

### THIRD AMENDMENT

This Amendment is made and entered into on the date last executed below ("Effective Date"), by and between Pinellas County, a political subdivision of the State of Florida, hereinafter referred to as "County," and Unify, Inc, Boca Raton, FL hereinafter referred to as "Contractor," (individually referred to as "Party", collectively "Parties").

#### WITNESSETH:

WHEREAS, the County and the Contractor entered into an agreement on April 21, 2020, referred to as Pinellas County Contract No. 190-0127-SS (hereinafter "Agreement"), pursuant to which the Contractor agreed to provide Voice Over Internet Protocol telephone system equipment and maintenance services for the County; and

WHEREAS, Section Eighteen (18) of the Agreement permits modification by mutual written agreement of the parties; and

WHEREAS, the County and the Contractor now wish to modify the Agreement in order to provide for an extension and increase to the contract value, at the same terms, and conditions;

NOW THEREFORE, the Parties agree that the Agreement is amended as follows:

1. The term of the Agreement is hereby extended an additional thirty-six (36) months from July 1, 2026, to June 30, 2029.
2. The current not to exceed amount of \$4,405,130.00 is increased by \$1,026,617.07 dollars, for a new total not to exceed amount of \$5,431,747.07.
3. Quote No. 7760033-26 attached hereto, is hereby incorporated into and made part of the Agreement.
4. Except as changed or modified herein, all provisions and conditions of the original Agreement and any amendments thereto shall remain in full force and effect.

Each Party to this Amendment represents and warrants that: (i) it has the full right and authority and has obtained all necessary approvals to enter into this Amendment; (ii) each person executing this Amendment on behalf of the Party is authorized to do so; (iii) this Amendment constitutes a valid and legally binding obligation of the Party, enforceable in accordance with its terms.

IN WITNESS WHEREOF the Parties herein have caused this Third Amendment to be executed by their undersigned officials, who are duly authorized to bind the Parties to the Amendment.

Pinellas County, a political subdivision of the State of Florida:

Contractor: Unify, Inc.

\_\_\_\_\_  
Signature

Signed by:  
*Jonathan Buckle*  
9DE064B31BF248E...  
Signature

\_\_\_\_\_  
Printed Name

Jonathan Buckle

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Title

VP, Americas Sales

\_\_\_\_\_  
Printed Title

\_\_\_\_\_  
Date

April 24, 2026  
\_\_\_\_\_  
Date

**APPROVED AS TO FORM**

By: Keiah Townsend  
Office of the County Attorney



# PRICING SUMMARY

**CUSTOMER # :** 590533  
**CUSTOMER :** PINELLAS COUNTY  
**ADDRESS :** 315 COURT ST  
 CLEARWATER, FL 33756-5338

**QUOTE NUMBER :** 7760033-26  
**QUOTE DATE :** 4/23/2026  
**CONTRACT # :** 190-0127-SS (JJ)  
**APS # :** PIN-0120-APS01

**CONTRACT TERM :** Two Year Non-Cancellable, plus 1 Year Optional (\* Genesys currently only included for Year 1)

	<u>7/1/2026-6/30/2027 -- Year 1</u>	<u>7/1/2027-6/30/2028 -- Year 2</u>	<u>7/1/2028-6/30/2029 -- Year 3 (Optional) -</u>
			<u>BUDGETARY</u>
Unify Maintenance	\$ 146,759.85	\$ 146,759.85	\$ 146,759.85
Software Assurance (SWA)	\$ 146,279.50	\$ 146,279.50	\$ 146,279.50
Softcom Support	\$ 10,467.30	\$ 10,467.30	\$ 10,990.67
ASC Support	\$ 23,039.06	\$ 23,039.06	\$ 24,191.01
* OSCC VP Genesys Support	\$ 13,304.62	Coverage and Pricing will be confirmed in 2027	
		Coverage and Pricing will be confirmed in 2028	
<b>ANNUAL TOTALS</b>	<b>\$ 339,850.33</b>	<b>\$ 326,545.71</b>	<b>\$ 328,221.03</b>

Any additions made during the Term will be added prorated/co-term into the current coverage year.



**Unify Maintenance**

**CUSTOMER # :** 590533  
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**ADDRESS :** 315 COURT ST  
 CLEARWATER, FL 33756-5338

**QUOTE NUMBER :** 7760033-26  
**QUOTE DATE :** 4/23/2026

**COVERAGE :** PRIORITY 1: ON-SITE, 24 x 7, 2 HR REMOTE RESPONSE, 4 HR ONSITE RESPONSE  
 PRIORITY 2,3 : 8AM-5PM, MON-FRI

**PART COVERAGE :** ONSITE REPLACEMENT  
**PHONE COVERAGE :** NONE  
**REMOTE MAC :** NO

QTY	EQUIPMENT / APPLICATION DESCRIPTION	LIST PRICE	UNIT ANNUAL		EXTENDED ANNUAL PRICE
			PRICE		
1	OpenScape Voice Base System	10,062.36	4,528.06	\$	4,528.06
10161	OpenScape Voice Dynamic License	17.60	7.92	\$	80,485.18
1	OpenScape Voice Redundant License	2,284.92	1,028.21	\$	1,028.21
2	OpenScape Branch 50	214.40	96.48	\$	192.96
11	OpenScape Branch 250	756.81	340.57	\$	3,746.23
1	OpenScape Branch 500i DP4	694.29	312.43	\$	312.43
4	OpenScape Branch 500i DP8	955.60	430.02	\$	1,720.08
1	OpenScape Branch 550 A44	1,232.50	554.63	\$	554.63
3	OpenScape Branch 1000	1,174.90	528.71	\$	1,586.12
5	OpenScape Branch 6000	1,397.87	629.04	\$	3,145.20
1	OpenScape UC Application Base System	2,728.69	1,227.91	\$	1,227.91
210	OpenScape UC Application User License	10.40	4.68	\$	982.33
3075	Xpressions Voice License	5.31	2.39	\$	7,345.47
1725	Xpressions Unified License	9.55	4.30	\$	7,412.83
1	OpenScape Contact Center Base	1,658.03	746.11	\$	746.11
504	OSCC E Essential User	147.39	66.32	\$	33,427.43
9	Mediatrix 4102 S	43.41	19.53	\$	175.81
1	Mediatrix 4104 PLUS	75.15	33.82	\$	33.82
12	Mediatrix 4108	173.44	78.05	\$	936.55
7	Mediatrix 4116	255.03	114.76	\$	803.35
50	Mediatrix 4124	320.69	144.31	\$	7,215.55
1	Mediatrix C710	150.19	67.59	\$	67.59
2	Mediatrix C711	239.63	107.83	\$	215.67
3	Mediatrix S716	426.72	192.02	\$	576.07
7	Mediatrix LP24	545.25	245.36	\$	1,717.54
19	Mediatrix S724	515.76	232.09	\$	4,409.75
8	Session Border Controller	548.95	247.03	\$	1,976.23
1000	OpenScape SBC Session License	3.44	1.55	\$	1,546.78
1	OpenScape Web Collaboration Base Package	778.07	350.13	\$	350.13
1	OpenScape Web Collaboration Server License	189.60	85.32	\$	85.32
3	OpenScape Web Collaboration Room License	78.59	35.36	\$	106.09
15	OpenScape Mobile Office License	4.75	2.14	\$	32.09
<b>RG87xx -- End of Life and NOT Supported</b>					

<b>Includes :</b>		SUBTOTAL ANNUAL PRICE :	\$	168,689.49
CJC	7811011	MULTI-YEAR DISCOUNT :	\$	(21,929.63)
St. Petersburg	7778182	<b>TOTAL ANNUAL PRE-TAX PRICE :</b>	<b>\$</b>	<b>146,759.85</b>
Mid County	7813417			
SAB	7762186			

Prices do not include applicable tax.  
 Terms : Net 45.

MAINTENANCE EXCLUDES THE FOLLOWING: METAL JACK BOXES W/BRACKETS, CLEARTEL HSSIE06 BLACK HANDSET W/PJ7, INPUT MODULES FOR WEB RELAYS, ABSOPULSE REDUNDANT POWER SUPPLIES, REMOTE WEB RELAYS W/PWR SUPPLIES, SIP RADIO INTERFACE BOXES.



**CUSTOMER # :** 590533  
**CUSTOMER :** PINELLAS COUNTY  
**ADDRESS :** 315 COURT ST  
 CLEARWATER, FL 33756-5338

**QUOTE NUMBER :** 7760033-26  
**QUOTE DATE :** 4/23/2026

**COVERAGE :** SOFTWARE ASSURANCE

QTY	EQUIPMENT / APPLICATION DESCRIPTION	LIST PRICE	UNIT ANNUAL		EXTENDED ANNUAL PRICE
			PRICE		
1	L30220-S632-M101-OSCC Enterprise Base System	433.26	194.97	\$	194.97
504	L30220-S632-M107-OSCC Enterprise Essential User	92.86	41.79	\$	21,061.10
2	L30220-S632-M110-OSCC Enterprise CMS Base	-	-	\$	-
1	L30220-S632-M111-OSCC Enterprise - Redundancy	1,238.25	557.21	\$	557.21
1	L30220-S632-M112-Contact Center Enterprise - Central Reporting	371.45	167.15	\$	167.15
64	L30220-S632-M116-OSCC Enterprise CMS HA Recording Port	20.93	9.42	\$	602.74
64	L30220-S632-M117-OSCC Enterprise CDSS/CMS IVR Port	44.91	20.21	\$	1,293.30
2	L30220-S632-M201-UC Application Auto Attendant Channel	133.47	60.06	\$	120.12
2	L30220-S632-M202-UC Application Speech Application Channel	133.47	60.06	\$	120.12
1	L30220-S632-M205-UC Application Base License	125.99	56.69	\$	56.69
100	L30220-S632-M206-UC Application Audio Conference Channel	68.19	30.69	\$	3,068.60
210	L30220-S632-M207-UC Application User License	12.20	5.49	\$	1,152.60
1,962	L30220-S632-M230-Personal Edition SIP	6.93	3.12	\$	6,118.50
1	L30220-S632-M240-Voice Base System	1,946.22	875.80	\$	875.80
5,061	L30220-S632-M241-Voice Dynamic User License	18.57	8.36	\$	42,297.71
5,000	L30220-S632-M642-Conversion for OS4K Flex License to OSC Voice Dynamic User License	18.57	8.36	\$	41,787.90
1	L30220-S632-M242-Voice Redundancy Base System	928.62	417.88	\$	417.88
25,151	L30220-S632-M250-OpenScape Branch Registered Line License	2.08	0.94	\$	23,530.02
30	L30220-S632-M252-OpenScape Branch Base	-	-	\$	-
2,000	L30220-S632-M255-SBC/CTC Session License	3.33	1.50	\$	2,993.76
3	L30220-S632-M263-Web Collaboration Confered/Instant Meeting Room	84.82	38.17	\$	114.51
1	L30220-S632-M265-Web Collaboration Supported/Secure Advisor Base License	121.28	54.57	\$	54.57
1	L30220-S632-M266-Web Collaboration Communication Server	95.22	42.85	\$	42.85
20	L30220-S632-M267-OpenScape SBC Base	-	-	\$	-
1	L30220-S632-M285-Xpressions Base License	6.93	3.12	\$	3.12
3,075	L30220-S632-M287- Xpressions Voice User License	8.18	3.68	\$	11,315.48
1,725	L30220-S632-M291-Xpressions Unified User License	13.03	5.86	\$	10,113.30
2	L30220-S632-M346-OpenScape Deployment Service Base	-	-	\$	-
2	L30220-S632-M79-OpenScape Common Management Portal Base	-	-	\$	-
310	L30220-S632-M80-OpenScape Common Management Portal UM User	0.55	0.25	\$	77.34
			SUBTOTAL ANNUAL PRICE :		\$ 168,137.36
			MULTI-YEAR DISCOUNT :		\$ (21,857.86)
			<b>TOTAL ANNUAL PRE-TAX PRICE :</b>		<b>\$ 146,279.50</b>

Prices do not include applicable tax.  
 Terms : Net 45.

MAINTENANCE EXCLUDES THE FOLLOWING: METAL JACK BOXES W/BRACKETS, CLEARTEL HSSIE06 BLACK HANDSET W/PJ7, INPUT MODULES FOR WEB RELAYS, ABSOPULSE REDUNDANT POWER SUPPLIES, REMOTE WEB RELAYS W/PWR SUPPLIES, SIP RADIO INTERFACE BOXES.

Quote prepared by : Karen Beach 972-756-4019 karen.beach@mitel.com

11/30/2017  
 rev : 4.0/032114klc



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**CUSTOMER :** PINELLAS COUNTY  
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 CLEARWATER, FL 33756-5338

**QUOTE NUMBER :** 7760033-26  
**QUOTE DATE :** 4/23/2026

**COVERAGE :** PRIORITY 1: 24 x 7, 2 HR REMOTE RESPONSE  
 PRIORITY 2,3 : 8AM-5PM, MON-FRI  
 UNIFY VENDOR COORDINATION

QTY	EQUIPMENT / APPLICATION DESCRIPTION	LIST PRICE	UNIT ANNUAL PRICE	EXTENDED ANNUAL PRICE
1	Softcom Analytics Support	10,990.67	10,467.30 \$	10,467.30
<b>Includes :</b>			SUBTOTAL ANNUAL PRICE :	\$ 10,467.30
CJC	7811011			
St. Petersburg	7778182		<b>TOTAL ANNUAL PRE-TAX PRICE :</b>	<b>\$ 10,467.30</b>
Mid County	7813417			
SAB	7762186			

Prices do not include applicable tax.  
 Terms : Net 45.

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**Quote prepared by :** Karen Beach 972-756-4019 karen.beach@mitel.com 11/30/2017  
rev : 4.0/032114klc



**ASC Support**

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**QUOTE NUMBER :** 7760033-26  
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**COVERAGE :** PRIORITY 1: 24 x 7, 2 HR REMOTE RESPONSE  
 PRIORITY 2,3 : 8AM-5PM, MON-FRI  
 UNIFY VENDOR COORDINATION

QTY	EQUIPMENT / APPLICATION DESCRIPTION	LIST PRICE	UNIT ANNUAL PRICE	EXTENDED ANNUAL PRICE
1	ASC Support  <i>Includes: ASC Support - 4-Channel VOIPNeo Addition (PO # PO_701_447113_0_US)</i>	24,251.64	23,039.06 \$	23,039.06
<b>Includes :</b>			SUBTOTAL ANNUAL PRICE :	\$ 23,039.06
CJC	7811011		<b>TOTAL ANNUAL PRE-TAX PRICE :</b>	<b>\$ 23,039.06</b>
St. Petersburg	7778182			
Mid County	7813417			
SAB	7762186			

Prices do not include applicable tax.  
 Terms : Net 45.

MAINTENANCE EXCLUDES THE FOLLOWING: METAL JACK BOXES W/BRACKETS, CLEARTEL HSSIE06 BLACK HANDSET W/PJ7, INPUT MODULES FOR WEB RELAYS, ABSOPULSE REDUNDANT POWER SUPPLIES, REMOTE WEB RELAYS W/PWR SUPPLIES, SIP RADIO INTERFACE BOXES.

**Quote prepared by :** Karen Beach 972-756-4019 karen.beach@mitel.com 11/30/2017  
rev : 4.0/032114klc



OSCC Genesys Voice Portal Support

**CUSTOMER # :** 590533  
**CUSTOMER :** PINELLAS COUNTY  
**ADDRESS :** 315 COURT ST  
 CLEARWATER, FL 33756-5338

**QUOTE NUMBER :** 7760033-26  
**QUOTE DATE :** 4/23/2026

**TERM :** 7/1/2026-6/30/2027 (Year 1 only)  
**COVERAGE :** PRIORITY 1: 24 x 7, 2 HR REMOTE RESPONSE  
 PRIORITY 2,3 : 8AM-5PM, MON-FRI  
 UNIFY VENDOR COORDINATION

QTY	EQUIPMENT / APPLICATION DESCRIPTION	LIST PRICE	UNIT ANNUAL PRICE	EXTENDED ANNUAL PRICE
1	OSCC Genesys Voice Portal Support	14,004.86 \$	13,304.62 \$	13,304.62
<b>Includes :</b>				
CJC	7811011			
St. Petersburg	7778182			
Mid County	7813417			
SAB	7762186			
<b>TOTAL ANNUAL PRE-TAX PRICE :</b>				<b>\$ 13,304.62</b>

Prices do not include applicable tax.  
 Terms : Net 45.

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