Attachment C: OFFEROR SOLUTION RESPONSE

This workbook contains the worksheets or tabs the City will use to evaluate the Offeror's Proposed

Sheet or Tab	Color	Purpose/Required/Optional
1.0 Overview	Yellow	Instructions
2.0 Offeror Information	Green	Required
3.0 Competance	Green	Required
4.0 Past Performance	Green	Required
5.0 Project - Boundary Network	Green	Required
5.1 Boundary Network - Pricing	Green	Required
5.2 Boundary Network - 5yr TCO	Green	Required
6.0 Project - NEC to Cisco VOIP	Green	Required
6.1 NEC to Cisco VOIP - Pricing	Green	Required
6.2 NEC to Cisco VOIP - 5yr TCO	Green	Required
7.0 Cisco Pricing Catalog	Green	Required

2.0 Offeror Information

Item Number	Question/Item	Offeror Response
	Offeror Background	
3.3.1.1	What is the formal name of your company? If your company has changed its name in the past 5 years, also list the previous name(s)?	
3.3.1.2	Is your company a division or subsidiary of another organization? If so, what is the name of your parent company?	
3.3.1.3	Describe the products and services offered by your company.	
3.3.1.4	Is your company publicly traded or privately held? For public companies, provide a link to your most recent annual and quarterly financial reports. For privately held companies, provide your full-time employee count, your most recent full-year revenue, and your most recent quarterly revenue.	
3.3.1.5	Total number of years your company has been in business.	
3.3.1.6	In what country are you incorporated, and what is the location of your corporate headquarters? If you have regional headquarters in multiple regions, list those as well.	
3.3.1.7	Are you a current or former supplier to the City of Columbus, or any of our agencies? If "yes", please list the date or date ranges of business conducted and the products or product categories.	
3.3.1.8	What is your contact information including email address and telephone number?	
3.3.1.9	Has your company been involved in any contracts ended due to termination for cause, any unresolved claims, any litigation or arbitration with our company and/or one of our affiliates in the past 5 years? If "yes," provide details.	
3.3.1.10	Total number of current clients (all services).	
3.3.1.11	Duns Number (If available).	
3.3.1.12	Does your company hold any Minority Business Enterprise certificates? If so, please send all appropriate certifications along with your response to this document.	
3.3.1.13	Please describe any existing or pending business arrangements your firm may have with City or any of its personnel.	
3.3.1.14	Do you use sub-contractors and/or 3rd party companies in your implementation or installations? If yes, please list the name(s), address(es) and contact information.	
	Manufacturer	
3.3.1.15	Manufacturer, if you are proposing a solution other than CISCO equipment.	
3.3.1.16	Name of the manufacturer(s) of the proposed system. If multiple manufacturers are involved, please list each one and the component(s) used from them.	
3.3.1.17	Do you hold any certifications, or belong to any partner programs, for this vendor or proposed system? If so, describe your certification level or relationship with this vendor.	
2.2	**References**	
3.3.1.18	How many of these systems have been sold to date? How many unique customers?	

2.0 Offeror Information	
3.3.1.19 **References:** Give five (5) references for a company or organization that has purchased a similar solution to the one being proposed. Include company name, location, a brief description of the purchase (if available), and the name, role, and contact information for someone at that company that buyer can speak to about their purchase.	Company Name: Location: Description of Purchase: Contact Name: Contact Role: Telephone: Email:
Reference No. 2 (See above)	Company Name: Location: Description of Purchase: Contact Name: Contact Role: Telephone: Email:
Reference No. 3 (See above)	Company Name: Location: Description of Purchase: Contact Name: Contact Role: Telephone: Email:
Reference No. 4 (See above)	Company Name: Location: Description of Purchase: Contact Name: Contact Role: Telephone: Email:
Reference No. 5 (See above)	Company Name: Location: Description of Purchase: Contact Name: Contact Role: Telephone: Email:
Subcontractors	
3.3.1.20 **Subcontractor:** If applicable, provide the following subcontractor information; subcontractor company name, location, phone number, federal ID #, a brief description of the subcontractor's participation.	

	2.0 Offeror Information	
	Subcontractor No. 2 (See above)	Company Name: Location: Telephone: Federal ID#: Description of Subcontractor's Role:
	Subcontractor No. 3 (See above)	
	Subcontractor No. 4 (See above)	
	Subcontractor No. 5 (See above)	
	Cisco Value Added Reseller (VAR) Deliverables (Please acknowledge or respond to the following)	
3.3.1.21	A Cisco Value Added Reseller (VAR) Deliverables is preferred. If not, do you hold a similar credential?	
3.3.1.22	A Gold Certified Cisco Channel Partner is preferred. Describe your VAR level.	
3.3.1.23	Do you have the ability to provide Cisco products, equipment and support services to multiple locations?	
3.3.1.24	Do you have the ability to supply time and material services through their technical staff and Cisco Certified personnel to work on the Department's equipment.	

3.0 Competance

Item Number	Question/Item	Offeror Response
	General Requirements	
3.3.1.25	What is the total number of years your company has implemented Cisco Meraki boundary network solutions, or similar systems?	
3.3.1.26	What is the total number of years your company has implemented Cisco VOIP solutions?	
3.3.1.27	Describe the strategic direction for the boundary network including any planned major enhancements. Include a product roadmap for the duration of warranty and product life with life cycles of all equipment provided. The City is willing to enter into non-disclosure agreements to gain better insights into Offerors roadmap for their product line.	
3.3.1.28	Describe any industry awards, articles, or third-party evaluations of your company.	
3.3.1.29	Describe at a high-level the key differentiating, or highly innovative aspects of your offer compared to leading competitors.	
3.3.1.30	The total number of full-time employees dedicated to providing Cisco Meraki boundary network implementations in North America?	
3.3.1.31	The total number of full-time employees dedicated to providing Cisco VOIP implementations in North America?	
3.3.1.32	What is the total number of full-time employees dedicated to providing Cisco product pre-sales and support in North America?	
3.3.1.33	Describe your firm's Cisco bench strength in terms of the number of Cisco certified staff and the types of Cisco or other relevant industry certifications held.	
3.3.1.34	List all relevant industry or consulting partnerships related to your proposal.	
3.3.1.35	Describe your company's overall market position in the Cisco Meraki market. What is your approximately market share in your current and prior fiscal year?	
3.3.1.36	Describe your company's overall market position in the Cisco VOIP market. What is your approximately market share in your current and prior fiscal year?	
3.3.1.37	Explain various stages of your company's hiring process. What skills do you require employees to possess to work for your project teams of this complexity?	
3.3.1.38	Explain the process used by your company to select contracted staff. What do you require of a contractor to make them a part of your project team of this complexity?	
3.3.1.39	What is your company-wide employee average tenure? Among the employees you plan to assign to this project?	
3.3.1.40	Explain your company's strategy to deal with turnover of staff as it relates to providing service to your clients.	
3.3.1.41	Explain the training services you provide your staff to ensure their expertise is relevant as technology changes. How does this affect your cost structure and prices?	

4.0 Past Performance

Item Number	Question/Item	Offeror Response
	General Requirements	
3.3.2.1	List the total number of current government clients in the United States for all products and services of your company?	
3.3.2.2	List the current number of clients you have implemented and are in production of implementing Cisco Meraki solutions?	
3.3.2.3	List the current number of clients you have implemented and are in production of implementing Cisco VOIP solutions?	
3.3.2.4	List the total number of Cisco Meraki solutions sold by your company.	
3.3.2.5	List the total number of Cisco VOIP solutions sold by your company.	
3.3.2.6	Does your company have a Net Promotor Score or NPS? If yes, please provide your current NPS.	
3.3.2.7	Has your company been involved in any contracts which were ended due to termination for cause, any unresolved claims, any litigation, or arbitration in the past 5 years with any government agency? If "yes," provide the details.	
3.3.2.8	Return Past Performance Questionnaires included at the end of this document from four of your company's prior or current clients.	

5.0 Project - Boundary Network

Project Description: The City of Columbus is one of the largest cities in the United States and its local government serves a diverse community of over 898,553 residents. The City departments and elected officials that support these residents have a critical dependency on network connectivity. This network connectivity is a vital service that enables them to communicate and access other essential Information Technology services. The network connection in the buildings they work will be referred to as the "boundary network" throughout the remainder of this document. The boundary network includes the network equipment necessary to support both wired and wireless connectivity for City buildings.

The purpose of this Best Value Procurement (BVP) is for the Department of Technology ("DoT") to enter a contract to replace an aging boundary network with a modern and pure Cisco Meraki solution that will increase the performance and reliability of the City's boundary network for identified priority sites with a qualified Offeror (the "Contract"). The City's boundary network, which is also supported by the DoT, is nearing its end of life and needs to be refreshed. DoT has identified several high people density building sites that are a priority for this refresh.

Project Scope: The City of Columbus, Department of Technology is seeking proposals pursuant to Columbus City Codes, from experienced professional firms, (hereafter Offerors) to purchase, assess, review, plan, install, configure, test, document as-installed state for all of the technologies associated with a new boundary network, including network and aggregation switches, wireless access points and boundary network management software. This purchase includes maintenance and support and licensing for all hardware and software associated with the boundary network refresh section of this procurement for five years. Note, attachment A only includes the hardware, 5% hardware spare inventory, software, licensing, training, and maintenance and support estimated for the priority sites identified below.

This purchase should include as a part of the boundary network refresh section of this procurement the professional services necessary to implement/establish the satisfactory operational production of a turnkey boundary network system at each site identified. Attachment A does not provide for the professional services necessary to perform project management, assess (racks, UPS, power, wiring, cable management, etc), review, plan, install, configure, test, and document as-installed state of the hardware and software for the priority sites identified below. Through the BVP process, offerors are expected to determine and add the types and quantities of professional services and any additional miscellaneous requirements as offeror's deem necessary given the scope of this BVP to the identified sections in attachment A. Individuals associated with professional services should be knowledgeable in the role they fill and have at least 3 years of experience in that specific role. Individuals associated with professional services may require a police BCI background check.

For the purposes of this BVP, the City's existing core network is out-of-scope. The award will be a brownfield deployment as equipment at each site is refreshed on a floor by floor basis. Each identified site will be categorized as a small, medium, and large architecture configuration based on the required port density.

The City has identified a turnkey architecture based on Cisco Meraki, described below, to replace the legacy boundary network. As a result, the City expects to purchase a pure Cisco Meraki solution for the boundary network that will provide a turnkey solution at each site and will provide a single pane of glass to wholly manage the boundary network at all sites identified in this BVP and all future City sites.

Offerors will be responsible for project management, assessing (racks, UPS, power, wiring, cable management, etc), reviewing, planning, installing, configuring, testing, and documenting as-installed state of all software and hardware on each floor of each priority site identified. Offerors must adhere to all applicable standards and codes. Adhering to these standards and codes should be included as scope in your response. The City would like to have a spare hardware inventory equal to 5% of the total implemented installation on-hand.

The City is publishing this BVP with the intention to enter one or multiple contracts with experienced Offerors who will (as a whole) replace the existing boundary network in the sites identified. Interested Offerors may submit one or multiple responses for the City to consider each as options with their own cost/benefit.

The City seeks to have full, turnkey, implementation and migration completed within 6-12 months of award and receipt of fully executed contracts as well as purchase order(s) confirmed by the Columbus City Auditor's Office with Offeror(s) who will provide hardware, software, licenses, implementation, and support services, and to train City personnel in its best use, to keep the system fully functional throughout its expected life span of no less than five years.

This document serves as a guide for use by potential Offerors as to the format and requirements of a successful proposal.

5.0 Project - Boundary Network	
Item No.	**Question/Item**

Item No.	Question/Item	Offeror Response
	Operational Management, Installation, and Configuration	
3.3.3.6.1	List the steps involved in an initial deployment, and the time typically taken for each step.	
3.3.3.6.2	Describe any auto-configuration or default templates for setup and initial configuration.	
3.3.3.6.3	List required information to be prepared or provided before installation (e.g., network addresses, power, wiring, rack space, etc.)	
	Management Console	
3.3.3.6.4	Boundary Network: Management Console: Briefly describe the layout of Cisco's Meraki Cloud Management web console.	
3.3.3.6.5	Describe any resources or software required by the management console. (E.g. browser requirements, Java plug-ins, specific CLI tools, etc.)	
3.3.3.6.6	Describe the customizable elements of the management console dashboard.	
3.3.3.6.7	Provide a link to a recorded demonstration of the GUI management console.	
	Management Integrations, Plug-Ins and CLIs	
3.3.3.7.1	Is there a CLI for device management? If yes, describe the format.	
3.3.3.7.2	Describe the external plug-in for ESRI GIS, or available location information management, if available.	
3.3.3.7.3	Describe the plug-in for Splunk ITSI.	
3.3.3.7.4	List all supported plug-in management tools.	

	5.0 Project - Boundary Network	
3.3.3.7.5	List all IT infrastructure monitoring tools that can natively interface with the system, or plug-ins for integration.	
3.3.3.7.6	What management protocols (e.g., SNMP, IPMI, Redfish) are supported by the system?	
	Monitoring and Reporting	
3.3.3.8.1	Describe how the management system reports overall status (e.g., Normal, Degraded, and Failed) in a single screen.	
3.3.3.8.2	List the metrics reported by the management system report (for example, raw storage capacity, usable capacity, CPU utilization, current IOPS, etc.).	
3.3.3.8.3	Describe how monitoring data is saved, length of time data is saved, and if saved time be changed by administrators? Describe how monitoring data is exported, and the format (e.g., CSV).	
3.3.3.8.4	Describe the system report alerts metrics, administrator and user defined thresholds. List dynamic thresholds and how they are adjusted (i.e., adjusted automatically based on other monitored metrics).	
3.3.3.8.5	Does the system report any data directly to the OEM (i.e., "call home")? If so, what data is sent and when? Can this reporting be disabled by the administrator?	
3.3.3.8.6	Describe how failure alerts automatically trigger support cases with the OEM.	
3.3.3.8.7	Describe any capabilities for predictive hardware failure.	
3.3.3.8.8	List reports or status screens (e.g., health status, capacity usage) built-in to the management interface.	
3.3.3.8.9	Describe user defined reports.	
3.3.3.8.10	List data integrations supported. Is the system able to integrate with Tableau?	
	Chargeback and Resource Limiting	
3.3.3.9.1	Describe how the solution associates costs with resources in the management console.	
3.3.3.9.2	Describe how resources are tagged to cost centers or similar groupings. List usage reports generated by the solution.	
3.3.3.9.3	List any resource limits for users or groups that can be set by the administrator.	
	Optimizations, Capacity Planning, Trending Analysis and Analytics	
3.3.3.10.1	Describe how the solution optimizes performance automatically.	
3.3.3.10.2	Describe how the solution creates capacity projections based on trend analysis.	
3.3.3.10.3	Describe any event correlation capabilities of the management console.	
3.3.3.10.4	List the solutions machine learning techniques for monitoring, trending or troubleshooting.	
3.3.3.10.5	Describe the solutions use of proactive cloud-based analytics.	
	Automation and Templates	
3.3.3.11.1	Describe multistep task scripting capability within the management console.	
3.3.3.11.2	Describe how new devices are added to the system.	
	Multiple Site Management	
3.3.3.12.1	Describe how a single management console manages multiple boundary networks.	
3.3.3.12.2	List the solutions tools to manage multisite deployments.	
3.3.3.12.3	What geographical, network or other constraints apply to a single management domain?	

5.0 Project - Boundary Network

Upgrades

3.3.3.13.1	Describe how are system updates are distributed? List the three most recent versions and their release dates.	
3.3.3.13.2	Describe how the solution supports "one-click" upgrades of the management stack.	
3.3.3.13.3	Describe how the solution performs non-disruptive maintenance and upgrades. List any impact on performance during maintenance and upgrades.	
3.3.3.13.4	Does the solution permit rolling back upgrades?	
3.3.3.13.5	Describe how new devices are added to the management console?	
3.3.3.13.6	Does the solution allow increases or decreases in capacity, bandwidth and latency without disruption?	

Security: General and Access Control

3.3.3.14.1	Does the solution support role-based access control (RBAC) supported? List any default or predefined roles.	
3.3.3.14.2	Describe the solutions security audit logs and the ability to export the logs. List events recorded in the audit log.	
3.3.3.14.3	List the security features (e.g., SSH, SSL) available in the management console.	
3.3.3.14.4	Identify third-party integrations with management tools (e.g., LDAP, Radius, and Active Directory) available and supported by the solution.	
3.3.3.14.5	Describe how the solution performs authentication. Does it support administration multifactor authentication?	
3.3.3.14.6	Describe the solution's recommended Wi-Fi encryption and authentication.	
3.3.3.14.7	Describe how the solution adheres to NIST 800 security standards.	

Availability

3.3.3.15.1	Describe how the solution insures against single point of failure (SPOF) in the product architecture.	
3.3.3.15.2	Specify fault tolerant capabilities for Meraki switches and aggradation switches at each site. Such that connected users can experience a hardware failure without interruption.	
3.3.3.15.3	How is system availability impacted by failure of domain controllers, DHCP, and DNS? Describe how the solution functions independently without these resources.	
3.3.3.15.4	Describe how the solution updates firmware and software no service disruption.	
3.3.3.15.5	Describe how the solution adds hardware (such as access points, switches, and aggregation switches) without service disruption.	
3.3.3.15.6	List the mean time to failure in border network architecture for major components.	

Disaster Recovery

3.3.3.16.1	Describe the solution's native disaster recovery capabilities. List required components, additional licenses, number of nodes, and other necessary items.	
3.3.3.16.2	Specify "high availability" capabilities for disaster recovery in the event of a hardware failure with the switches, aggregation switches, or power.	
3.3.3.16.3	List the range of RTOs and RPOs supported?	

Support, Maintenance and Warranty

	5.0 Project - Boundary Network	
3.3.4.1.1	Describe the system maintenance proposed, including coverage hours, service type, and any response time-to-repair commitments. If any warranty terms vary by location or country, answer for each location indicated in the BVP instructions.	
3.3.4.1.2	For the hardware and software covered under warranty, indicate when the warranty period starts. Define project phases, such as configuration, testing, and go-live.	
3.3.4.1.3	Specify the standard warranty periods for all solution hardware and software. If you offer different levels of warranty or service, innumerate them in the solution. The preferred manufacturer warranty is five years to be free of defects in equipment, software, support and	
3.3.4.1.4	During the warranty period, and any subsequent maintenance agreement, any defective hardware and software components shall be repaired or replaced at no cost to the City.	
3.3.4.1.5	During the implementation period, the Offeror must supply no more than a 30-minute response to major problems directly with the equipment manufacturer, 24 hours a day, and 7 days a week.	
3.3.4.1.6	Post implementation and for the duration of the agreement, the selected Offeror must have technical support services available. The City prefers this support be on a toll-free basis, 24 hours a day, 7 days a week, during the entire contract period with a ½ hour (30 minutes) or less response time to major problems, with a clearly defined priority escalation process. The selected Offeror shall also provide on-site technical support when required. This on-site support may be requested when problems are escalated without resolution and normal operations cannot be reasonably retained or restored.	
3.3.4.1.7	Offeror must provide a 24 hour or less hardware Return Material Authorization response for all components in the solution.	
3.3.4.1.8	Technicians must be certified by the original equipment manufacturer to support any hardware and software implemented as a part of this project.	
3.3.4.1.9	The City staff shall have the ability to call the manufacturer of all solution components directly during warranty period. If problems cannot be corrected by telephone support, Offeror shall include description in the proposal response outlining the support services offered and any limitations to the services.	
3.3.4.1.10	List the location of the support center(s) that will deliver remote support.	
3.3.4.1.11	Describe support escalation stages and the roles and capability delivered at each stage.	
3.3.4.1.12	If issue severity varies, include a matrix defining severity levels and entitlements.	
3.3.4.1.13	If hardware parts are included as part of a warranty, list where parts depots are located, or sources and timeline for shipping parts on-site.	
3.3.4.1.14	List the titles and locations of personnel performing on-site services.	
3.3.4.1.15	List any solution components the City will be responsible for installing or repairing.	
3.3.4.1.16	Describe how the solution handles software updates.	
3.3.4.1.17	List any resources provided by the City to receive warranty or maintenance support.	
3.3.4.1.18	Describe any self-maintenance solution. Indicate costs, parts, training, and certification requirements.	
3.3.4.1.19	Provide the solution standard, Software License Agreement, Maintenance Services Agreement and Service Level Agreements soft copies.	
	Implementation and Project Management	
3.3.4.2.1	Describe in detailed narrative of Project Management Plan for implementing the proposed solution. Include a schedule of work responsibility matrix, identifying the tasks Performed by the Offeror and the tasks the City is expected to perform. The plan shall include detailed work breakdown structure, project milestone and schedule information presented in Microsoft Project file format, Excel spreadsheet, or SmartSheet. The Offeror shall include an estimated start time and completion date for the project, and a Gantt chart.	

5.0 Project - Boundary Network

3.3.4.2.2	Project Incident management and progress reports will be made available online weekly, and upon request.
3.3.4.2.3	The City reserves the right to require the awarded Offeror to replace the assigned project manager at any time, without additional costs to the City.
Solution Implementation Requirements	
3.3.4.3.1	All Offeror staff must pass City background checks to be admitted into City facilities.
3.3.4.3.2	New feature(s) require testing, failover testing, performance testing, validation, and documentation.
3.3.4.3.3	All hardware must be the latest fully supported firmware version.
3.3.4.3.4	All software implemented must be the most recent manufacturer version available.
3.3.4.3.5	Offerors must provide details of how City users will be assisted during switch over activities and maintenance.
3.3.4.3.6	Offeror will received written notice of any outstanding problems with a location installation within fourteen (14) days. Offeror will correct any outstanding problems within thirty (30) days from the date of notification. Payments will not be made until the City accepts the installation.
Training: General and Documentation	
3.3.4.4.1	All instructor led training costs for ten (10) City employees to administer as super-users; training and reference materials, travel and expenses, and any other associated costs must be included in the submitted proposal. Training must be completed prior to the solution operating in production.
3.3.4.4.2	Each aspect of the proposed solution, requires a detailed description of the training, pricing, and syllabus.
3.3.4.4.3	Prior to implementation, Offeror must provide a Microsoft Visio format of physical and logical diagram of the proposed solution architecture, including as-built drawings and access point placement.
3.3.4.4.4	All critical solution aspects and access to knowledge systems require configuration documentation for the duration of the warranty.
3.3.4.4.5	Provide reproducible standard operating procedures documentation for the solution.
3.3.4.4.6	Describe how the solution would pre-populate placement information in cloud management tool.
Training: Learning and Skills Required	
3.3.4.5.1	Indicate the skill level and training recommended to administer the solution.
3.3.4.5.2	List knowledge base resources are available for the solution.
3.3.4.5.3	List any product-specific training available for the products in the solution. Indicate any fees for the training.

5.1 Boundary Network - Pricing

Line Item	Part Category	Quantity	Vendor Part #	Description	Term (If Applicable)	Unit List Price	Extended List Price	Discount %	Unit Offered Price	Extended Offered Price	Comments
					Columbus City Hall - Large						
				MDF Switches							
5.1.1	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.2	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.3	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.4	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.5						$ -				$ -	
5.1.6				**IDF Switches**							
5.1.7	Hardware	28.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 381,942.68	61.00%	$ 5,319.91	$ 148,957.48	
5.1.8	Hardware	28.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 59,305.68	53.00%	$ 995.48	$ 27,873.44	
5.1.9	Hardware	28.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 79,626.12	53.00%	$ 1,336.58	$ 37,424.24	
5.1.10	Licensing	28.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 223,231.68	53.00%	$ 3,747.10	$ 104,918.80	
5.1.11						$ -				$ -	
5.1.12				**APs**							
5.1.13	Hardware	50.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 107,266.00	58.00%	$ 901.03	$ 45,051.50	
5.1.14	Licensing	50.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 48,318.50	53.00%	$ 454.19	$ 22,709.50	
5.1.15						$ -				$ -	
5.1.16				**SFPs/Cables**							
5.1.17	Supplies - Under $5,000	100.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 106,997.00	53.00%	$ 502.88	$ 50,288.00	
5.1.18	Supplies - Under $5,000	2.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.19	Supplies - Under $5,000	6.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 806.52	53.00%	$ 63.17	$ 379.02	
5.1.20						$ -				$ -	
5.1.21					**City of Columbus - Firestation #1 and #9 - Small**						
5.1.22				**MDF Switches**							
5.1.23	Hardware	1.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 13,640.81	61.00%	$ 5,319.91	$ 5,319.91	
5.1.24	Hardware	1.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 2,118.06	53.00%	$ 995.48	$ 995.48	
5.1.25	Hardware	2.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 5,687.58	53.00%	$ 1,336.58	$ 2,673.16	
5.1.26	Licensing	1.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License		$ 7,972.56	$ 7,972.56	53.00%	$ 3,747.10	$ 3,747.10	
5.1.27						$ -				$ -	
5.1.28				**APs**							
5.1.29	Hardware	5.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 10,726.60	58.00%	$ 901.03	$ 4,505.15	
5.1.30	Licensing	5.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 4,831.85	53.00%	$ 454.19	$ 2,270.95	
5.1.31						$ -				$ -	
5.1.32				**SFPs/Cables**							

						Unit	Extended	%	Disc Unit	Disc Extended	
5.1.33	Supplies - Under $5,000	1.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 134.42	53.00%	$ 63.17	$ 63.17	
5.1.34	Supplies - Under $5,000	1.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter		$ 118.24	$ 118.24	53.00%	$ 55.57	$ 55.57	
5.1.35							$ -			$ -	
5.1.36				**Jerry Hammond Center - Medium**							
5.1.37				**MDF Switches**							
5.1.38	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.39	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.40	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.41	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.42							$ -			$ -	
5.1.43				**IDF Switches**							
5.1.44	Hardware	15.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 204,612.15	61.00%	$ 5,319.91	$ 79,798.65	
5.1.45	Hardware	15.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 31,770.90	53.00%	$ 995.48	$ 14,932.20	
5.1.46	Hardware	15.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 42,656.85	53.00%	$ 1,336.58	$ 20,048.70	
5.1.47	Licensing	15.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 119,588.40	53.00%	$ 3,747.10	$ 56,206.50	
5.1.48							$ -			$ -	
5.1.49				**APs**							
5.1.50	Hardware	51.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 109,411.32	58.00%	$ 901.03	$ 45,952.53	
5.1.51	Licensing	51.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 49,284.87	53.00%	$ 454.19	$ 23,163.69	
5.1.52							$ -			$ -	
5.1.53				**SFPs/Cables**							
5.1.54	Supplies - Under $5,000	13.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 1,747.46	53.00%	$ 63.17	$ 821.21	
5.1.55	Supplies - Under $5,000	2.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 537.68	53.00%	$ 126.35	$ 252.70	
5.1.56	Supplies - Under $5,000	1.0	MA-CBL-120G-3M	Meraki MS390 120G Data-Stack Cable, 3 meter		$ 403.26	$ 403.26	53.00%	$ 189.53	$ 189.53	
5.1.57	Supplies - Under $5,000	1.0	SFP-10G-AOC1M=	10GBASE Active Optical SFP+ Cable, 1M		$ 252.57	$ 252.57	53.00%	$ 118.70	$ 118.70	
5.1.58	Supplies - Under $5,000	12.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 12,839.64	53.00%	$ 502.88	$ 6,034.56	
5.1.59							$ -			$ -	
5.1.60				**Columbus Public Health - Medium**							
5.1.61				**MDF Switches**							
5.1.62	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.63	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.64	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.65	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.66							$ -			$ -	

5.1 Boundary Network - Pricing													
5.1.67				IDF Switches									
5.1.68	Hardware	22.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 300,097.82	61.00%	$ 5,319.91	$ 117,038.02	
5.1.69	Hardware	22.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 46,597.32	53.00%	$ 995.48	$ 21,900.56	
5.1.70	Hardware	18.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 51,188.22	53.00%	$ 1,336.58	$ 24,058.44	
5.1.71	Licensing	22.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 175,396.32	53.00%	$ 3,747.10	$ 82,436.20	
5.1.72						$ -				$ -	
5.1.73				APs									
5.1.74	Hardware	50.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 107,266.00	58.00%	$ 901.03	$ 45,051.50	
5.1.75	Licensing	50.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 48,318.50	53.00%	$ 454.19	$ 22,709.50	
5.1.76						$ -				$ -	
5.1.77				SFPs/Cables									
5.1.78	Supplies - Under $5,000	17.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 2,285.14	53.00%	$ 63.17	$ 1,073.89	
5.1.79	Supplies - Under $5,000	4.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 1,075.36	53.00%	$ 126.35	$ 505.40	
5.1.80	Supplies - Under $5,000	3.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter		$ 118.24	$ 354.72	53.00%	$ 55.57	$ 166.71	
5.1.81	Supplies - Under $5,000	18.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 19,259.46	53.00%	$ 502.88	$ 9,051.84	
5.1.82	Supplies - Under $5,000	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m		$ 1,016.77	$ 1,016.77	53.00%	$ 477.88	$ 477.88	
5.1.83						$ -				$ -	
5.1.84				**City of Columbus – Income Tax, City Attorney, Public Safety, etc - Medium**									
5.1.85				MDF 1 Switches									
5.1.86	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.87	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.88	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.89	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.90						$ -				$ -	
5.1.91				MDF 2 Switches									
5.1.92	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.93	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.94	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.95	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.96						$ -				$ -	
5.1.97				IDF Switches									
5.1.98	Hardware	14.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 190,971.34	61.00%	$ 5,319.91	$ 74,478.74	
5.1.99	Hardware	14.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 29,652.84	53.00%	$ 995.48	$ 13,936.72	
5.1.100	Hardware	14.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 39,813.06	53.00%	$ 1,336.58	$ 18,712.12	

5.1 Boundary Network - Pricing												
5.1.101	Licensing	14.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 111,615.84	53.00%	$ 3,747.10	$ 52,459.40	
5.1.102							$ -			$ -	
5.1.103			**APs**								
5.1.104	Hardware	51.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 109,411.32	58.00%	$ 901.03	$ 45,952.53	
5.1.105	Licensing	51.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 49,284.87	53.00%	$ 454.19	$ 23,163.69	
5.1.106							$ -			$ -	
5.1.107			**SFPs/Cables**								
5.1.108	Supplies - Under $5,000	4.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 537.68	53.00%	$ 63.17	$ 252.68	
5.1.109	Supplies - Under $5,000	2.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 537.68	53.00%	$ 126.35	$ 252.70	
5.1.110	Supplies - Under $5,000	3.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter		$ 118.24	$ 354.72	53.00%	$ 55.57	$ 166.71	
5.1.111	Supplies - Under $5,000	24.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 25,679.28	53.00%	$ 502.88	$ 12,069.12	
5.1.112	Supplies - Under $5,000	4.0	SFP-10G-AOC1M=	10GBASE Active Optical SFP+ Cable, 1M		$ 252.57	$ 1,010.28	53.00%	$ 118.70	$ 474.80	
5.1.113	Supplies - Under $5,000	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m		$ 1,016.77	$ 1,016.77	53.00%	$ 477.88	$ 477.88	
5.1.114							$ -			$ -	
5.1.115			**City of Columbus – Division of Police - Large**								
5.1.116			**MDF Switches**								
5.1.117	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.118	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.119	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.120	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.121							$ -			$ -	
5.1.122			**IDF Switches**								
5.1.123	Hardware	31.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 422,865.11	61.00%	$ 5,319.91	$ 164,917.21	
5.1.124	Hardware	31.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 65,659.86	53.00%	$ 995.48	$ 30,859.88	
5.1.125	Hardware	31.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 88,157.49	53.00%	$ 1,336.58	$ 41,433.98	
5.1.126	Licensing	31.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 247,149.36	53.00%	$ 3,747.10	$ 116,160.10	
5.1.127							$ -			$ -	
5.1.128			**APs**								
5.1.129	Hardware	24.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 51,487.68	58.00%	$ 901.03	$ 21,624.72	
5.1.130	Licensing	24.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 23,192.88	53.00%	$ 454.19	$ 10,900.56	
5.1.131							$ -			$ -	
5.1.132			**SFPs/Cables**								
5.1.133	Supplies - Under $5,000	1.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 134.42	53.00%	$ 63.17	$ 63.17	

5.1 Boundary Network - Pricing

#	Category	Qty	Part Number	Description	Term	Unit Cost	Ext Cost	Disc %	Unit Price	Ext Price	
5.1.134	Supplies - Under $5,000	26.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 6,989.84	53.00%	$ 126.35	$ 3,285.10	
5.1.135	Supplies - Under $5,000	3.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter		$ 118.24	$ 354.72	53.00%	$ 55.57	$ 166.71	
5.1.136	Supplies - Under $5,000	18.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 19,259.46	53.00%	$ 502.88	$ 9,051.84	
5.1.137	Supplies - Under $5,000	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m		$ 1,016.77	$ 1,016.77	53.00%	$ 477.88	$ 477.88	
5.1.138							$ -			$ -	
5.1.139				**City of Columbus – Neighborhood Policing Center – Precinct #18 - Medium**							
5.1.140				**MDF Switches**							
5.1.141	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		$ 26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.142	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		$ 604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.143	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		$ 118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	
5.1.144	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months	$ 4,166.13	$ 8,332.26	53.00%	$ 1,958.08	$ 3,916.16	
5.1.145							$ -			$ -	
5.1.146				**IDF Switches**							
5.1.147	Hardware	6.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch		$ 13,640.81	$ 81,844.86	61.00%	$ 5,319.91	$ 31,919.46	
5.1.148	Hardware	6.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply		$ 2,118.06	$ 12,708.36	53.00%	$ 995.48	$ 5,972.88	
5.1.149	Hardware	6.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module		$ 2,843.79	$ 17,062.74	53.00%	$ 1,336.58	$ 8,019.48	
5.1.150	Licensing	6.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months	$ 7,972.56	$ 47,835.36	53.00%	$ 3,747.10	$ 22,482.60	
5.1.151							$ -			$ -	
5.1.152				**APs**							
5.1.153	Hardware	2.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP		$ 2,145.32	$ 4,290.64	58.00%	$ 901.03	$ 1,802.06	
5.1.154	Licensing	2.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months	$ 966.37	$ 1,932.74	53.00%	$ 454.19	$ 908.38	
5.1.155							$ -			$ -	
5.1.156				**SFPs/Cables**							
5.1.157	Supplies - Under $5,000	3.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 403.26	53.00%	$ 63.17	$ 189.51	
5.1.158	Supplies - Under $5,000	1.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 268.84	53.00%	$ 126.35	$ 126.35	
5.1.159	Supplies - Under $5,000	4.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 4,279.88	53.00%	$ 502.88	$ 2,011.52	
5.1.160	Supplies - Under $5,000	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m		$ 1,016.77	$ 1,016.77	53.00%	$ 477.88	$ 477.88	
5.1.161							$ -			$ -	
5.1.162				**City of Columbus – Public Utilities Administration Building - Medium**							
5.1.163				**MDF Switches**							
5.1.164	Hardware	2.0	MS425-32-HW	Meraki MS425-32 L3 Cld-Mngd 32x 10G SFP+ Switch		26,496.62	$ 52,993.24	53.00%	$ 12,453.41	$ 24,906.82	
5.1.165	Hardware	2.0	MA-PWR-250WAC	Meraki 250WAC PSU		604.28	$ 1,208.56	53.00%	$ 284.01	$ 568.02	
5.1.166	Hardware	2.0	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter		118.24	$ 236.48	53.00%	$ 55.57	$ 111.14	

**5.1 Boundary Network - Pricing**

5.1.167	Licensing	2.0	LIC-MS425-32-5YR	Meraki MS425-32 Enterprise License and Support, 5YR	60 Months		$ 4,166.13	$ 8,332.26	53.00%	$	1,958.08	$	3,916.16	
5.1.168								$ -				$	-	
5.1.169		**IDF Switches**											
5.1.170	Hardware	20.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch			$ 13,640.81	$ 272,816.20	61.00%	$	5,319.91	$	106,398.20	
5.1.171	Hardware	20.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply			$ 2,118.06	$ 42,361.20	53.00%	$	995.48	$	19,909.60	
5.1.172	Hardware	20.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module			$ 2,843.79	$ 56,875.80	53.00%	$	1,336.58	$	26,731.60	
5.1.173	Licensing	20.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months		$ 7,972.56	$ 159,451.20	53.00%	$	3,747.10	$	74,942.00	
5.1.174								$ -				$	-	
5.1.175		**APs**											
5.1.176	Hardware	31.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP			$ 2,145.32	$ 66,504.92	58.00%	$	901.03	$	27,931.93	
5.1.177	Licensing	31.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months		$ 966.37	$ 29,957.47	53.00%	$	454.19	$	14,079.89	
5.1.178								$ -				$	-	
5.1.179		**SFPs/Cables**											
5.1.180	Supplies - Under $5,000	16.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter			$ 134.42	$ 2,150.72	53.00%	$	63.17	$	1,010.72	
5.1.181	Supplies - Under $5,000	3.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter			$ 268.84	$ 806.52	53.00%	$	126.35	$	379.05	
5.1.182	Supplies - Under $5,000	10.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode			$ 1,069.97	$ 10,699.70	53.00%	$	502.88	$	5,028.80	
5.1.183	Supplies - Under $5,000	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m			$ 1,016.77	$ 1,016.77	53.00%	$	477.88	$	477.88	
5.1.184								$ -				$	-	
5.1.185		**Spare Inventory**											
5.1.186		**IDF Switches**											
5.1.187	Hardware	7.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch			$ 13,640.81	$ 95,485.67	61.00%	$	5,319.91	$	37,239.37	
5.1.188	Hardware	7.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply			$ 2,118.06	$ 14,826.42	53.00%	$	995.48	$	6,968.36	
5.1.189	Hardware	7.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module			$ 2,843.79	$ 19,906.53	53.00%	$	1,336.58	$	9,356.06	
5.1.190	Licensing	7.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	60 Months		$ 7,972.56	$ 55,807.92	53.00%	$	3,747.10	$	26,229.70	
5.1.191								$ -				$	-	
5.1.192		**APs**											
5.1.193	Hardware	13.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP			$ 2,145.32	$ 27,889.16	58.00%	$	901.03	$	11,713.39	
5.1.194	Licensing	13.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months		$ 966.37	$ 12,562.81	53.00%	$	454.19	$	5,904.47	
5.1.195	Hardware	50.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP			$ 2,145.32	$ 107,266.00	58.00%	$	901.03	$	45,051.50	Included an additional 50 to meet short-term needs
5.1.196	Licensing	50.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	60 Months		$ 966.37	$ 48,318.50	53.00%	$	454.19	$	22,709.50	Included an additional 50 to meet short-term needs
5.1.197								$ -				$	-	
5.1.198		**SFPs/Cables**											

					5.1 Boundary Network - Pricing									
5.1.199	Supplies - Under $5,000	3.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter		$ 134.42	$ 403.26	53.00%	$ 63.17	$ 189.51	
5.1.200	Supplies - Under $5,000	2.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter		$ 268.84	$ 537.68	53.00%	$ 126.35	$ 252.70	
5.1.201	Supplies - Under $5,000	9.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode		$ 1,069.97	$ 9,629.73	53.00%	$ 502.88	$ 4,525.92	
5.1.202											
5.1.203					**Training**						
5.1.204	Training	100.0	ECMS1	Engineering Cisco Meraki Solutions Part 1 (ECMS1) 2.0		$ 100.00	$ 10,000.00	15.00%	$ 85.00	$ 8,500.00	Utilizing Global Knowledge Training Credits -10 Credits needed per Student; 12Mo Expiration on Credits
5.1.205	Training	280.0	ECMS2	Engineering Cisco Meraki Solutions Part 2 (ECMS2) 2.0		$ 100.00	$ 28,000.00	15.00%	$ 85.00	$ 23,800.00	Utilizing Global Knowledge Training Credits -28 Credits needed per Student - 12Mo Expiration on Credits
5.1.206					**Professional Services - Rate Card**						
5.1.207	Professional Services	376.0		Sr. Project Manager - Hourly Rate - Remote	1 Hour	$ 215.00	$ 80,840.00	16.28%	$ 180.00	$ 67,680.00	
5.1.208	Professional Services			Sr. Project Manager - Hourly Rate - Onsite	1 Hour	$ 240.00	$ -	14.58%	$ 205.00	$ -	Onsite rates assume 40hr work week
5.1.209	Professional Services			Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 215.00	$ -	16.28%	$ 180.00	$ -	
5.1.210	Professional Services			Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 240.00	$ -	14.58%	$ 205.00	$ -	Onsite rates assume 40hr work week
5.1.211	Professional Services	189.0		Sr. Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 235.00	$ 44,415.00	14.89%	$ 200.00	$ 37,800.00	
5.1.212	Professional Services	574.0		Sr. Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 260.00	$ 149,240.00	13.46%	$ 225.00	$ 129,150.00	Onsite rates assume 40hr work week
5.1.213	Professional Services			Principal Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 250.00	$ -	14.00%	$ 215.00	$ -	
5.1.214	Professional Services			Principal Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 275.00	$ -	12.73%	$ 240.00	$ -	Onsite rates assume 40hr work week
5.1.215	Professional Services	280.0		SSI Smart Hands Engineer - Hourly Rate - Business Hours	1 Hour	$ 155.00	$ 43,400.00	14.19%	$ 133.00	$ 37,240.00	
5.1.216	Professional Services			SSI Smart Hands Engineer - Hourly Rate - After Hours	1 Hour	$ 232.00	$ -	13.79%	$ 200.00	$ -	
5.1.217	Professional Services	142.0		SSI Cabling Engineer - Hourly Rate - Business Hours	1 Hour	$ 175.00	$ 24,850.00	12.57%	$ 153.00	$ 21,726.00	
5.1.218	Professional Services			SSI Cabling Engineer - Hourly Rate - After Hours	1 Hour	$ 262.00	$ -	12.21%	$ 230.00	$ -	
5.1.251					**Misc**						
5.1.252											
5.1.253											

	5.1 Boundary Network - Pricing										
5.1.254							$ -			$ -	

5.2 Boundary Network - 5yr TCO

Item Number	Cost Type	Year 1	Year 2	Year 3	Year 4	Year 5	Totals
5.2.1	Hardware	$ 1,597,198.59	$ -	$ -	$ -	$ -	$ 1,597,198.59
5.2.2	Software	$ -	$ -	$ -	$ -	$ -	$ -
5.2.3	Licenses and Support	$ 719,431.81	$ -	$ -	$ -	$ -	$ 719,431.81
5.2.4	Training	$ 32,300.00	$ -	$ -	$ -	$ -	$ 32,300.00
5.2.5	Professional Services	$ 293,596.00	TBD	TBD	TBD	TBD	$ 293,596.00
5.2.6	Maintenance and Support	TBD	TBD	TBD	TBD	TBD	$ -
5.2.7	Supplies - Under $5,000	$ 110,997.75	$ -	$ -	$ -	$ -	$ 110,997.75
	Totals	$ 2,753,524.15	$ -	$ -	$ -	$ -	$ 2,753,524.15

6.0 Project - NEC to Cisco VOIP

Project Description: The City of Columbus is one of the largest cities in the United States and its local government serves a diverse community of over 898,553 residents. The City departments and elected officials that support these residents have a critical dependency on the City's Voice and Telephony services. Our Voice and Telephony services is a vital service that enables City departments to communicate both internally and externally.

The purpose of this Best Value Procurement (BVP) is for the Department of Technology ("DoT") to enter a contract to replace aging telephony equipment with a modern Cisco VoIP Telephony solution that will expand existing standardization and reliability of the City's voice and telephony services for identified priority locations with a qualified Offeror (the "Contract"). Some of the City's Voice and Telephony services, which is also supported by the DoT, has reached or is nearing its end of life and needs to be replaced. DoT has identified specific agencies and associated building locations that are a priority for this replacement.

Project Scope: The City of Columbus, Department of Technology is seeking proposals pursuant to Columbus City Codes, from experienced professional firms, (hereafter Offerors) to perform an onsite assessment as needed for each physical location, purchase, mount/install, configure, program, and test all of the technologies associated with the replacement. This purchase includes maintenance and support and licensing for all hardware and software associated with the voice and telephony installation and replacement section of this procurement for five years. This purchase should also include as a part of the voice replacment section of this procurement, any neccessary training, documentation, and the professional services necessary to implement/establish the satisfactory operational production of voice and telephony services at each location identified. The award will be a brownfield deployment as equipment at each location is refreshed on a floor by floor basis.

The City has identified an architecture based on Cisco Voice related best practices and reccomendations, to replace the legacy voice environments. As a result, the City expects to purchase a Cisco VoIP solution for the legacy voice replacement that will provide a turnkey solution at each location.

Offerors will be responsible for the installation, configuration, and testing of all software, network and aggregation switches and wireless access points on each floor of each building identified. The City would like to have a spare hardware inventory equal to 5% of the total implemented installation on-hand.

The City is publishing this BVP with the intention to enter one or multiple contracts with experienced Offerors who will (as a whole) replace the existing legacy voice services in the locations identified. Interested Offerors may submit one or multiple responses for the City to consider each as options with their own cost/benefit.

The City seeks to have full, turnkey, implementation and migration completed within 6-12 months of award and receipt of fully executed contracts as well as purchase order(s) confirmed by the Columbus City Auditor's Office with Offeror(s) who will provide hardware, software, licenses, implementation, and support services, and to train City personnel in its best use, to keep the system fully functional throughout its expected life span of no less than five years.

This document serves as a guide for use by potential Offerors as to the format and requirements of a successful proposal.

Item Number	Question/Item	Offeror Response
	6.0 Project - NEC to Cisco VOIP	
	Operational Management, Installation, and Configuration	
3.3.3.17.1	List the steps and time involved in an initial deployment.	
3.3.3.17.2	Describe setup auto-configuration or default templates for initial configuration.	
3.3.3.17.3	Describe preparation for installation of the solution. (e.g., network addresses, power, wiring, rack space, etc.)	
	Optimizations, Capacity Planning, Trending Analysis and Analytics	
3.3.3.18.1	Can the management system automatically recommend upgrades or configuration adjustments for the system?	
	Automation and Templates	
3.3.3.19.1	Specify capabilities and processes for adding/provisioning new devices into the system.	
	Support, Maintenance and Warranty	
3.3.4.6 .1	Describe the system maintenance proposed, including coverage hours, service type, and any response time-to-repair commitments. If any warranty terms vary by location or country, answer for each location indicated in the BVP instructions.	
3.3.4.6.2	For the hardware and software covered under warranty, indicate when the warranty period starts. Define project phases, such as configuration, testing, and go-live.	
3.3.4.6.3	Specify the standard warranty periods for all solution hardware and software. If you offer different levels of warranty or service, innumerate them in the solution. The preferred manufacturer warranty is five years to be free of defects in equipment, software, support and services, and workmanship.	
3.3.4.6.4	During the warranty period, and any subsequent maintenance agreement, any defective hardware and software components shall be repaired or replaced at no cost to the City.	
3.3.4.6.5	During the implementation period, the Offeror must supply no more than a 30-minute response to major problems directly with the equipment manufacturer, 24 hours a day, and 7 days a week.	
3.3.4.6.6	Post implementation and for the duration of the agreement, the selected Offeror must have technical support services available. The City prefers this support be on a toll-free basis, 24 hours a day, 7 days a week, during the entire contract period with a ½ hour (30 minutes) or less response time to major problems, with a clearly defined priority escalation process. The selected Offeror shall also provide on-site technical support when required. This on-site support may be requested when problems are escalated without resolution and normal operations cannot be reasonably retained or restored.	

6.0 Project - NEC to Cisco VOIP

3.3.4.6.7	Offeror must provide a 24 hour or less hardware Return Material Authorization response for all components in the solution.	
3.3.4.6.8	Technicians must be certified by the original equipment manufacturer to support any hardware and software implemented as a part of this project.	
3.3.4.6.9	The City staff shall have the ability to call the manufacturer of all solution components directly during warranty period. If problems cannot be corrected by telephone support, Offeror shall include description in the proposal response outlining the support services offered and any limitations to the services.	
3.3.4.6.10	List the location of the support center(s) that will deliver remote support.	
3.3.4.6.11	Describe support escalation stages and the roles and capability delivered at each stage.	
3.3.4.6.12	If issue severity varies, include a matrix defining severity levels and entitlements.	
3.3.4.6.13	List hardware depots locations and timeline for parts arrival on-site.	
3.3.4.6.14	List the titles and locations of personnel performing on-site services.	
3.3.4.6.15	List any solution components the City will be responsible for installing or repairing.	
3.3.4.6.16	Describe how the solution handles software updates.	
3.3.4.6.17	List any resources provided by the City to receive warranty or maintenance support.	
3.3.4.6.18	Describe any self-maintenance solution. Indicate costs, parts, training, and certification requirements.	
3.3.4.6.19	Provide the solution standard, Software License Agreement, Maintenance Services Agreement and Service Level Agreements soft copies.	
Implementation and Project Management		
3.3.4.6.1	Describe in detailed narrative of Project Management Plan for implementing the proposed solution. Include a schedule of work responsibility matrix, identifying the tasks Performed by the Offeror and the tasks the City is expected to perform. The plan shall include detailed work breakdown structure, project milestone and schedule information presented in Microsoft Project file format, Excel spreadsheet, or SmartSheet. The Offeror shall include an estimated start time and completion date for the project, and a Gantt chart.	
3.3.4.6.2	Project Incident management and progress reports will be made available online weekly, and upon request.	
3.3.4.6.3	The City reserves the right to require the awarded Offeror to replace the assigned project manager at any time, without additional costs to the City.	
Solution Implementation Requirements		
3.3.4.7.1	All Offeror staff must pass City background checks to be admitted into City facilities.	
3.3.4.7.2	New feature(s) require testing, failover testing, performance testing, validation, and documentation.	
3.3.4.7.3	All hardware must be the latest fully supported firmware version.	
3.3.4.7.4	All software implemented must be the most recent manufacturer version available.	
3.3.4.7.5	Offerors must provide details of how City users will be assisted during switch over activities and maintenance.	

	6.0 Project - NEC to Cisco VOIP	
3.3.4.7.6	Offeror will received written notice of any outstanding problems with a location installation within fourteen (14) days. Offeror will correct any outstanding problems within thirty (30) days from the date of notification. Payments will not be made until the City accepts the installation.	
	Training: General and Documentation	
3.3.4.8.1	All instructor led training costs for ten (10) City employees to administer as super-users; training and reference materials, travel and expenses, and any other associated costs must be included in the submitted proposal. Training must be completed prior to the solution operating in production.	
3.3.4.8.2	Each aspect of the proposed solution, requires a detailed description of the training, pricing, and syllabus.	
3.3.4.8.3	Prior to implementation, Offeror must provide a Microsoft Visio format of physical and logical diagram of the proposed solution architecture, including as-built drawings and access point placement.	
3.3.4.8.4	All critical solution aspects and access to knowledge systems require configuration documentation for the duration of the warranty.	
3.3.4.8.5	Provide reproducible standard operating procedures documentation for the solution.	
3.3.4.8.6	Describe how the solution would pre-populate placement information in management tool.	
	Training: Learning and Skills Required	
3.3.4.9.1	Indicate the skill level and training recommended to administer the solution.	
3.3.4.9.2	List knowledge base resources are available for the solution	
3.3.4.9.3	List any product-specific training available for the products in the solution. Indicate any fees for the training.	

6.1 NEC to Cisco VOIP - Pricing

Line Item	Part Category	Quantity	Vendor Part #	Description	Term (If Applicable)	Unit List Price	Extended List Price	Discount %	Unit Offered Price	Extended Offered Price	Comments
						Public Safety Police					
				Cisco Handsets							
6.1.1	Hardware	657.0	CP-8851-K9=	Cisco 8851 VoIP Phone		$ 649.23	$ 426,544.11	61.00%	$ 253.19	$ 166,345.83	
6.1.2	Hardware	30.0	CP-8832-W-K9=	Cisco 8832 VoIP Conference Phone		$ 1,815.03	$ 54,450.90	61.00%	$ 707.86	$ 21,235.80	
6.1.3	Supplies - Under $5,000	30.0	CP-8832-MIC-WIRED=	Cisco 8832 VoIP Conference Phone wired Mic Kit		$ 474.25	$ 14,227.50	61.00%	$ 184.95	$ 5,548.50	
6.1.4						$ -			$ -		
6.1.5						$ -			$ -		
6.1.6				Cisco Routers							
6.1.7	Hardware	21.0	ISR-4331V/K9	Cisco 4331 ISR Router		$ 6,843.72	$ 143,718.12	55.00%	$ 3,079.67	$ 64,673.07	
6.1.8	Hardware	1.0	ISR-4351V/K9	Cisco 4351 ISR Router		$ 16,906.83	$ 16,906.83	55.00%	$ 7,608.07	$ 7,608.07	
6.1.9	Hardware	2.0	ISR4451-X-V/K9	Cisco 4451 ISR Router		$ 28,711.63	$ 57,423.26	55.00%	$ 12,920.23	$ 25,840.46	
6.1.10						$ -			$ -		
6.1.11						$ -			$ -		
6.1.12						**Public Safety Fire**					
6.1.13				Cisco Handsets							
6.1.14	Hardware	1067.0	CP-8851-K9=	Cisco 8851 VoIP Phone		$ 649.23	$ 692,728.41	61.00%	$ 253.19	$ 270,153.73	
6.1.15	Hardware	50.0	CP-8832-W-K9=	Cisco 8832 VoIP Conference Phone		$ 1,815.03	$ 90,751.50	61.00%	$ 707.86	$ 35,393.00	
6.1.16	Supplies - Under $5,000	50.0	CP-8832-MIC-WIRED=	Cisco 8832 VoIP Conference Phone wired Mic Kit		$ 474.25	$ 23,712.50	61.00%	$ 184.95	$ 9,247.50	
6.1.17						$ -			$ -		
6.1.18						$ -			$ -		
6.1.19				Cisco Routers							
6.1.20	Hardware	34.0	ISR-4331V/K9	Cisco 4331 ISR Router		$ 6,843.72	$ 232,686.48	55.00%	$ 3,079.67	$ 104,708.78	
6.1.21	Hardware	3.0	ISR-4351V/K9	Cisco 4351 ISR Router		$ 16,906.83	$ 50,720.49	55.00%	$ 7,608.07	$ 22,824.21	
6.1.22											
6.1.23						$ -			$ -		
6.1.24				FXS/FXO/ATA							
6.1.25	Hardware	37.0	NIM-4FXSP=	Cisco FXS Card		$ 1,299.78	$ 48,091.86	55.00%	$ 584.90	$ 21,641.30	
6.1.26	Hardware	37.0	ATA191-K9	Cisco ATA Adapter		$ 350.42	$ 12,965.54	55.00%	$ 157.68	$ 5,834.16	
6.1.27											
6.1.28						$ -			$ -		
6.1.29						**Public Utilities - Remote Locations**					
6.1.30				Cisco Handsets							
6.1.31	Hardware	478.0	LMIPT-41 (ruggedized)	Cisco OPTOKON LMIPT-41 Rugged Phone		$ -			$ 2,477.00	$ 1,184,006.00	Optokon does not have a formal distribution relationship with any US entity currently. We are working to finalize something but nothing is final currently. If we are not able to finalize then the City may have to procure directly from Optokon. Additionally, any warranties/support would flow directly to Optokon. Pricing DOES NOT include shipping/import taxes. Minimum QTY of 100
6.1.32	Hardware	10.0	CP-8832-MIC-WIRED=	Cisco 8832 VoIP Conference Phone wired Mic Kit		$ 474.25	$ 4,742.50	61.00%	$ 184.95	$ 1,849.50	
6.1.33						$ -			$ -		
6.1.34						$ -			$ -		
6.1.35				Cisco Routers							
6.1.36	Hardware	5.0	ISR-4351V/K9	Cisco 4351 ISR Router		$ 16,906.83	$ 84,534.15	55.00%	$ 7,608.07	$ 38,040.35	

6.1 NEC to Cisco VOIP - Pricing											
6.1.37						$ -				$ -	
6.1.38						$ -				$ -	
6.1.39	**FXS/FXO/ATA**										
6.1.40	Hardware	5.0	NIM-4FXSP=	Cisco FXS Card		$ 1,299.78	$ 6,498.90	55.00%	$ 584.90	$ 2,924.50	
6.1.41	Hardware	5.0	ATA191-K9	Cisco ATA Adapter		$ 350.42	$ 1,752.10	55.00%	$ 157.68	$ 788.40	
6.1.42											
6.1.43						$ -				$ -	
6.1.44	**Spare Inventory**										
6.1.45	**Cisco Handsets**										
6.1.46	Hardware	86.0	CP-8851-K9=	Cisco 8851 VoIP Phone		$ 649.23	$ 55,833.78	61.00%	$ 253.19	$ 21,774.34	
6.1.47	Hardware	4.0	CP-8832-W-K9=	Cisco 8832 VoIP Conference Phone		$ 1,815.03	$ 7,260.12	61.00%	$ 707.86	$ 2,831.44	
6.1.48	Hardware	5.0	CP-8832-MIC-WIRED=	Cisco 8832 VoIP Conference Phone wired Mic Kit		$ 474.25	$ 2,371.25	61.00%	$ 184.95	$ 924.75	
6.1.49	Hardware	24.0	LMIPT-41 (ruggedized)	Cisco OPTOKON LMIPT-41 Rugged Phone					$ 2,477.00	$ 59,448.00	Optokon does not have a formal distribution relationship with any US entity currently. We are working to finalize something but nothing is final currently. If we are not able to finalize then the City may have to procure directly from Optokon. Additionally, any warranties/support would flow directly to Optokon.
6.1.50						$ -				$ -	
6.1.51						$ -				$ -	
6.1.52	**Cisco Routers**										
6.1.53	Hardware	3.0	ISR-4331V/K9	Cisco 4331 ISR Router		$ 6,843.72	$ 20,531.16	55.00%	$ 3,079.67	$ 9,239.01	
6.1.54											
6.1.55						$ -				$ -	
6.1.56	**FXS/FXO/ATA**										
6.1.57	Supplies - Under $5,000	2.0	NIM-4FXSP=	Cisco FXS Card		$ 1,299.78	$ 2,599.56	55.00%	$ 584.90	$ 1,169.80	
6.1.58	Supplies - Under $5,000	2.0	ATA191-K9	Cisco ATA Adapter		$ 350.42	$ 700.84	55.00%	$ 157.68	$ 315.36	
6.1.59						$ -				$ -	
6.1.60											
6.1.61	**Training**										
6.1.62	Training	294.0	350-801 CLCOR	Implementing and Operating Cisco Collaboration Core Technologies v1.0		$ 100.00	$ 29,400.00	15.00%	$ 85.00	$ 24,990.00	Utilizing Global Knowledge Training Credits -42 Credits needed per Student - 12Mo Expiration on Credits
6.1.63	Training	294.0	300-815 CLACCM	Implementing Cisco Advanced Call Control and Mobility Services		$ 100.00	$ 29,400.00	15.00%	$ 85.00	$ 24,990.00	Utilizing Global Knowledge Training Credits -42 Credits needed per Student - 12Mo Expiration on Credits
6.1.70	**Professional Services - Rate Card**										
6.1.71	Professional Services	911.0		Sr. Project Manager - Hourly Rate - Remote	1 Hour	$ 215.00	$ 195,865.00	16.28%	$ 180.00	$ 163,980.00	
6.1.72	Professional Services			Sr. Project Manager - Hourly Rate - Onsite	1 Hour	$ 240.00	$ -	14.58%	$ 205.00	$ -	Onsite rates assume 40hr work week
6.1.73	Professional Services			Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 215.00	$ -	16.28%	$ 180.00	$ -	
6.1.74	Professional Services			Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 240.00	$ -	14.58%	$ 205.00	$ -	Onsite rates assume 40hr work week
6.1.75	Professional Services	1649.0		Sr. Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 235.00	$ 387,515.00	14.89%	$ 200.00	$ 329,800.00	
6.1.76	Professional Services	858.0		Sr. Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 260.00	$ 223,080.00	13.46%	$ 225.00	$ 193,050.00	Onsite rates assume 40hr work week
6.1.77	Professional Services			Principal Consulting Engineer - Hourly Rate- Remote	1 Hour	$ 250.00	$ -	14.00%	$ 215.00	$ -	

				6.1 NEC to Cisco VOIP - Pricing							
6.1.78	Professional Services			Principal Consulting Engineer - Hourly Rate- Onsite	1 Hour	$ 275.00	$ -	12.73%	$ 240.00	$ -	Onsite rates assume 40hr work week
6.1.79	Professional Services	530.0		SSI Smart Hands Engineer - Hourly Rate - Business Hours	1 Hour	$ 155.00	$ 155.00	14.19%	$ 133.00	$ 70,490.00	
6.1.80	Professional Services			SSI Smart Hands Engineer - Hourly Rate - After Hours	1 Hour	$ 232.00	$ 232.00	13.79%	$ 200.00	$ -	
6.1.81	Professional Services			SSI Cabling Engineer - Hourly Rate - Business Hours	1 Hour	$ 175.00	$ 175.00	12.57%	$ 153.00	$ -	
6.1.82	Professional Services			SSI Cabling Engineer - Hourly Rate - After Hours	1 Hour	$ 262.00	$ 262.00	12.21%	$ 230.00	$ -	
6.1.116				**Misc**							
6.1.117	Hardware	1.0	CP-860S-BUN-K9	Cisco 860S WW Phone with Scanner, Battery, Cable, Charger		$ 4,371.43	$ 4,371.43	53.00%	$ 2,054.57	$ 2,054.57	Rugged Wireless Phone alternative to Optokon
6.1.118	Maintenance and Support	1.0	CON-SW-CP860SBU	SNTC Smartnet 860S Phone		$ 266.00	$ 266.00	18.00%	$ 218.12	$ 218.12	1YR Smartnet Coverage for Cisco 860S
6.1.119	Hardware	1.0	CP-840S-BUN-K9	Cisco 840S WW Phone with Scanner, Battery, Cable, Charger		$ 2,286.38	$ 2,286.38	53.00%	$ 1,074.59	$ 1,074.59	Rugged Wireless Phone alternative to Optokon
6.1.120	Maintenance and Support	1.0	CON-SNT-CP840SBN	SNTC Smartnet 840S Phone		$ 182.00	$ 182.00	18.00%	$ 149.24	$ 149.24	1YR Smartnet Coverage for Cisco 840S
6.1.121	Hardware	1.0	CP-8821-EX-K9-BUN	Cisco Unified Wireless IP Phone 8821 EX, World Mode Bundle		$ 1,693.68	$ 1,693.68	53.00%	$ 796.02	$ 796.02	Rugged Wireless Phone alternative to Optokon
6.1.122	Maintenance and Support	1.0	CON-SNT-CP882XU	SNTC Smartnet 8821 EX Phone		$ 101.00	$ 101.00	18.00%	$ 82.82	$ 82.82	1YR Smartnet Coverage for Cisco 8821 EX Phone
6.1.123	Software	1.0	A-FLEX-EA-MPL	EA Cloud Meetings with EA On Prem Calling	36 Months	$ 621.00	$ 621.00	59.86%	$ 249.30	$ 249.30	Cisco Knowledge Worker Subscription for Cloud Webex Meetings with On Prem Calling. Possible need for licenses to be added to current subscription.
6.1.124	Maintenance and Support	58.0	CON-SNTP-ISR4331V	SNTC-24X7X4 Cisco ISR 4331 UC Bundle, PVDM4-32, UC L	60 Months	$ 4,636.55	$ 268,919.90	18.00%	$ 3,801.95	$ 220,513.10	Suggested 24x7x4 Smartnet coverage on ISR4331V
6.1.125	Maintenance and Support	9.0	CON-SNTP-ISR4351V	SNTC-24X7X4 Cisco ISR 4351 UC Bundle, PVDM4-64, UC L	60 Months	$ 12,274.95	$ 110,474.55	18.00%	$ 10,065.45	$ 90,589.05	Suggested 24x7x4 Smartnet coverage on ISR4351V
6.1.126	Maintenance and Support	2.0	CON-SNTP-ISR4451-X	SNTC-24X7X4 Cisco ISR 4451 UC Bundle	60 Months	$ 23,578.30	$ 47,156.60	18.00%	$ 19,334.20	$ 38,668.40	Suggested 24x7x4 Smartnet coverage on ISR4451V

6.2 NEC to Cisco VOIP - 5yr TCO

Item Number	Cost Type	Year 1	Year 2	Year 3	Year 4	Year 5	Totals
6.2.1	Hardware	$ 2,068,084.70	$ -	$ -	$ -	$ -	$ 2,068,084.70
6.2.2	Software	$ -	$ -	$ -	$ -	$ -	$ -
6.2.3	Licenses and Support	$ -	$ -	$ -	$ -	$ -	$ -
6.2.4	Training	$ 49,980.00	$ -	$ -	$ -	$ -	$ 49,980.00
6.2.5	Professional Services	$ 757,320.00	TBD	TBD	TBD	TBD	$ 757,320.00
6.2.6	Maintenance and Support	$ 349,770.55	TBD	TBD	TBD	TBD	$ 349,770.55
6.2.7	Supplies - Under $5,000	$ 16,281.16	$ -	$ -	$ -	$ -	$ 16,281.16
	Totals	$ 3,241,436.41	$ -	$ -	$ -	$ -	$ 3,241,436.41

7.0 Cisco Pricing Catalog

Line Item	Part Category	Quantity	Vendor Part #	Description	Contract Type	Term (If Applicable)	Unit List Price	Extended List Price	Effective %	Unit Offered Price	Extended Offered Price	Vendor Notes
7.0.1	Licensing	1.0	C9300-DNA-L-A-5Y	DNA Advantage 5 Year License	Boundary Network	60 Months	$ 3,602.42	$ 3,602.42	50.00%	$ 1,801.21	$ 1,801.21	
7.0.2	Hardware	1.0	C9300-SSD-NONE	No SSD Card Selected	Boundary Network		$ -	$ -		$ -	$ -	Included in C9300 Build
7.0.3	Hardware	1.0	C9300X-12Y-A	Catalyst 9300X 12x25G Fiber Ports, modular uplink Switch	Boundary Network		$ 18,280.95	$ 18,280.95	50.00%	$ 9,140.47	$ 9,140.48	
7.0.4	Licensing	1.0	C9300X-DNA-12Y-A	C9300 DNA Advantage, Term License	Boundary Network		$ -	$ -		$ -	$ -	Included in C9300 Build
7.0.5	Hardware	1.0	C9300X-NM-8Y	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	Boundary Network		$ 2,742.14	$ 2,742.14	50.00%	$ 1,371.07	$ 1,371.07	
7.0.6	Hardware	1.0	C9300X-NW-A-12	C9300 Network Advantage, 12-port license	Boundary Network		$ -	$ -		$ -	$ -	Included in C9300 Build
7.0.7	Hardware	1.0	C9500-24Y4C-A	Catalyst 9500 24x1/10/25G and 4-port 40/100G, Advantage	Boundary Network		$ 23,926.54	$ 23,926.54	50.00%	$ 11,963.27	$ 11,963.27	
7.0.8	Hardware	1.0	C9500-48Y4C-A	Catalyst 9500 48-port x 1/10/25G + 4-port 40/100G, Advantage	Boundary Network		$ 26,034.22	$ 26,034.22	50.00%	$ 13,017.11	$ 13,017.11	
7.0.9	Licensing	1.0	C9500-DNA-24Y4C-P	C9500 DNA Premier, 24Y4C Port , Term License	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.10	Licensing	1.0	C9500-DNA-48Y4C-P	C9500 DNA Premier, 48Y4C Port , Term License	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.11	Licensing	1.0	C9500-DNA-L-P-5Y	C9500 DNA Premier 12Q/16X / 24Y4C 5Year Term License	Boundary Network	60 Months	$ 14,248.39	$ 14,248.39	50.00%	$ 7,124.19	$ 7,124.20	
7.0.12	Licensing	1.0	C9500-DNA-P-5Y	C9500 DNA Premier,40X/24Q/48Y4C/32C/32QC ,5Year Term License	Boundary Network	60 Months	$ 23,216.81	$ 23,216.81	50.00%	$ 11,608.40	$ 11,608.41	
7.0.13	Hardware	1.0	C9500-NW-A	C9500 Network Stack, Advantage	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.14	Hardware	1.0	C9500-SSD-NONE	No SSD Card Selected	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.15	Hardware	1.0	C9K-F1-SSD-BLANK	Cisco pluggable SSD storage	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.16	Hardware	1.0	C9K-PWR-650WAC-R	650W AC Config 4 Power Supply front to back cooling	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.17	Hardware	1.0	C9K-PWR-650WAC-R/2	650W AC Config 4 Power Supply front to back cooling	Boundary Network		$ 2,258.24	$ 2,258.24	50.00%	$ 1,129.12	$ 1,129.12	
7.0.18	Hardware	1.0	C9K-T1-FANTRAY	Catalyst 9500 Type 4 front to back cooling Fan	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.19	Hardware	1.0	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.20	Hardware	1.0	CAB-SPWR-150CM	Catalyst Stack Power Cable 150 CM - Upgrade	Boundary Network		$ 243.28	$ 243.28	50.00%	$ 121.64	$ 121.64	
7.0.21	Hardware	1.0	CAB-TA-NA	North America AC Type A Power Cable	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.22	Maintenance and Support	1.0	CON-SSSNT-C9300X21	SOLN SUPP 8X5XNBD Catalyst 9300X 12x25G Fiber Ports 5YR	Boundary Network	60 Months	$ 8,025.00	$ 8,025.00	50.00%	$ 4,012.50	$ 4,012.50	
7.0.23	Maintenance and Support	1.0	CON-SSSNT-C95024YA	SOLN SUPP 8X5XNBD Catalyst 9500 24-port 25/100G 5YR	Boundary Network	60 Months	$ 8,865.00	$ 8,865.00	50.00%	$ 4,432.50	$ 4,432.50	
7.0.24	Maintenance and Support	1.0	CON-SSSNT-C9504YA4	SOLN SUPP 8X5XNBD Catalyst 9500 48-port 25/100G 5YR	Boundary Network	60 Months	$ 9,645.00	$ 9,645.00	50.00%	$ 4,822.50	$ 4,822.50	
7.0.25	Licensing	1.0	CON-SSTCM-C9300XXD	SOLN SUPP SW SUB C9300 DNA Advantage 5YR	Boundary Network	60 Months	$ 505.00	$ 505.00	50.00%	$ 252.50	$ 252.50	
7.0.26	Maintenance and Support	1.0	CON-SSTCM-C9512QP	SOLN SUPP SW SUBC9500 DNA Premier 5YR	Boundary Network	60 Months	$ 1,990.00	$ 1,990.00	50.00%	$ 995.00	$ 995.00	
7.0.27	Maintenance and Support	1.0	CON-SSTCM-C9524QP	SOLN SUPP SW SUBC9500 DNA Premier 5YR	Boundary Network	60 Months	$ 3,240.00	$ 3,240.00	50.00%	$ 1,620.00	$ 1,620.00	
7.0.28	Licensing	1.0	ISE-BASE-T	ISE BASE Term License	Boundary Network		$ -	$ -		$ -	$ -	Included with DNA License
7.0.29	Licensing	1.0	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y	Boundary Network	60 Months	$ -	$ -		$ -	$ -	Included with DNA License
7.0.30	Licensing	1.0	ISE-PLS-T	ISE PLS Term License	Boundary Network		$ -	$ -		$ -	$ -	Included with DNA License
7.0.31	Licensing	1.0	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y	Boundary Network	60 Months	$ -	$ -		$ -	$ -	Included with DNA License
7.0.32	Licensing	1.0	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	Boundary Network	60 Months	$ 966.37	$ 966.37	50.00%	$ 483.18	$ 483.19	
7.0.33	Licensing	1.0	LIC-MS390-48A-5Y	Meraki MS390 48-port Advanced License and Support, 5 Year	Boundary Network	60 Months	$ 7,972.56	$ 7,972.56	50.00%	$ 3,986.28	$ 3,986.28	
7.0.34	Hardware	1.0	MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter	Boundary Network		$ 268.84	$ 268.84	50.00%	$ 134.42	$ 134.42	

7.0 Cisco Pricing Catalog

Line Item	Part Category	Quantity	Vendor Part #	Description	Contract Type	Term (If Applicable)	Unit List Price	Extended List Price	Effective %	Unit Offered Price	Extended Offered Price	Vendor Notes
7.0.35	Hardware	1.0	MA-CBL-120G-3M	Meraki MS390 120G Data-Stack Cable, 3 meter	Boundary Network		$ 403.26	$ 403.26	50.00%	$ 201.63	$ 201.63	
7.0.36	Hardware	1.0	MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter	Boundary Network		$ 134.42	$ 134.42	50.00%	$ 67.21	$ 67.21	
7.0.37	Hardware	1.0	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter	Boundary Network		$ 118.24	$ 118.24	50.00%	$ 59.12	$ 59.12	
7.0.38	Hardware	1.0	MA-MOD-8X10G	Meraki MS390 8x10GE Module	Boundary Network		$ 2,843.79	$ 2,843.79	50.00%	$ 1,421.89	$ 1,421.90	
7.0.39	Hardware	1.0	MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply	Boundary Network		$ 2,118.06	$ 2,118.06	50.00%	$ 1,059.03	$ 1,059.03	
7.0.40	Hardware	1.0	MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode	Boundary Network		$ 1,069.97	$ 1,069.97	50.00%	$ 534.98	$ 534.99	
7.0.41	Hardware	1.0	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP	Boundary Network		$ 2,145.32	$ 2,145.32	50.00%	$ 1,072.66	$ 1,072.66	
7.0.42	Hardware	1.0	MS390-48UX2-HW	Meraki MS390 48m5G L3 UPOE Switch	Boundary Network		$ 13,640.81	$ 13,640.81	50.00%	$ 6,820.40	$ 6,820.41	
7.0.43	Licensing	1.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	Boundary Network		$ -	$ -		$ -	$ -	Included with DNA License
7.0.44	Licensing	1.0	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	Boundary Network		$ -	$ -		$ -	$ -	Included with DNA License
7.0.45	Licensing	1.0	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	Boundary Network	60 Months	$ -	$ -		$ -	$ -	Included with DNA License
7.0.46	Hardware	1.0	PWR-C1-715WAC-P	715W AC 80+ platinum Config 1 Power Supply	Boundary Network		$ 1,344.19	$ 1,344.19	50.00%	$ 672.09	$ 672.10	
7.0.47	Hardware	1.0	PWR-C1-715WAC-P/2	715W AC 80+ platinum Config 1 SecondaryPower Supply	Boundary Network		$ 1,344.19	$ 1,344.19	50.00%	$ 672.09	$ 672.10	
7.0.48	Hardware	1.0	QSFP-H40G-AOC1M=	Meraki 40GBASE Active Optical Cable, 1m	Boundary Network		$ 1,016.77	$ 1,016.77	50.00%	$ 508.38	$ 508.39	
7.0.49	Hardware	1.0	SC9300UK9-175	Cisco Catalyst 9300 XE 17.5 UNIVERSAL UNIVERSAL	Boundary Network		$ -	$ -		$ -	$ -	Included in C9300 Build
7.0.50	Hardware	1.0	SC9500HUK9-1612	Cisco Catalyst 9500H XE.16.12 UNIVERSAL	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.51	Hardware	1.0	SC9500HUK9-173	Cisco Catalyst 9500H XE.17.3 UNIVERSAL	Boundary Network		$ -	$ -		$ -	$ -	Included in C9500 Build
7.0.52	Hardware	1.0	SFP-10G-AOC1M=	10GBASE Active Optical SFP+ Cable, 1M	Boundary Network		$ 252.57	$ 252.57	50.00%	$ 126.28	$ 126.29	
7.0.53	Hardware	1.0	STACK-T1-3M	3M Type 1 Stacking Cable	Boundary Network		$ 409.69	$ 409.69	50.00%	$ 204.84	$ 204.85	
7.0.54	Licensing	1.0	SWATCH-T	StealthWatch 1 FPS Term License	Boundary Network		$ -	$ -		$ -	$ -	Included with DNA License
7.0.55	Licensing	1.0	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y	Boundary Network	60 Months	$ -	$ -		$ -	$ -	Included with DNA License
7.0.56	Maintenance and Support	1.0	CISCO2921-V/K9	Cisco 2921 Integrated Services Router	SMARTnet: SNTC 8X5XNBD	12 Months	$ 1,014.00	$ 1,014.00	18.00%	$ 831.48	$ 831.48	
7.0.57	Maintenance and Support	1.0	CISCO2921/K9	Cisco 2921 Integrated Services Router	SMARTnet: SNTC 8X5XNBD	12 Months	$ 1,017.00	$ 1,017.00	18.00%	$ 833.94	$ 833.94	
7.0.58	Maintenance and Support	1.0	CISCO2921-SEC/K9	Cisco 2921 Integrated Services Router	SMARTnet: SNTC 8X5XNBD	12 Months	$ 982.00	$ 982.00	18.00%	$ 805.24	$ 805.24	
7.0.59	Maintenance and Support	1.0	C1-CISCO4451/K9	Cisco 4451-X Integrated Services Router	SMARTnet: SNTC 24X7X4	12 Months	$ 4,502.21	$ 4,502.21	18.00%	$ 3,691.81	$ 3,691.81	
7.0.60	Maintenance and Support	1.0	ISR4451-X-V/K9	Cisco 4451-X Integrated Services Router	SMARTnet: SNTC 24X7X4	12 Months	$ 4,715.66	$ 4,715.66	18.00%	$ 3,866.84	$ 3,866.84	
7.0.61	Maintenance and Support	1.0	ISR4451-X-AX/K9	Cisco 4451-X Integrated Services Router	SMARTnet: SNTC 24X7X4	12 Months	$ 4,488.00	$ 4,488.00	18.00%	$ 3,680.16	$ 3,680.16	
7.0.62	Maintenance and Support	1.0	AIR-CT5760-1K-K9	Cisco 5508 Wireless Controller	SMARTnet: SNTC 8X5XNBD	12 Months	$ 58,025.00	$ 58,025.00	18.00%	$ 47,580.50	$ 47,580.50	Cisco Last Day of Support is April 30th, 2022
7.0.63	Maintenance and Support	1.0	ASA5505-SEC-BUN-K9	Cisco ASA 5505 Adaptive Security Appliance	SMARTnet: SNTC 24X7X4	12 Months	$ 533.00	$ 533.00	18.00%	$ 437.06	$ 437.06	Cisco Last Day of Support is August 31st, 2022
7.0.64	Maintenance and Support	1.0	ASA5508-K9	Cisco ASA 5506-X with FirePOWER Services	SMARTnet: SNTC 24X7X4	12 Months	$ 785.00	$ 785.00	18.00%	$ 643.70	$ 643.70	
7.0.65	Maintenance and Support	1.0	ASA5506-SEC-BUN-K9	Cisco ASA 5506-X with FirePOWER Services	SMARTnet: SNTC 24X7X4	12 Months	$ 371.00	$ 371.00	18.00%	$ 304.22	$ 304.22	
7.0.66	Maintenance and Support	1.0	ASA5515-MB	Cisco ASA 5515-X Adaptive Security Appliance	SMARTnet: SNTC 24X7X4	12 Months		$ -		$ -	$ -	Product is EOL, support is no longer available
7.0.67	Maintenance and Support	1.0	ASR1001X-2.5G-K9	Cisco ASR 1001 Router	SMARTnet: SNTC 24X7X4	12 Months	$ 1,950.00	$ 1,950.00	18.00%	$ 1,599.00	$ 1,599.00	

7.0 Cisco Pricing Catalog

Line Item	Part Category	Quantity	Vendor Part #	Description	Contract Type	Term (If Applicable)	Unit List Price	Extended List Price	Effective %	Unit Offered Price	Extended Offered Price	Vendor Notes
7.0.68	Maintenance and Support	1.0	ASR1002X-SB	Cisco ASR 1002-X Router	SMARTnet: SNTC 24X7X4	12 Months	$ 4,418.00	$ 4,418.00	18.00%	$ 3,622.76	$ 3,622.76	
7.0.69	Maintenance and Support	1.0	WS-C2960XR-24PS-I	Cisco Catalyst 2960XR-24PS-I Switch	SMARTnet: SNTC 8X5XNBD	12 Months	$ 415.95	$ 415.95	18.00%	$ 341.07	$ 341.08	
7.0.70	Maintenance and Support	1.0	WS-C2960XR-24TS-I	Cisco Catalyst 2960XR-24TS-I Switch	SMARTnet: SNTC 8X5XNBD	12 Months	$ 366.60	$ 366.60	18.00%	$ 300.61	$ 300.61	
7.0.71	Maintenance and Support	1.0	WS-C2960XR-48FPS-I	Cisco Catalyst 2960XR-48FPS-I Switch	SMARTnet: SNTC 8X5XNBD	12 Months	$ 787.79	$ 787.79	18.00%	$ 645.98	$ 645.99	
7.0.72	Maintenance and Support	1.0	WS-C3850-12S-E	Cisco Catalyst 3850-12S-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 1,520.01	$ 1,520.01	18.00%	$ 1,246.40	$ 1,246.41	
7.0.73	Maintenance and Support	1.0	WS-C3850-24S-E	Cisco Catalyst 3850-24S-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 3,022.01	$ 3,022.01	18.00%	$ 2,478.04	$ 2,478.05	
7.0.74	Maintenance and Support	1.0	WS-C3850-24XS-E	Cisco Catalyst 3850-24XS-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 3,504.16	$ 3,504.16	18.00%	$ 2,873.41	$ 2,873.41	
7.0.75	Maintenance and Support	1.0	WS-C3850-48P-E	Cisco Catalyst 3850-48P-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 2,653.82	$ 2,653.82	18.00%	$ 2,176.13	$ 2,176.13	
7.0.76	Maintenance and Support	1.0	WS-C4506E-S7L+96V+	Cisco Catalyst 4500 Series Line Cards	SMARTnet: SNTC 24X7X4	12 Months	$ 3,478.00	$ 3,478.00	18.00%	$ 2,851.96	$ 2,851.96	
7.0.77	Maintenance and Support	1.0	WS-C4503-E	Cisco Catalyst 4503-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 3,544.20	$ 3,544.20	18.00%	$ 2,906.24	$ 2,906.24	
7.0.78	Maintenance and Support	1.0	WS-C4506-E	Cisco Catalyst 4506-E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 4,146.31	$ 4,146.31	18.00%	$ 3,399.97	$ 3,399.97	
7.0.79	Maintenance and Support	1.0	WS-C4510R+E	Cisco Catalyst 4510R+E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 9,891.20	$ 9,891.20	18.00%	$ 8,110.78	$ 8,110.78	
7.0.80	Maintenance and Support	1.0	WS-C4510RE-S8+96V+	Cisco Catalyst 4510R+E Switch	SMARTnet: SNTC 24X7X4	12 Months	$ 5,411.00	$ 5,411.00	18.00%	$ 4,437.02	$ 4,437.02	
7.0.81	Maintenance and Support	1.0	IE-3000-8TC	Cisco IE 3000-8TC Industrial Ethernet Switch	SMARTnet: SNTC 8X5XNBD	12 Months	$ 299.51	$ 299.51	18.00%	$ 245.59	$ 245.60	
7.0.82	Maintenance and Support	1.0	IE-4010-16S12P	Cisco IE-4010-16S12P Industrial Ethernet Switch	SMARTnet: SNTC 8X5XNBD	12 Months	$ 713.79	$ 713.79	18.00%	$ 585.30	$ 585.31	
7.0.83	Hardware	1.0	CP-8851-K9=	Cisco 8851 VoIP Phone	Cisco Voice		$ 649.23	$ 649.23	50.00%	$ 324.61	$ 324.62	
7.0.84	Hardware	1.0	CP-8832-W-K9=	Cisco 8832 VoIP Conference Phone	Cisco Voice		$ 1,815.03	$ 1,815.03	50.00%	$ 907.51	$ 907.52	
7.0.85	Hardware	1.0	CP-8832-MIC-WIRED=	Cisco 8832 VoIP Conference Phone wired Mic Kit	Cisco Voice		$ 474.25	$ 474.25	50.00%	$ 237.12	$ 237.13	
7.0.86	Hardware	1.0	ISR-4331V/K9	Cisco 4331 ISR Router	Cisco Voice		$ 6,843.72	$ 6,843.72	50.00%	$ 3,421.86	$ 3,421.86	
7.0.87	Hardware	1.0	ISR-4351V/K9	Cisco 4351 ISR Router	Cisco Voice		$ 16,906.83	$ 16,906.83	50.00%	$ 8,453.41	$ 8,453.42	
7.0.88	Hardware	1.0	ISR4451-X-V/K9	Cisco 4451 ISR Router	Cisco Voice		$ 28,711.63	$ 28,711.63	50.00%	$ 14,355.81	$ 14,355.82	
7.0.89	Hardware	1.0	NIM-4FXSP=	Cisco FXS Card	Cisco Voice		$ 1,299.78	$ 1,299.78	50.00%	$ 649.89	$ 649.89	
7.0.90	Hardware	1.0	ATA191-K9	Cisco ATA Adapter	Cisco Voice		$ 350.42	$ 350.42	50.00%	$ 175.21	$ 175.21	
7.0.91	Hardware	1.0	LMIPT-41 (ruggedized)	Cisco OPTOKON LMIPT-41 Rugged Phone	Cisco Voice			$ -		$ 2,961.00	$ 2,961.00	Optokon does not have a formal distribution relationship with any US entity currently. We are working to finalize something but nothing is final currently. If we are not able to finalize then the City may have to procure directly from Optokon. Additionally, any warranties/support would flow directly to Optokon. Pricing DOES NOT include shipping/import taxes.