

Cobb County School District
IFB 18-25, Network Core Switches

Item	Description	Part Number	CDW GOVERNMENT LLC NET 30			PROSYS INFORMATION SYSTEMS, INC. NET 30		
			Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price	Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price
1	Cisco Catalyst 9400 Series 10 Slot Chassis	C9410R		Limited Lifetime	\$ 4,732.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 3,631.20
2	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9410R		60 months	\$ 17,752.00	*5 Year Term, please see below		\$ 15,385.50
3	Cisco Catalyst 9400 Series 7 Slot Chassis	C9407R		Limited Lifetime	\$ 2,958.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 2,269.50
4	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9407R		60 months	\$ 12,056.00	*5 Year Term, please see below		\$ 10,448.75
5	Cisco Catalyst 9400 Network Advantage License	C9400-NW-A			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
6	Cisco Catalyst 9400 Series Slot Blank Cover	C9400-S-BLANK			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
7	Cisco Catalyst 9400 Series Power Supply Blank Cover	C9400-PWR-Blank			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
8	Cisco Catalyst 9400 XE 16.6 Universal Image	S9400UK9-166			\$ -		Lifetime Warranty HW (ELLW)	\$ -
9	Cisco Catalyst 9400 Series 3200W AC Power Supply	C9400-PWR-3200AC			\$ 1,183.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 907.80
10	NEMA 5-15 To IEC-C19 13ft US	CAB-US515P-C19-US			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
11	Cisco ONE Advantage Term, C9400	C1A1TCAT94001			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
12	C1 Advantage Term C9400 5Y - DNA, 100 ISE PLS, 100	C1A1TCAT94001-5Y		60 months	\$ 14,384.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 11,036.00
13	Cisco ONE C9400 DNA Advantage Term License	C1-C9400-DNAA-T			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
14	Cisco ONE Term SKU 5Y	C1-C9400-TRK-5Y		60 months	\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
15	Cisco ONE Stealth Watch License Term - 1 Flow License	C1-SWATCH-T			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -

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16	Cisco ONE Subscription SWATCH SKU 5Y	C1-SWATCH-TRK-5Y		60 months	\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
17	Cisco ONE ISE PLUS License Term	C1-ISE-PLS-T			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
18	Cisco ONE Subscription SKU ISE PLUS 5Y	C1-ISE-PLS-TRK-5Y		60 months	\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
19	Cisco ONE ISE BASE License Term	C1-ISE-BASE-T			\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
20	Cisco ONE Subscription ISE BASE 5Y	C1-ISE-BASE-TRK-5Y		60 months	\$ -		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
21	Cisco Catalyst 9400 Series Supervisor 1 Module	C9400-SUP-1			\$ 8,282.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 6,354.60
22	Cisco Catalyst 9400 Series 48-Port 10/100/1000 (RJ-45)	C9400-LC-48T=		Limited Lifetime	\$ 4,141.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 3,177.30
23	Cisco Catalyst 9400 Series 48-Port SFP/SFP+	C9400-LC-48S=	C9400-LC-24XS= (No 48 port option)	Limited Lifetime	\$ 14,198.00		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 12,237.50
24	10GBASE-SR SFP Module, Enterprise-Class	SFP-10G-SR-S=		12 months	\$ 406.00		1 Year Limited HW	\$ 311.50
25	1000BASE-SX SFP Transceiver Module, MMF, 850nm, DOM	GLC-SX-MMD=		12 months	\$ 290.00		1 Year Limited HW	\$ 222.50
26	QSFP To SFP10G Adapter	CVR-QSFP-SFP10G=			\$ 203.00		Cisco 90-Day Limited Hardware	\$ 155.75
ADDITIONAL DISCOUNTS								
27	Per ST&C 8.9 - Provide guaranteed pricing/discount structure. (Explain what percentage discount is related to catalog, MSRP, etc.).	Hardware is discounted 42% off MSRP and Smartnet is discounted 25% off MSRP				ProSys provides this pricing with 55.5% discount from MSRP on the items bid above and 35% on Solution Support Services (which is a different class of service than SmartNet and discount is predicated on a 60 month term)		
28	Per ST&C 8.10 - Provide fee structure for additional, related services.					ProSys will provide the above pricing for Catalyst 9407/9410 Items. For other items being procured via 470 Process that are not 9407/9410 items, ProSys can offer 54% Discount from MSRP on eligible items and 33% Discount from MSRP on SMARTnet. For Non-Eligible items, ProSys can offer 43% Discount from MSRP on Products and 33% Discount from MSRP on SmartNet. ProSys can also perform Engineering Services at \$185.00 per hour; Project Management at \$160.00 per hour; and Project Coordinator at \$100.00 per hour.		
	NOTES:					*ProSys submitted a written question to Mr. Gary Blount on March 5, 2018 asking if Solution Support should be 60 Months, as the software on the configuration are 60 months; Mr. Blount responded on March 7, 2018 confirming that we should use a 60 Month Term, which is drives the overall price of these support items.		