

**To:** jeevacation@gmail.com[jeevacation@gmail.com]; J E[jeevacation@gmail.com]  
**From:** Scott Denett  
**Sent:** Wed 6/15/2011 9:45:42 PM  
**Subject:** Fwd: Adtran pricing

Ip phones for Zorro

Sent from my iPhone

Begin forwarded message:

**From:** Dale Schreffler <dales@val-comm.com>  
**Date:** June 15, 2011 5:33:09 PM EDT  
**To:** Scott Denett [REDACTED]  
**Cc:** "Paul Rael (Business Fax)" [REDACTED], Zach Rael [REDACTED]  
**Subject:** Adtran pricing

Hi Scott,

Regarding pricing for an IP phone system for Zorro ranch, my suggestion would be an Adtran Netvanta 7100 IP PBX / Router and the Adtran/Polycom IP-650 phone.

The Netvanta 7100 is a full function VoIP PBX that does all VoIP functions including voice mail, auto attendant, call transfer, forwarding, conferencing, caller ID, etc. as well as a fully functional router. Here is a link for more info:

<http://www.adtran.com/web/page/portal/Adtran/product/1200796E1/111>

The IP-650 phone is a 6-line phone with backlit display that is completely compatible w/ all of the functions of the Adtran 7100. This phone also has a second RJ-45 jack on the back to connect to another IP device such as a computer. (No need to run a second CAT-5 cable.) Here is a link for more info:

<http://www.adtran.com/web/page/portal/Adtran/product/1200758E1/113>.

The list price for the 7100 is \$4595. List price for the IP-650 is \$517. These are list prices only. Your price will be less, but I am unable to get an accurate cost price from our vendor at this time, however, I am working on it. I will let you know the exact price as soon as I know.

Thank you for your business.

**Dale Schreffler**

[REDACTED]  
**Val-Comm, Inc.**  
249 Muriel NE  
Albuquerque, NM 87123

[REDACTED]