Power Supply REQUIRES: Selection of AccessWare software and Country Kit	-	\$27,500	1	\$20,590
M2EX-0022	Model 200EX3 AccessSwitch System (AC) Same as above except includes two (2) INP4D redundant Processor boards with no T1/ISDN PRI network or port interfaces. REQUIRES: QDIU interface cards to provide T1/ISDN network or port interfaces REQUIRES: Selection of AccessWare software and Country Kit	-	\$36,950	1	\$27,535

Base System Software and Country Kit Options

One (1) copy of AccessWare 2000 and one (1) country kit is **included** with each new Model 60EX or Model 200EX3 base system. **The choice of System Software must be ordered specifically on all new systems using the numbers below. These Order Codes determine the choice of Network Management Console and whether the STE Support Option is provided.**

The Network Management Console NMC 10.0 provides local/remote management and control of Model 20, Intelligent Switch, Model 60 and Model 200 systems via Ethernet, or dial-up PPP connections.

All AccessSwitch systems are shipped with the latest version of the AccessWare Operating System software on CD-ROM unless otherwise specified. AccessWare 2000 includes IMUXing, V.25bis bi-directional support, CACH EKTS, G.728 support for the optional MCU and local management software. Some older versions of AccessWare are available at additional cost as outlined below. Additional copies of AccessWare software may be obtained, and are located in the Spare Parts section of the price book.

AccessWare 2000 Software Options

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
NCSW-0009	AccessWare 2000 Operating System Software Includes AccessWare 2000 with LMC administration management software, and user documentation on CD-ROM.	M60EX, VPAK, M200EX3	N/A	1	N/A
GVSW-0006	AccessWare 2000 Operating System Software with STE Includes AccessWare 2000 (STE) with LMC administration management software, and user documentation on CD-ROM.	M60EX, VPAK, M200EX3	N/A	1	N/A
UPGV-0003	Upgrade software from AW2000 1.1 W/STE to AW2000 1.1.2 and LMC 10.0	M60EX, VPAK, M200EX3	\$1500	1	\$1,170
UPGD-0069	Upgrade to software AW2000 1.1.2 and LMC 10.0	M60EX, VPAK, M200EX3	\$1500	1	\$1,170

Earlier Release AccessWare Software Options

Older system software Releases that can be specified when ordering **NEW** AccessSwitches that are required to be compatible with existing installed switches.

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST	Product Category	SIN 132-333 GSA Price
LCSW-0005	R17 AccessWare Operating System Software Includes AccessWare R17, LMC administration and management software, and user documentation on CD-ROM.	M60EX, VPAK, M200EX3	N/A	1	N/A
LCSW-0002	R16 AccessWare Operating System Software Includes AccessWare R16 and LMC manager on 3.5 inch floppy disks and hard copy user documentation. REQUIRES: Selection of appropriate FBITS to enable IMUX, V.25bis, CACH EKTS, etc. FBITS are located in the Non-Current Products Section	M60EX, VPAK, M200EX3	N/A	1	N/A

Management Software Options (North America ONLY)

AccessWare 2000 utilizes Initia's Network Management Console (NMC10.0) software for local/remote management and control of the Intelligent Switch, Model 20, Model 60, and Model 200 systems.

NMC 10.0 introduces a powerful option to use an IP network for remote management of equipment. This feature works in conjunction with a number of vendors low cost Terminal Server Devices.

Initia's Network Management Console kit is licensed for single system and site use only. If the customer wishes to install additional systems to remotely manage his AccessSwitches, he will need to purchase additional key disks for each additional system.

If the customer wishes to install additional copies of the console to remotely manage his AccessSwitch network from other management sites, he will need to purchase an additional Network Management Console Kit for each additional management site. This kit (NMCM-0005) or (NMCM-0006) includes one copy of NMC 10.0 plus and approved modem and cable. [Key disks (XPSW-0001) require a quantity to be ordered and corresponding serial numbers to be managed]

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
NMCM-0005	Network Management Console Software Includes: one copy of NMC software on CD-ROM and modem for remotely configuring and managing multiple remote AccessSwitch Model 20, 60, 200 or Intelligent Switch Systems	Intelligent Switch AccessSwitch	\$5,550	1	\$4,950
XPSW-0001	Additional hub's to be managed by Network Management Console NMC 10.0 Requires a qty and the serial number(s) of the hub(s) to be managed.	Intelligent Switch AccessSwitch	\$300	1	\$235
UPGD-0068	NMC 10.0 Software and Documentation Comes with management of one hub For additional hubs use XPSW-0001	Intelligent Switch AccessSwitch	\$2000	1	\$1,560
UPGD-0069					
UPGD-0072	Local Management Console Software: 1 copy of LMC Software on CD Rom for local management and configuring AccessSwitch Model 20, 60 and 200 or Intelligent Switches	Intelligent Switch AccessSwitch	\$750	1	\$550

Network Interface Options

Digital Network Interfaces

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
QDIU-0004	Quad T1/PRI Interface Card Includes four ISDN PRI or T1 (DSX) network or port interfaces and an eight RJ45 I/O card.	M60EX M200EX2 M200EX3	\$9,275	1	\$6,930
QEIU-0002	Quad E1/PRI Interface Card Includes four (4) ISDN PRI or E1 120 ohm network or port interfaces and an RJ45 I/O card. ISDN Interfaces	M60EX M200EX2 M200EX3	\$10,100	1	\$7,550
OBIU-0002	ISDN S/T - BRI Interface Card Includes eight Basic Rate ISDN S/T port or network interfaces and an eight RJ45 I/O card	M60EX M200EX2 M200EX3	\$5,750	1	\$4,290
OBIU-0004	ISDN U - BRI Interface Card Includes eight Basic Rate ISDN U port interfaces and an eight RJ45 I/O card	M60EX M200EX2 M200EX3	\$6,300	1	\$4,835

High Speed Synchronous Interfaces

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
QRVX-0005	Quad V.35 QRVX-4 Interface Card Includes four V.35 application ports, IMUX hardware with four RS366 dialing ports. Dual 67 Pin CHAMP I/O card is included.	M60EX M200EX2 M200EX3	\$7,450	1	\$5,555
QRVX-0006	Quad RS449 QRVX-4 Interface Card Includes four RS449 application ports, IMUX hardware with four RS366A dialing ports. Dual 67 Pin CHAMP I/O card is included.	M60EX M200EX2 M200EX3	\$7,450	1	\$5,555
QRVX-0009	Quad X.21 QRVX-4 Interface Card Includes four X.21 application ports, and IMUX hardware. Dual 67 Pin CHAMP I/O card is included.	M60EX M200EX2 M200EX3	\$7,450	1	\$5,555

Multipoint Video Conferencing (MCU) Option

The Model 60EX and Model 200EX3 AccessSwitch systems may be configured with a

Multipoint Control Unit (MCU) interface module to support multipoint videoconferencing requirements. The MCU interface is H.320 compliant, providing 4 multipoint conference ports. The MCU supports dual dial 112/128K and provides IMUX capability to support 384K calls. Supports protocols G.711/722/728 audio/video at up to 30 frames per second. The MCU can be operated in one of two modes: Voice Activated or Lecture Mode. The MCU also includes Initia's VideoSwitch Exec. multipoint conferencing application software. This application runs under Windows 95 or NT 3.51 or later. VideoSwitch Exec. Launches and monitors spontaneous "ad hoc" conferences and connects to the MCU via serial or modem link.

The Model 60EX can support a maximum of 2 MCU interfaces. The Model 200EX3 can support a maximum of 3 MCU's.

MCU Options

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
MCU4-0001	MCU 4-site H.320 conference interface card Includes one MCU4 Interface module, IMUX hardware/software, and VideoSwitch Exec. Application software	M60/60EX M200EX1/ EX2/EX3 Win95 or NTPC	\$13,800	1	\$10,295
CONS-0009	Video Reservation Software Interface Kit, Release 7.0. Includes Application Programmer's Interface (API) used for connecting external, third party video reservation systems	MCU4	\$500	1	\$430

Power and Rack Mount Kits

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
ACCS-0022	Load Sharing 110/240VAC Power Supply Used for providing load sharing and AC power redundancy.	M200EX3	\$3,850	3	\$3,540
ACCS-0001	Rack Mount Kit for AccessSwitch 60 & 60EX Used for mounting into a 19" rack.	M60 or M60EX	\$110	3	\$100
ACCS-0018	Mid Mount kit for AccessSwitch Model 200	M200EX2 M200EX3	\$110	3	\$100

Country Kits

Country Kits contain an approved modem, cable, and power cord for use with AccessSwitch Model 20, Model 60EX, Model 200EX2, Model 200EX3, and Intelligent Switch. They are supplied at no charge with all **NEW** AccessSwitches and Intelligent Switches. These kits are approved for use in specific countries as indicated below.

ORDER CODE	DESCRIPTION	PREREQUISITE	SUGGESTED LIST	DISCOUNT CATEGORY
SKIT-0001	Power/Modem Kit - USA	See Above	--	N/A
SKIT-0002	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0003	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0004	Power/Modem Kit - Denmark	See Above	--	N/A
SKIT-0005	Power/Modem Kit - Italy	See Above	--	N/A
SKIT-0006	Power/Modem Kit - Switzerland	See Above	--	N/A
SKIT-0007	Power/Modem Kit - Japan	See Above	--	N/A
SKIT-0008	Power/Modem Kit - South Korea	See Above	--	N/A
SKIT-0010	Power/Modem Kit - Israel	See Above	--	N/A
SKIT-0012	Power/Modem Kit - Canada	See Above	--	N/A
SKIT-0013	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0014	Power/Modem Kit - Belgium	See Above	--	N/A
SKIT-0015	Power/Modem Kit - France	See Above	--	N/A
SKIT-0016	Power/Modem Kit - Germany	See Above	--	N/A
SKIT-0017	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0018	Power/Modem Kit - Singapore	See Above	--	N/A
SKIT-0019	Power/Modem Kit - Hong Kong	See Above	--	N/A
SKIT-0020	Power/Modem Kit - Spain	See Above	--	N/A
SKIT-0021	Power/Modem Kit - Australia	See Above	--	N/A
SKIT-0022	Power/Modem Kit - New Zealand	See Above	--	N/A
SKIT-0023	Power/Modem Kit - Sweden	See Above	--	N/A
SKIT-0024	Power/Modem Kit - Finland	See Above	--	N/A
SKIT-0025	Power/Modem Kit - Norway	See Above	--	N/A
SKIT-0026	Power/Modem Kit - Ireland	See Above	--	N/A
SKIT-0027	Power/Modem Kit - Portugal	See Above	--	N/A
SKIT-0028	Power/Modem Kit - Austria	See Above	--	N/A
SKIT-0029	Power/Modem Kit - Greece	See Above	--	N/A
SKIT-0030	Power/Modem Kit - Malaysia	See Above	--	N/A
SKIT-0031	Power/Modem Kit - Indonesia	See Above	--	N/A
SKIT-0032	Power/Modem Kit - Thailand	See Above	--	N/A
SKIT-0033	Power/Modem Kit - Luxembourg	See Above	--	N/A
SKIT-0034	Power/Modem Kit - India	See Above	--	N/A
SKIT-0035	Power/Modem Kit - Brazil	See Above	--	N/A
SKIT-0036	Power/Modem Kit - Chile	See Above	--	N/A
SKIT-0037	Power/Modem Kit - Venezuela	See Above	--	N/A
SKIT-0038	Power/Modem Kit - South Africa	See Above	--	N/A
SKIT-0039	Power/Modem Kit - Ghana	See Above	--	N/A
SKIT-0040	Power/Modem Kit - Colombia	See Above	--	N/A
SKIT-0041	Power/Modem Kit - Argentina	See Above	--	N/A
SKIT-0042	Power/Modem Kit - Peru	See Above	--	N/A
SKIT-0043	Power/Modem Kit - Poland	See Above	--	N/A

Interface Cables

Cables for E1 or Primary Rate ISDN (all AccessSwitches)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0001	RJ45-RJ45 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ48C connector on each end. Intended for connecting Initia systems to CSUs.	INP4D, or QDIU, or QEIU	\$105	3	\$95
CABL-0002	RJ45-DB15 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ48C connector on one end and DB-15 male connector on the other end. For connecting Initia systems to CSUs.	INP4D, or QDIU, or QEIU	\$105	3	\$95
CABL-0003	RJ45-DB15 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ48C connector on one end and DB-15 male connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	INP4D, or QDIU, or QEIU	\$105	3	\$95
CABL-0004	RJ45-RJ45 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ48C connector on each end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	INP4D, or QDIU, or QEIU	\$105	3	\$95
CABL-0028	RJ45-DB9 E1/PRI DCE Cable (Switzerland Only). 10 ft crossover cable with an RJ48C connector on one end and DB-9 male connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	INP4D, or QDIU, or QEIU	\$105	3	\$95
CABL-0029	RJ45-DB9 E1/PRI DCE Cable (Switzerland Only). 10 ft crossover cable with an RJ48C connector on one end and DB-9 female connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	INP4D, or QDIU, or QEIU	\$105	3	\$95

Cables for Basic Rate ISDN (All AccessSwitches)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0005	RJ45-RJ45 BRI Network Trunk Cable 10 ft. cable with an RJ48C connector on each end. Intended for connecting Initia systems to telco ISDN BRI lines via NT1 devices.	OBIU	\$55	3	\$50
CABL-0006	RJ45-RJ45 BRI Port Cable 10 ft. cable with an RJ48C connector on each end. Intended for connecting Initia systems to other ISDN CPE (ISDN TAs, Videoconferencing Systems).	OBIU	\$55	3	\$50

Cables for High Speed Synchronous Interfaces (AccessSwitch 60 and 200 only)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0026	RVX V.35 Female Cable 5 ft cable. 68 Pin Champ to (2) V.35F and (2) DB25F. For applications that require male cables add ACCS-0013 DB25M and V.35M gender changers.	QRVX-0005	\$660	3	\$605
CABL-0027	RVX RS449 Female Cable 5 ft cable. 68 Pin Champ to (2) DB37F and (2) DB25F. For applications that require male cables add ACCS-0014 DB37M and DB25M gender changers.	QRVX-0006	\$550	3	\$505
CABL-0034	X.21 Female 5 ft. Cable. 14 pin connector.	QRVX-0011	\$135	3	\$125

Misc. Cables

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0030	QRVX V.35 loop back test cable		\$110	3	\$100
CABL-0013	RJ45 to DB9F Console Cable 14 ft. cable with RJ-45 connector on one end and DB9F connector on the other end. Intended for connecting management consoles to Initia systems.		\$55	3	\$50
CABL-0014	Loop back Plug Intended for use to loop back T1/PRI signals. Also used as the Softload programming plug.		\$55	3	\$50
CABL-0015	Remote Access Kit (RAK) Cable 14 ft. cable with RJ-45 connector on one end and a RS-232C male connector on the other end. Intended for connecting RAK to Initia systems.		\$55	3	\$50

INTELLIGENT SWITCH AND INTELLIGENT SWITCH PLUS

The Intelligent Switch and Intelligent Switch Plus systems are standalone, non-expandable units providing support for T1, ISDN Primary Rate, ISDN Basic Rate service and high-speed synchronous devices. They are tabletop units designed to operate on 110/240 VAC, 50/60Hz, with the proper power kit. Each system also includes a copy of the AccessWare operating system software, Local Management Console (LMC) software and user documentation. Each configuration also includes IMUX software and the North American Country Kit, which includes power cord, cable and modem. The SKIT must be specified on the order.

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
MISU-0001	Intelligent Switch – 3T/2P/8B Includes three T1/PRI network interface, two V.35 application ports, two RS366 dialing ports, eight ISDN BRI S/T port or network interfaces, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$9,200	1	\$6,865
MISU-0002	Intelligent Switch Plus – 1T/2P/16B Includes one T1/PRI network interface, two V.35 application ports, two RS366 dialing ports, sixteen ISDN BRI S/T port or network interfaces, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$9,980	1	\$8,580
MISU-0003	Intelligent Switch – IS-4B2P Includes four BRI S/T port or network interfaces, two V.35/RS449 application ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$3,750	1	\$2,925
MISU-0004	Intelligent Switch – IS-1T2P Includes one T1/PRI network interface, two V.35/RS449 application ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$5,300	1	\$4,135

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
MISU-0005	Intelligent Switch – IS-1T2PC Includes one T1/PRI network interface with integrated CSU, two V.35/RS449 application ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$6,440	1	\$5,025
MISU-0006	Intelligent Switch – IS-3T4PV Includes three T1/PRI network interfaces, four V.35/RS449 application ports, four RS366 dialing ports, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$9,100	1	\$7,100
MISU-0007	Intelligent Switch – IS-3T4PR Includes three T1/PRI network interfaces, four V.35/RS449 application ports, four RS366 dialing ports, Inverse Multiplexing, AccessWare software installed, LMC 10.0 management software and user documentation on CD-ROM REQUIRES: Selection of Country Kit	North America ONLY	\$9,100	1	\$7,100

AccessWare Software Options (North America ONLY)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
NMCM-0005	Network Management Console Software Includes: one copy of NMC software on CD-ROM and modem for remotely configuring and managing multiple remote AccessSwitch Model 20, 60, 200 or Intelligent Switch Systems	Intelligent Switch AccessSwitch	\$5,550	1	\$4,950
XPSW-0001	Additional hub's to be managed by Network Management Console NMC 10.0 Requires a qty and the serial number(s) of the hub(s) to be managed.	Intelligent Switch AccessSwitch	\$300	1	\$235
UPGD-0068	NMC 10.0 Software and Documentation Comes with management of one hub For additional hubs use XPSW-0001	Intelligent Switch AccessSwitch	\$2000	1	\$1,560

Country Kits

Country Kits contain an approved modem, cable, and power cord for use with AccessSwitch Model 20, Model 60EX, Model 200EX2, Model 200EX3, and Intelligent Switch. They are supplied at no charge with all **NEW** AccessSwitches and Intelligent Switches. These kits are approved for use in specific countries as indicated below.

ORDER CODE	DESCRIPTION	PREREQUISITE	SUGGESTED LIST	DISCOUNT CATEGORY
SKIT-0001	Power/Modem Kit - USA	See Above	--	N/A
SKIT-0002	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0003	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0004	Power/Modem Kit - Denmark	See Above	--	N/A
SKIT-0005	Power/Modem Kit - Italy	See Above	--	N/A
SKIT-0006	Power/Modem Kit - Switzerland	See Above	--	N/A
SKIT-0007	Power/Modem Kit - Japan	See Above	--	N/A
SKIT-0008	Power/Modem Kit - South Korea	See Above	--	N/A
SKIT-0010	Power/Modem Kit - Israel	See Above	--	N/A
SKIT-0012	Power/Modem Kit - Canada	See Above	--	N/A
SKIT-0013	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0014	Power/Modem Kit - Belgium	See Above	--	N/A
SKIT-0015	Power/Modem Kit - France	See Above	--	N/A
SKIT-0016	Power/Modem Kit - Germany	See Above	--	N/A
SKIT-0017	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0018	Power/Modem Kit - Singapore	See Above	--	N/A
SKIT-0019	Power/Modem Kit - Hong Kong	See Above	--	N/A
SKIT-0020	Power/Modem Kit - Spain	See Above	--	N/A
SKIT-0021	Power/Modem Kit - Australia	See Above	--	N/A
SKIT-0022	Power/Modem Kit - New Zealand	See Above	--	N/A
SKIT-0023	Power/Modem Kit - Sweden	See Above	--	N/A
SKIT-0024	Power/Modem Kit - Finland	See Above	--	N/A
SKIT-0025	Power/Modem Kit - Norway	See Above	--	N/A
SKIT-0026	Power/Modem Kit - Ireland	See Above	--	N/A
SKIT-0027	Power/Modem Kit - Portugal	See Above	--	N/A
SKIT-0028	Power/Modem Kit - Austria	See Above	--	N/A
SKIT-0029	Power/Modem Kit - Greece	See Above	--	N/A
SKIT-0030	Power/Modem Kit - Malaysia	See Above	--	N/A
SKIT-0031	Power/Modem Kit - Indonesia	See Above	--	N/A
SKIT-0032	Power/Modem Kit - Thailand	See Above	--	N/A
SKIT-0033	Power/Modem Kit - Luxembourg	See Above	--	N/A
SKIT-0034	Power/Modem Kit - India	See Above	--	N/A
SKIT-0035	Power/Modem Kit - Brazil	See Above	--	N/A
SKIT-0036	Power/Modem Kit - Chile	See Above	--	N/A
SKIT-0037	Power/Modem Kit - Venezuela	See Above	--	N/A
SKIT-0038	Power/Modem Kit - South Africa	See Above	--	N/A
SKIT-0039	Power/Modem Kit - Ghana	See Above	--	N/A
SKIT-0040	Power/Modem Kit - Colombia	See Above	--	N/A
SKIT-0041	Power/Modem Kit - Argentina	See Above	--	N/A
SKIT-0042	Power/Modem Kit - Peru	See Above	--	N/A
SKIT-0043	Power/Modem Kit - Poland	See Above	--	N/A

Interface Cables

Cables for T1 or Primary Rate ISDN

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0001	RJ45-RJ45 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ45C connector on each end. Intended for connecting Initia systems to CSUs.	MISU-0001, MISU-0002 or any Model 20 or VSE	\$105	3	\$95
CABL-0002	RJ45-DB15 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ45C connector on one end and DB-15 male connector on the other end. For connecting Initia systems to CSUs.	MISU-0001, MISU-0002 or any Model 20 or VSE	\$105	3	\$95
CABL-0003	RJ45-DB15 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ45C connector on one end and DB-15 male connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	MISU-0001, MISU-0002 or any Model 20 or VSE	\$105	3	\$95
CABL-0004	RJ45-RJ45 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ45C connector on each end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	MISU-0001, MISU-0002 or any Model 20 or VSE	\$105	3	\$95

Cables for Basic Rate ISDN

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0005	RJ45-RJ45 BRI Network Trunk Cable 10 ft. cable with an RJ45C connector on each end. Intended for connecting Initia systems to telco ISDN BRI lines via NT1 devices.	MISU-0001, MISU-0002 or any Model 20 or VSE	\$55	3	\$50
CABL-0006	RJ45-RJ45 BRI Port Cable 10 ft. cable with an RJ45C connector on each end. Intended for connecting Initia systems to other ISDN CPE (ISDN TAs, Videoconferencing Systems).	MISU-0001, MISU-0002 or any Model 20 or VSE	\$55	3	\$50

Cables for High Speed Synchronous Interfaces (Intelligent Switch, Model 20 and VSE Express)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0016	V.35 Male M20 Adapter 1 ft. cable. DB44M to male V.35 connector for DTE end.	All except M020-0026	\$220	3	\$200
CABL-0017	V.35 Female M20 Adapter 1 ft. DB-44M to female V.35 connector for DTE end.	All except M020-0026	\$220	3	\$200
CABL-0020	RS449 Female Cable Adapter 1 ft cable. DB-44M to DB-37F. For applications that require male cables add ACCS-0012 DB-37M gender changers.	MISU-0001, MISU-0002 or any Model 20 or VSE	\$140	3	\$125
CABL-0021	RS366 Female Cable Adapter 1 ft cable. DB15M to DB25F. For applications that require male cables add ACCS-0011 DB25M gender changers.	MISU-0001, MISU-0002 or any Model 20 or VSE	\$140	3	\$125
CABL-0030	QRVX V.35 loop back test cable	None	\$110	3	\$100
CABL-0013	RJ45 to DB9F Console Cable 14 ft. cable with RJ-45 connector on one end and DB9F connector on the other end. Intended for connecting management consoles to Initia systems.	None	\$55	3	\$50
CABL-0014	Loop back Plug Intended for use to loop back T1/PRI signals. Also used as the Softload programming plug.	None	\$55	3	\$50
CABL-0015	Remote Access Kit (RAK) Cable 14 ft. cable with RJ-45 connector on one end and a RS-232C male connector on the other end. Intended for connecting RAK to Initia systems.	None	\$55	3	\$50

MODEL 20 ACCESSSWITCH AND VIDEOSWITCH EXPRESS

The Model 20 AccessSwitch and VideoSwitch Express systems are standalone, non-expandable units available in several preconfigured versions. Both systems support T1, ISDN Primary Rate and Basic Rate service. The Model 20 and VideoSwitch Express systems are tabletop units designed to operate on 110/220 VAC, 50/60Hz, with the proper power kit. Each system also includes a copy of the AccessWare operating system software and user documentation. Each configuration also includes IMUX software and choice of Country Kit, which includes power cord, cable and modem.

Model 20 AccessSwitch

The Model 20 is ideal for distributed networks at remote locations, such as branch offices, or separate floors of a multi-story building. Several versions are available to support a variety of end-point configurations.

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
M020-0022	Model 20 - 1T/2P Includes one T1/PRI network interface, two application V.35/RS-449 ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software, and user documentation on CD ROM	None	\$6300	1	\$4,715
M020-0023	Model 20 - 1T/2P/C Includes one T1/PRI CSU network interface, two application V.35/RS-449 ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software, and user documentation on CD ROM	None	\$7,475	1	\$5,575
M020-0003	Model 20 - 4B/2P Includes four ISDN BRI S/T network interfaces, two application V.35/RS-449 ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software, and user documentation on CD ROM	None	\$4,000	2	\$2,575

AccessWare Software Options

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
NMCM-0005	Network Management Console Software Includes: one copy of NMC software on CD-ROM and modem for remotely configuring and managing multiple remote AccessSwitch Model 20, 60, 200 or Intelligent Switch Systems	Intelligent Switch AccessSwitch	\$5,550	1	\$4,950
XPSW-0001	Additional hub's to be managed by Network Management Console NMC 10.0 Requires a qty and the serial number(s) of the hub(s) to be managed.	Intelligent Switch AccessSwitch	\$300	1	\$235
UPGD-0068	NMC 10.0 Software and Documentation Comes with management of one hub For additional hubs use XPSW-0001	Intelligent Switch AccessSwitch	\$2000	1	\$1,560

Interface Cables

Cables for E1 or Primary Rate ISDN (all AccessSwitches)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0001	RJ45-RJ45 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ48C connector on each end. Intended for connecting Initia systems to CSUs.	Any Model 20 or VSE	\$105	3	\$95
CABL-0002	RJ45-DB15 PRI/T1 DTE Cable. 25 ft straight-through cable with an RJ48C connector on one end and DB-15 male connector on the other end. For connecting Initia systems to CSUs.	Any Model 20 or VSE	\$105	3	\$95
CABL-0003	RJ45-DB15 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ48C connector on one end and DB-15 male connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	Any Model 20 or VSE	\$105	3	\$95
CABL-0004	RJ45-RJ45 PRI/T1 DCE Cable. 25 ft crossover cable with an RJ48C connector on each end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	Any Model 20 or VSE	\$105	3	\$95
CABL-0028	RJ45-DB9 E1/PRI DCE Cable (Switzerland Only). 10 ft crossover cable with an RJ48C connector on one end and DB-9 male connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	Any Model 20 or VSE	\$105	3	\$95
CABL-0029	RJ45-DB9 E1/PRI DCE Cable (Switzerland Only). 10 ft crossover cable with an RJ48C connector on one end and DB-9 female connector on the other end. Intended for connecting Initia systems to other DTE equipment (PBXs, channel banks).	Any Model 20 or VSE	\$105	3	\$95

Cables for Basic Rate ISDN (All AccessSwitches)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0005	RJ45-RJ45 BRI Network Trunk Cable 10 ft. cable with an RJ48C connector on each end. Intended for connecting Initia systems to telco ISDN BRI lines via NT1 devices.	Any Model 20 or VSE	\$55	3	\$50
CABL-0006	RJ45-RJ45 BRI Port Cable 10 ft. cable with an RJ48C connector on each end. Intended for connecting Initia systems to other ISDN CPE (ISDN TAs, Videoconferencing Systems).	Any Model 20 or VSE	\$55	3	\$50

Cables for High Speed Synchronous Interfaces (Model 20 and VideoSwitch Express)

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0016	V.35 Male M20 Adapter 1 ft. cable. DB44M to male V.35 connector for DTE end.	Model 20, VSE - Except M020- 0026	\$220	3	\$200
CABL-0017	V.35 Female M20 Adapter 1 ft. DB-44M to female V.35 connector for DTE end.	Model 20, VSE - Except M020- 0026	\$220	3	\$200
CABL-0020	RS449 Female Cable Adapter 1 ft cable. DB44M to DB37F. For applications that require male cables add ACCS-0012 DB37M gender changers.	Any Model 20 or VSE	\$140	3	\$125
CABL-0021	RS366 Female Cable Adapter 1 ft cable. DB15M to DB25F. For applications that require male cables add ACCS-0011 DB25M gender changers.	Any Model 20 or VSE	\$140	3	\$125
CABL-0024	V.35/RS366 Female Champ Cable 15 ft. cable. 50 Pin Champ to (2) V.35F and (2) DB25F. For applications that require male cables add ACCS-0012 DB37M gender changers USED WITH M020-0024 & M020-0025 ONLY.	M020- 0024, M020- 0025	\$550	3	\$505
CABL-0025	RS449/RS366 Female Champ Cable. 15 ft. cable. 50 Pin Champ to (2) DB37F and (2) DB25F for PictureTel® systems. For applications that require male cables add ACCS-0012 DB37M gender changers.	Any Model 20 or VSE	\$550	3	\$505

Misc. Cables

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
CABL-0030	QRVX V.35 loop back test cable	None	\$100	3	\$90
CABL-0013	RJ45 to DB9F Console Cable 14 ft. cable with RJ-45 connector on one end and DB9F connector on the other end. Intended for connecting management consoles to Initia systems.	None	\$50	3	\$45
CABL-0014	Loop back Plug Intended for use to loop back T1/PRI signals. Also used as the Softload programming plug.	None	\$50	3	\$45
CABL-0015	Remote Access Kit (RAK) Cable 14 ft. cable with RJ-45 connector on one end and a RS-232C male connector on the other end. Intended for connecting RAK to Initia systems.	None	\$50	3	\$45

Country Kits

Country Kits contain an approved modem, cable, and power cord for use with AccessSwitch Model 20, Model 60EX, Model 200EX2, Model 200EX3, and Intelligent Switch. They are supplied at no charge with all **NEW** AccessSwitches and Intelligent Switches. These kits are approved for use in specific countries as indicated below.

ORDER CODE	DESCRIPTION	PREREQUISITE	SUGGESTED LIST	DISCOUNT CATEGORY
SKIT-0001	Power/Modem Kit - USA	See Above	--	N/A
SKIT-0002	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0003	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0004	Power/Modem Kit - Denmark	See Above	--	N/A
SKIT-0005	Power/Modem Kit - Italy	See Above	--	N/A
SKIT-0006	Power/Modem Kit - Switzerland	See Above	--	N/A
SKIT-0007	Power/Modem Kit - Japan	See Above	--	N/A
SKIT-0008	Power/Modem Kit - South Korea	See Above	--	N/A
SKIT-0010	Power/Modem Kit - Israel	See Above	--	N/A
SKIT-0012	Power/Modem Kit - Canada	See Above	--	N/A
SKIT-0013	Power/Modem Kit - United Kingdom	See Above	--	N/A
SKIT-0014	Power/Modem Kit - Belgium	See Above	--	N/A
SKIT-0015	Power/Modem Kit - France	See Above	--	N/A
SKIT-0016	Power/Modem Kit - Germany	See Above	--	N/A
SKIT-0017	Power/Modem Kit - Netherlands	See Above	--	N/A
SKIT-0018	Power/Modem Kit - Singapore	See Above	--	N/A
SKIT-0019	Power/Modem Kit - Hong Kong	See Above	--	N/A
SKIT-0020	Power/Modem Kit - Spain	See Above	--	N/A
SKIT-0021	Power/Modem Kit - Australia	See Above	--	N/A
SKIT-0022	Power/Modem Kit - New Zealand	See Above	--	N/A
SKIT-0023	Power/Modem Kit - Sweden	See Above	--	N/A
SKIT-0024	Power/Modem Kit - Finland	See Above	--	N/A
SKIT-0025	Power/Modem Kit - Norway	See Above	--	N/A
SKIT-0026	Power/Modem Kit - Ireland	See Above	--	N/A
SKIT-0027	Power/Modem Kit - Portugal	See Above	--	N/A
SKIT-0028	Power/Modem Kit - Austria	See Above	--	N/A
SKIT-0029	Power/Modem Kit - Greece	See Above	--	N/A
SKIT-0030	Power/Modem Kit - Malaysia	See Above	--	N/A
SKIT-0031	Power/Modem Kit - Indonesia	See Above	--	N/A
SKIT-0032	Power/Modem Kit - Thailand	See Above	--	N/A
SKIT-0033	Power/Modem Kit - Luxembourg	See Above	--	N/A
SKIT-0034	Power/Modem Kit - India	See Above	--	N/A
SKIT-0035	Power/Modem Kit - Brazil	See Above	--	N/A
SKIT-0036	Power/Modem Kit - Chile	See Above	--	N/A
SKIT-0037	Power/Modem Kit - Venezuela	See Above	--	N/A
SKIT-0038	Power/Modem Kit - South Africa	See Above	--	N/A
SKIT-0039	Power/Modem Kit - Ghana	See Above	--	N/A
SKIT-0040	Power/Modem Kit - Colombia	See Above	--	N/A
SKIT-0041	Power/Modem Kit - Argentina	See Above	--	N/A
SKIT-0042	Power/Modem Kit - Peru	See Above	--	N/A
SKIT-0043	Power/Modem Kit - Poland	See Above	--	N/A

Accessories

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
ACCS-0001	Rack Mount Kit for AccessSwitch 60 & 60EX Used for mounting into a 19" rack.	M60 or M60EX	\$110	3	\$100
ACCS-0006	115VAC Power Cord	None	\$55	3	\$50
ACCS-0010	V.35 Hub Extender (US/Canada Only) Includes one pair of devices for extending V.35 application and RS366 dialing ports	None	\$3,025	3	\$2,785
ACCS-0011	Gender Changer Kit. Two DB25M, Male to Male.	None	\$55	3	\$50
ACCS-0012	Gender Changer Kit. Two DB37M, Male to Male.	None	\$110	3	\$100
ACCS-0013	Gender Changer Kit. Two DB25M, two V.35M, Male to Male.	None	\$300	3	\$280
ACCS-0014	Gender Changer Kit. Two DB25M, two DB37M, Male to Male.	None	\$165	3	\$150
ACCS-0018	Mid Mount kit for AccessSwitch Model 200	M200EX2 M200EX3	\$110	3	\$100
ACCS-0019	RS449 Hub Extender (US/Canada Only) Includes one pair of devices for extending RS449 application and RS366 dialing ports	None	\$3,025	3	\$2,785
ACCS-0022	Load Sharing 110/240VAC Power Supply Module Used for providing load sharing and AC power redundancy.	M200EX3	\$3,850	3	\$3,250
ACCS-0023	Baluns 75ohm Coax Terminator Female For connecting DEIU and QEIU E1 cards to 75ohm coaxial cable.	None	\$165	3	\$150
ACCS-0024	Balloons 75ohm Coax Terminator Male For connecting DEIU and QEIU E1 cards to 75ohm coaxial cable.	None	\$165	3	\$150
ACCS-0025	Load Sharing -48VDC Power Supply Module Used for providing load sharing and AC power redundancy.	M200EX3 ONLY	\$3,850	3	\$3,250
ACCS-0026	Gender changer (1) DB9 male to male	None	\$55	3	\$50

Documentation

Each Base system includes user documentation on CD-ROM. Additional CD-ROMs or printed versions of the manuals may be purchased separately.

CD-ROM Documentation

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
DOCU-0045	R17 Documentation Set on CD-ROM Includes Installation manual, Feature Guide, and LMC/NMC user manual		\$440	1	\$315
DOCU-0052	R18 Documentation Set Includes Installation manual, Quick Start Guide, and NMC/IP 1.0 user manual		\$550	1	\$430

Printed Documentation

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
DOCU-0044	R17 Documentation Set Includes Installation manual, Feature Guide, and LMC/NMC user manual		\$550	1	\$430
DOCU-0043	R16 Documentation Set Includes Installation manual, Feature Guide, and LMC/NMC user manual		\$550	1	\$430
DOCU-0042	R14 Documentation Set Includes Installation manual, Feature Guide, and LMC/NMC user manual		\$550	1	\$430
DOCU-0046	Model 20 Documentation Set Includes User Guide and LMC/NMC user manual		\$385	1	\$300
DOCU-0047	VideoSwitch Express Documentation Set Includes User Guide and LMC/NMC user manual		\$385	1	\$300
DOCU-0035	LMC/NMC User Manual Includes LMC/NMC user manual		\$110	1	\$85

NON-CURRENT PRODUCTS

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST PRICE	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
INP4-0001	Single INP4D System Controller Includes one (1) INP4D system controller with four T1 interfaces. Also provides Call Routing, public and private Dial Plans, Digit Manipulation, Protocol Translations. ISDN Basic & Primary Rate Protocols.	Old M60 Old M200EX1	\$9,075	2	\$7,715
M2EX-0014	Model 200EX2 20 slot chassis Includes: Single -48vdc Power Supply, LMC and Manual, AccessWare Release 16.X. REQUIRES: INP4-0003 or INP4-0004	-	\$18,250	1	\$14,235
M2EX-0019	Model 200EX3 AccessSwitch System (AC) Includes: One 20 slot system chassis, one INP4 Processor board, one AC Power Supply, choice of AccessWare operating software and user documentation on CD-ROM REQUIRES: AccessWare software and Country Kit	-	\$27,500	1	\$21,450
M2EX-0021	Model 200EX3 AccessSwitch System (AC) Same as above except includes two INP4 redundant Processor boards REQUIRES: AccessWare software , Country Kit and QDIU for T1/PRI Network connections	-	\$36,435	1	\$28,420
M020-0008	Model 20 - 1T/8B/2P Includes one T1/PRI network interface, eight ISDN BRI S/T port or network interfaces, two application V.35/RS-449 ports, two RS366 dialing ports, Inverse Multiplexing, AccessWare software, and user documentation on CD-ROM	-	\$11,550	1	\$9,010
M020-0010	Model 20 - 1T/2P/16B Includes one T1/PRI network interface, 16 ISDN BRI S/T port or network interfaces, IMUX, and 2 x V.35/RS449 application ports with RS366 dialing ports. REQUIRES: Selection of Country Kit	-	\$18,975	1	\$14,800
M020-0024	Model 20 - 3T/4P Includes three (3) T1/PRI network interfaces, four (4) V.35 application ports, Inverse Multiplexing, AccessWare software, and user documentation on CD-ROM. Supports multiple dial plans and tandem switching	-	\$9,900	1	\$7,720
M020-0026	Model 20 - 3T/4P Same as above except includes four (4) RS449 application ports	-	\$9,900	1	\$7,720

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST PRICE	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
M020-0018	VideoSwitch Express - 1T/8B/2P/4 Includes one (1) T1/PRI network interface, eight (8) ISDN BRI S/T port or network interfaces, four (4) MCU ports, two (2) application V.35/RS449 ports, two (2) RS366 dialing ports, Inverse Multiplexing, AccessWare software, and user documentation on CD ROM	-	\$18,150	1	\$14,155
M020-0020	VideoSwitch Express - 1T/16B/2P/4M Same as above except include sixteen (16) ISDN BRI S/T port or network interfaces	-	\$23,100	1	\$18,020
LVGW-0004	H.323 LAN Video Gateway Includes four (4) 10BaseT Ethernet LAN interfaces and two free slots for WAN modules. Supports H.323 desktop video stations over conventional LANS.	-	\$7,150	2	\$6,080
LVGW-0005	H.323 LAN Video Gateway for Token Ring Includes four (4) 16/4 Token Ring UTP LAN Interfaces and two free slots for WAN modules. Supports H.323 desktop and group video stations over conventional LANS. REQUIRES: Selection of Power Kit	-	\$7,700	2	\$6,550
LVGM-0003	Audio Transcoder Module Upgrade Supports transcoding between G.711, G,728 and G.723. Required for quality 128K LAN-WAN video when using an Intel Business Videoconferencing (Proshare) 323 codec or Microsoft Netmeeting. Must order at time of purchase. NOT field installable.	-	\$2,420	2	\$2,075
LVGM-0001	Dual V.35/RS366 Module Supports up to 384Kbps LAN to WAN conferencing. Requires 2xCABL-0031 for connection to inverse multiplexor V.35/RS366 cables.	LVGW-0004	\$1,155	2	\$980
LMCU-0002	H.323 LAN based MCU for Ethernet with single 10BaseT Ethernet LAN interface supports up to 15 simultaneous video calls at 128Kbps, 9 at 384Kbps, 7 at 768Kbps, and 3 at 1.5Mbps. Supports H.323 desktop and group video stations over conventional LANS. REQUIRES: Selection of Power Kit	LVGW-0004	\$24,750	2	\$21,035
LVIU-0004	H.323 LAN Video Interface Unit Includes one (1) Ethernet interface and two V.35/RS366 interfaces.	LVGW-0004, CABL-0032-	\$4,785	2	\$4,065
LVGM-0002	Dual ISDN BRI Module Supports 128Kbps LAN to WAN conferencing	LVGW-0004	\$2,090	2	\$1,775

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST PRICE	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
PKIT-0001	North America Country Kit Includes AccessSwitch power cord for United States and Canada only.	LVGW-0004, LVIU-004	N/A	1	N/A
CABL-0031	V.35/RS366 DTE Cable To connect the LAN Video Gateway to an inverse multiplexor. 2 cables are required per LVGM-0004	-	\$265	3	\$245
CABL-0032	V.35/RS366 DCE cable To connect a Madge LAN Video interface unit and a Rollabout video codec	-	\$265	3	\$245
CABL-0033	Category 5 Ethernet drop cable The LAN Video Gateway and LAN Video Interface Unit come with one cable. This cable is required to connect to the additional Ethernet ports on the on the LAN Video Gateway if required (one cable per Ethernet interface).	-	\$28	3	\$25
QRVX-0001	V.35 - QRVX-4 Interface Card Includes four V.35 application ports, IMUX hardware and four RS366 dialing ports. Dual 67 Pin CHAMP I/O card is included. REQUIRES: FBIT-0001 to perform IMUXing.	Old M60 Old M200EX1	\$7,450	2	\$5,680
QRVX-0002	RS449 - QRVX-4 Interface Card Includes four RS449 application ports, IMUX hardware and four RS366A dialing ports. Dual 67 Pin CHAMP I/O card is included. REQUIRES: FBIT-0001 to perform IMUXing.	Old M60 Old M200EX1	\$7,450	2	\$5,680
QEIU-0001	E1/PRI Interface Card Includes four (4) ISDN PRI or E1 120 ohm network or port interfaces. RJ45 I/O card included.	Old M60 Old M200EX1	\$10,100	2	\$8,230
QDIU-0003	T1/PRI Interface Card Includes four ISDN PRI or T1 (DSX) network or port interfaces. Eight RJ45 I/O card included.	Old M60 Old M200EX1	\$9,275	2	\$7,550
OBIU-0001	8 port BRI S/T Interface Card Includes eight (8) Basic Rate ISDN S/T port or network interfaces. Eight RJ45 I/O card included.	Old M60 Old M200EX1	\$5,750	2	\$4,280
OBIU-0003	8 port BRI U Interface Card Includes eight (8) Basic Rate ISDN U port interfaces. Eight RJ45 I/O card included.	Old M60 Old M200EX1	\$6,300	2	\$5,140
DOCU-0041	R13 Documentation Set Includes Installation manual, Feature Guide, and LMC/NMC user manual		\$500	1	\$390
ACCS-0020	Tray and cabling for -48 volt DC Power Supply Tray supports 3 supplies: 2 load sharing, 1 redundant. Can be used to upgrade AC powered version of AccessSwitch 200. Tray and cabling rated for 100 amps maximum.	M2EX-0018	\$3,150	2	\$2,675
ACCS-0017	Load Sharing 110/230vac Power Supply for AccessSwitch 200 (EX2 version). Used for providing load sharing and AC power redundancy.	M200EX2	\$4,025	3	\$3,660

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGEST LIST PRICE	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
NPAK-003	Video-in-a-Box - Ethernet Contains one Ethernet LAN Video Gateway with one BRI WAN Module, four Escort 25PRO H.323 video codecs (NTSC), one Cruiser 150 H.320 video codec (NTSC), and CD ROM with application software. REQUIRES: Selection of Power Kit Note: LVG does not include audio transcoder	-	\$16,170	2	\$13,745
NPAK-0004	Video-in-a-Box - Token Ring Contains one Token Ring LAN Video Gateway with one BRI WAN Module, four Escort 25PRO H.323 video codecs (NTSC), one Cruiser 150 H.320 video codec (NTSC), and CD ROM with application software. REQUIRES: Selection of Power Kit Note: LVG does not include audio transcoder	-	\$16,720	2	\$14,210
NPAK-007	Video-in-a-Box Lite - Ethernet Contains one Ethernet LAN Video Gateway with one BRI WAN Module, two Escort 25PRO H.323 video codecs (NTSC), and CD ROM with application software. Note: LVG does not include audio transcoder	-	\$11,660	2	\$9,910
NPAK-008	Video-in-a-Box Lite - Token Ring Contains one Token Ring LAN Video Gateway with one BRI WAN Module, two Escort 25PRO H.323 video codecs (NTSC), and CD ROM with application software. Note: LVG does not include audio transcoder	-	\$12,210	2	\$10,380
VCON-003	Escort 25PRO H.323 Video Codec including NTSC camera, handset, application software, and User Guide.	-	\$1,155	2	\$980
VCON-004	Cruiser 150 H.320 Video Codec with one BRI S/T port including NTSC camera, handset, application software, and User Guide.	-	\$2,145	2	\$1,825

NON-CURRENT SOFTWARE

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
CONS-0010	VideoSwitch Exec Software	MCU4/VSE	\$995	2	\$845
NCSW-0007	AccessWare 2000 Operating System Software Includes AccessWare 2000 with NMC/IP 2.1 administration management software, and user documentation on CD-ROM.	M60EX, VPAK, M200EX3	\$5,000	2	\$4,250
LCSW-0004	AccessWare 2000 Operating System Software with STE Includes AccessWare 2000 (STE) with NMC/IP 2.1 administration management software, and user documentation on CD-ROM.	M60EX, VPAK, M200EX3	\$5,000	2	\$4,250
SYSW-0003	R14 AccessWare Operating System Software Includes Year 2000 Compliant version of AccessWare R14 and LMC manager on 3.5 inch floppy disks and hard copy user documentation. REQUIRES: Selection of appropriate FBITs to enable IMUX, V25bis, CACH EKTS, etc. FBITs are located in the Non-Current Products Section	M60EX, VPAK, M200EX3	\$5,000	2	\$4,250
SYSW-0005	AccessWare 16.X System Software R16 AccessWare Floppy Disk Set Includes AccessWare R16.x on 3.5 inch floppy disks, LMC management, and user documentation	M60EX, VPAK, M200EX3	\$5,000	2	\$4,250
NMIP-0001	NMC/IP 2.1 Network Management Console Software Includes: One copy of NMC/IP 2.1 software on CD-ROM, and modem for remotely configuring and managing multiple remote AccessSwitch Model 60 and Model 200 systems, and user documentation on CD-ROM.	M60EX M200EX2 M200EX3 AccessWare 2000	\$5,500	1	\$4,290
NMIP-0002	Same as above for our international users.	Same as above	\$5,500	1	\$4,290
NMCM-0001	Network Management Console Software Includes: one copy of NMC software on 3.5 inch floppy and modem for remotely configuring and managing multiple remote AccessSwitch Model 20, 60, 200 or ESN 1000 and ESN 2000 Systems	Any Model 20 or VSE or AccessWare R17.x or CS2.x	\$5,500	1	\$4,290
NMCM-0004	Network Management Console 9.1 Software Includes: One copy of NMC 9.1 software on CD-ROM and modem for remotely configuring and managing multiple remote AccessSwitch Model 20, 60, 200, VideoSwitch Express, or Intelligent Switch Systems	AccessWare 2000 Or AccessWare R17 or earlier	\$5,500	1	\$4,290
NMCM-0002	Same as above for our international users.	Same as above	\$5,500	1	\$4,290
FBIT-0002 per QRVX-4	V.25 bis Software. Software that allows in-band dialing on V.35 interface for routers and video codecs attached to ports on Initia Systems. This software must be ordered for each QRVX card used for V.25 bis	AccessWare R16 and earlier	\$1,000	2	\$850

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-33 GSA PRICE
FBIT-0005 per system	Bandwidth Monitor Utility Software. Bandwidth channel utilization accessed from the NMC allowing users to view and adjust bandwidth usage on network trunks. This option must be ordered for each system to be monitored.	AccessWare R16 and earlier	\$500	2	\$425
FBIT-0011 per system	CACH EKTS option for AccessWare Release 16.X and above. Allows call forwarding, hold and transfer when using NII compliant phones connected to an OBIU U or ST port on an AccessSwitch	AccessWare R16 and earlier	\$4,000	2	\$3,400
FBIT-0001	QRVX IMUX Software Option	AccessWare R16 and earlier	\$1,000	2	\$850
FBIT-0006	V.25bis and IMUX Software System Option	AccessWare R16 and earlier	\$3,000 per Model 60 \$6,000 per Model 200	2	\$2,550 \$5,100
FBIT-0003	Bandwidth Monitoring Software for QRVX interface cards.	AccessWare R16 and earlier	\$500	2	\$425

Spare and Replacement Components

AccessWare Software

NOTE: Please Provide System Serial Number and Software Version When Ordering Spares.

Chassis and Interface Modules

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA PRICE
INP4-0003	Single INP4D System Controller Includes one (1) INP4D system controller with four T1 interfaces. Also provides Call Routing, public and private Dial Plans, Digit Manipulation, Protocol Translations. ISDN Basic & Primary Rate Protocols.	M200EX2, M200EX3, M60EX	\$9,350	1	\$6,970
INP4-0004	Primary & Backup INP4D System Controller Includes two (2) INP4D system controllers with no T1 interfaces. Also provides Call Routing, public and private Dial Plans, Digit Manipulation, Protocol Translations. ISDN Basic & Primary Rate Protocols REQUIRES: QDIU for T1/PRI Network connections.	M200EX2, M200EX3, M60EX	\$18,700	1	\$14,585
M2EX-0013	Model 200EX3 Chassis Includes: One 20 slot chassis, single AC Power Supply, LMC and Manual, AccessWare. REQUIRES: INP4-0003 or INP4-0004.	None	\$18,250	1	\$12,505
M060-0037	Model 60EX Chassis Includes: One 6 slot chassis, single AC Power Supply, LMC and Manual, AccessWare. REQUIRES: INP4-0003 or INP4-0004	None	\$6,200	1	\$4,235
IOBD-0011	QRVX V.35 back card	M200EX3, M60EX	\$1,145	1	\$895
IOBD-0012	QRVX RS449 back card	M200EX3, M60EX	\$1,145	1	\$895
IOBD-0016	QRVX X.21 back card REQUIRES: new QRVX card – (Revision number 110.0024.XX.XXX or above)	M200EX3, M60EX	\$1,145	1	\$895
IOBD-0017	INP4D dual back card0	M200EX3, M60EX	\$2,300	1	\$1,795

Power/Modem Kits

Power/Modem Kits contain an approved modem, cable, and power cord for use with AccessSwitch Model 20's, Intelligent Switches, Model 60EX, Model 200EX2, and Model 200EX3. These kits are approved for use in specific countries as indicated below.

ORDER CODE	DESCRIPTION	PRE-REQUISITE	SUGGESTED LIST	PRODUCT CATEGORY	SIN 132-8 GSA
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					PRICE
CKIT-0001	Power/Modem Kit - USA	See Above	\$500	1	\$390
CKIT-0002	Power/Modem Kit - United Kingdom	See Above	\$500	1	\$390
CKIT-0003	Power/Modem Kit - Netherlands	See Above	\$500	1	\$390
CKIT-0004	Power/Modem Kit - Denmark	See Above	\$500	1	\$390
CKIT-0005	Power/Modem Kit - Italy	See Above	\$500	1	\$390
CKIT-0006	Power/Modem Kit - Switzerland	See Above	\$500	1	\$390
CKIT-0007	Power/Modem Kit - Japan	See Above	\$500	1	\$390
CKIT-0008	Power/Modem Kit - South Korea	See Above	\$500	1	\$390
CKIT-0010	Power/Modem Kit - Israel	See Above	\$500	1	\$390
CKIT-0012	Power/Modem Kit - Canada	See Above	\$500	1	\$390
CKIT-0013	Power/Modem Kit - United Kingdom	See Above	\$500	1	\$390
CKIT-0014	Power/Modem Kit - Belgium	See Above	\$500	1	\$390
CKIT-0015	Power/Modem Kit - France	See Above	\$500	1	\$390
CKIT-0016	Power/Modem Kit - Germany	See Above	\$500	1	\$390
CKIT-0017	Power/Modem Kit - Netherlands	See Above	\$500	1	\$390
CKIT-0018	Power/Modem Kit - Singapore	See Above	\$500	1	\$390
CKIT-0019	Power/Modem Kit - Hong Kong	See Above	\$500	1	\$390
CKIT-0020	Power/Modem Kit - Spain	See Above	\$500	1	\$390
CKIT-0021	Power/Modem Kit - Australia	See Above	\$500	1	\$390
CKIT-0022	Power/Modem Kit - New Zealand	See Above	\$500	1	\$390
CKIT-0023	Power/Modem Kit - Sweden	See Above	\$500	1	\$390
CKIT-0024	Power/Modem Kit - Finland	See Above	\$500	1	\$390
CKIT-0025	Power/Modem Kit - Norway	See Above	\$500	1	\$390
CKIT-0026	Power/Modem Kit - Ireland	See Above	\$500	1	\$390
CKIT-0027	Power/Modem Kit - Portugal	See Above	\$500	1	\$390
CKIT-0028	Power/Modem Kit - Austria	See Above	\$500	1	\$390
CKIT-0029	Power/Modem Kit - Greece	See Above	\$500	1	\$390
CKIT-0030	Power/Modem Kit - Malaysia	See Above	\$500	1	\$390
CKIT-0031	Power/Modem Kit - Indonesia	See Above	\$500	1	\$390
CKIT-0032	Power/Modem Kit - Thailand	See Above	\$500	1	\$390
CKIT-0033	Power/Modem Kit - Luxembourg	See Above	\$500	1	\$390
CKIT-0034	Power/Modem Kit - India	See Above	\$500	1	\$390
CKIT-0035	Power/Modem Kit - Brazil	See Above	\$500	1	\$390
CKIT-0036	Power/Modem Kit - Chile	See Above	\$500	1	\$390
CKIT-0037	Power/Modem Kit - Venezuela	See Above	\$500	1	\$390
CKIT-0038	Power/Modem Kit - South Africa	See Above	\$500	1	\$390
CKIT-0039	Power/Modem Kit - Ghana	See Above	\$500	1	\$390
CKIT-0040	Power/Modem Kit - Colombia	See Above	\$500	1	\$390
CKIT-0041	Power/Modem Kit - Argentina	See Above	\$500	1	\$390
CKIT-0042	Power/Modem Kit - Peru	See Above	\$500	1	\$390
CKIT-0043	Power/Modem Kit - Poland	See Above	\$500	1	\$390

Customer Service Options

ORDER CODE	DESCRIPTION	SERVICE ID	SUGGESTED LIST	CONTRACT TERM	SIN 132-12 GSA PRICE
W-ASVCS-1A	Non-Contract – Time and Materials – Extended hours (evenings & weekends). Telephone Support only.	NCON-II	\$325/hr	NONE	\$325/hr
W-ASVCS-1B	Non-Contract – Time & Materials (5x9, no holidays) hourly. Telephone Support only	NCON-I	\$200/hr	NONE	\$200/hr
W-ASVCS-7B	Depot Repair – non-contract customers.	DREP	40%	NONE	40%
W-ASVCS-9B	Self-Maintenance I – Phone support 5x13, Next business day parts. No holidays.	SELF-I	10%	1 YEAR	10%
W-ASVCS-9AB	Self-Maintenance II – Phone support 7x24, Next day parts.	SELF-II	13% ¹	1 YEAR	13%
W-ASVCS-10	Extended Warranty Support – Extends the Factory Warranty to include 7x24 Phone Support and Next business day parts.	EWS-1	7%	1 YEAR	7%
W-ASVCS-12	Domestic Installation Service- Onsite Installation services, continental US only, 5x13,no holidays – Minimum charge \$2500	DIS-II	20% Min \$2500	NONE	Per Site
W-ASVCS-15A	Telephone only Support II – Phone Support 7x24, no parts	TOS-II	7 %	1 YEAR	7%
W-ASVCS-15B	Telephone only Support II – Phone Support 5x13, no parts	TOS-I	5 %	1 YEAR	5%
W-ASVCS-20B	Remote Installation Services- 4 hrs. of Remote Installation Service, 5x9,no holidays	RIS-II	\$800	NONE	PER SITE

NOTES:

- Pricing is a percentage of total list prices for product.
For example:
Total list Price of Product Sold = \$50,000
ASVCS-15A (list x 7%)=\$3,500

ALL MAINTENANCE PERIODS RUN FOR 12 MONTHS. MAINTENANCE FOR SHORTER PERIODS WILL BE SUBJECT TO A 10% SURCHARGE

Initia Video Networking Product Training

Thank you for your interest in Initia, Inc products and services. We are currently offering technical, workshop based, training courses for the Initia AccessSwitch family products. Initia offers these courses to help users and selling partners fully benefit from the products' rich feature set.

For detailed information about training on Initia products and for the latest training schedule please visit our new website at www.initiainc.com

Alternatively you may telephone 1-(732) 542-7224 Ext. 307 to request details.

HOMOLOGATION APPROVAL STATUS

AccessSwitch Homologation (Approvals) Status

There are two broad categories for which countries require approval before equipment can be imported into each country. The most important for Initia, listed first, is *Network Attachment*. This permits the AccessSwitch products to attach to a country's network without damaging it. Extensive testing, generally referred to as homologation, is required to assure individual countries that our equipment will not bring the network down when it is connected.

The next criteria, listed second, are *Safety and Emissions*. All countries require that certain safety measures be implemented on electronic equipment to prevent shock or death. All countries also require that electronic equipment does not radiate spurious signals, which interfere with other communication signals such as aircraft navigational equipment and commercial television receivers.

Testing for Network Attachment and Safety and Emissions is different for many countries. Therefore, multiple tests must be conducted. This is a time consuming process and is only undertaken where a reasonable amount of regular business is expected. In the cases where the market for telecommunications equipment is just emerging, the company may elect to use the "waiver" process. This process permits a country to issue Initia temporary relief from meeting standards for Network Attachment, Safety, and Emissions for a period of time as long as there is a stated intention to perform the full suite of homologation and certification test.

Order Code	Description
M060-0038	60EX w/(1) INP4
M060-0039	60EX w/(2) INP4
VPAK-0001	60EX w/(1) INP4, (1) QRVX RS449
VPAK-0002	60EX w/(1) INP4, (1) QRVX V.35
VPAK-0004	60EX w/(1) INP4, (1) QEIU EX

Country	Approval Status.	Country	Approval Status.
USA	Clear to ship: Safety, EMC, BRI & PRI/T1.	Argentina	Clear to ship: Safety, EMC, BRI, PRI/E1.
Canada	Clear to ship: Safety, EMC, BRI & PRI/T1.	Australia	Clear to ship: Safety, EMC, BRI, PRI/E1.
Austria	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Brazil	Clear to ship. Safety ONLY. (No EMC or Network approval)
Belgium	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Chile	Not clear to ship.
Denmark	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	China	Not clear to ship.
Finland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Columbia	Not clear to ship.
France	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Hong Kong	Clear to ship: Safety, EMC, BRI. Not approved for PRI.
Germany	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	India	Not clear to ship.
Greece	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Indonesia	Not clear to ship.
Iceland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Japan	Clear to ship: Safety, EMC, BRI. Not approved for PRI.
Ireland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Korea, South	Clear to ship: Safety, EMC, BRI, & PRI.
Italy	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Malaysia	Not clear to ship.
Luxembourg	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Mexico	Not clear to ship.
Netherlands	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Peru	Not clear to ship.
Norway	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Poland	Not clear to ship.
Portugal	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Singapore	Not clear to ship.
Spain	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	South Africa	Not clear to ship.
Sweden	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Taiwan	Clear to ship. Safety ONLY. (No EMC or Network approval)
Switzerland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Venezuela	Not clear to ship.
United Kingdom	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.		

Order Code	Description
M2EX-0020	200EX3 (AC) Includes: (1) INP4, (1) AC Power Supply
M2EX-0022	200EX3 (AC) Includes: (2) INP4, (1) AC Power Supply

Country	Approval Status.	Country	Approval Status.
USA	Clear to ship: Safety, EMC, BRI & PRI/T1.	Argentina	Clear to ship: Safety, EMC, BRI, PRI/E1.
Canada	Clear to ship: Safety, EMC, BRI & PRI/T1.	Australia	Clear to ship: Safety, EMC, BRI, PRI/E1.
Austria	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Brazil	Clear to ship. Safety ONLY. (No EMC or Network approval)
Belgium	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Chile	Not clear to ship.
Denmark	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	China	Not clear to ship.
Finland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Columbia	Not clear to ship.
France	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Hong Kong	Clear to ship: Safety, EMC, BRI. Not approved for PRI.
Germany	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	India	Not clear to ship.
Greece	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Indonesia	Not clear to ship.
Iceland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Japan	Clear to ship: Safety, EMC, BRI. Not approved for PRI.
Ireland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Korea, South	Clear to ship: Safety, EMC, BRI, & PRI.
Italy	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Malaysia	Not clear to ship.
Luxembourg	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Mexico	Not clear to ship.
Netherlands	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Peru	Not clear to ship.
Norway	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Poland	Not clear to ship.
Portugal	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Singapore	Not clear to ship.
Spain	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	South Africa	Not clear to ship.
Sweden	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Taiwan	Clear to ship. Safety ONLY. (No EMC or Network approval)
Switzerland	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.	Venezuela	Not clear to ship.
United Kingdom	Clear to ship: Safety, EMC, BRI, PRI/E1 & E1 Leased Line.		

Order Code	Description
M020-0003	M20 AS-4B2P (2) IMUX, (1) QBIU
M020-0022	M20 AS-1T2P (2) IMUX
M020-0023	M020 AS-1T2PC (2) IMUX, CSU USA & CANADA ONLY

Country	Approval Status.	Country	Approval Status.
USA	Clear to ship: Safety, EMC, BRI & PRI/T1.	Argentina	Not Clear to ship
Canada	Clear to ship: Safety, EMC, BRI & PRI/T1.	Australia	Not Clear to ship
Austria	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Brazil	Not Clear to ship
Belgium	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Chile	Not clear to ship.
Denmark	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	China	Not clear to ship.
Finland	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Columbia	Not clear to ship.
France	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Hong Kong	Clear to ship: (For BRI ONLY). Not approved for PRI.
Germany	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	India	Not clear to ship.
Greece	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Indonesia	Not clear to ship.
Iceland	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Japan	Clear to ship: (For BRI ONLY). Not approved for PRI.
Ireland	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Korea, South	Clear to ship: BRI, & PRI.
Italy	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Malaysia	Not clear to ship.
Luxembourg	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Mexico	Not clear to ship.
Netherlands	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Peru	Not clear to ship.
Norway	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Poland	Not clear to ship.
Portugal	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Singapore	Not clear to ship.
Spain	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	South Africa	Not clear to ship.
Sweden	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Taiwan	Not clear to ship
Switzerland	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1	Venezuela	Not clear to ship.
United Kingdom	Clear to ship: Safety, EMC, BRI, PRI. Doesn't support E1		

Order Code	Description
MISU-0001	M20 IS-3T8B2P (2)IMUX,(1)DSP,(1)DDIU,(1)OBIU ST
MISU-0002	M20 IS-1T16B2P (2)IMUX,(2)OBIU ST
MISU-0003	M20 IS-4B2P (2)IMUX,(1)QBIU
MISU-0004	M20 IS-1T2P (2)IMUX
MISU-0005	M20 IS-1T2PC (2)IMUX,CSU
MISU-0006	M20 IS-3T4PV (4)IMUX,1DSP,(1)DDIU,(1)SAIU- V35
MISU-0007	M20 IS-3T4PV (4)IMUX,1DSP,(1)DDIU,(1)SAIU- R449

USA & CANADA ONLY

Country	Approval Status.
USA	Clear to ship: Safety, EMC, BRI & PRI/T1.
Canada	Clear to ship: Safety, EMC, BRI & PRI/T1.

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Crofton, MD 21114
301-261-0204

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703-368-8862 ext 140

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1101 S. Winchester, Bldg D145
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