

**SERIAL 04237 C      WIDE AREA NETWORK INFRASTRUCTURE ROUTING AND SWITCHING, EQUIPMENT, MAINTENANCE AND INSTALLATION – LIBRARY DISTRICT**

**DATE OF LAST REVISION: September 24, 2007      CONTRACT END DATE: February 28, 2008**

**CONTRACT PERIOD THROUGH FEBRUARY 28, 2008**

TO:                    All Departments

FROM:                Department of Materials Management

SUBJECT:            Contract for **WIDE AREA NETWORK INFRASTRUCTURE ROUTING AND SWITCHING, EQUIPMENT, MAINTENANCE AND INSTALLATION – LIBRARY DISTRICT**

Attached to this letter is published an effective purchasing contract for products and/or services to be supplied to Maricopa County activities as awarded by Maricopa County on **FEBRUARY 16, 2005**.

All purchases of products and/or services listed on the attached pages of this letter are to be obtained from the vendor holding the contract. Individuals are responsible to the vendor for purchases made outside of contracts. The contract period is indicated above.

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Wes Baysinger, Director  
Materials Management

LC/mm  
Attach

Copy to:            Clerk of the Board  
                         Vicki Terbovich, Library District  
                         John Werbach, Library District  
                         Rich Dymalski, CIO's Office  
                         Materials Management

SPECIFICATIONS ON INVITATION FOR BID FOR: **WIDE AREA NETWORK INFRASTRUCTURE ROUTING AND SWITCHING, EQUIPMENT, MAINTENANCE AND INSTALLATION – LIBRARY DISTRICT**

1.0 **INTENT:**

Maricopa County Library District is soliciting bids to install and provide Wide Area Network Infrastructure equipment. This equipment, accompanying software and installation and configuration services must connect various locations of the Library District's Wide Area Network through leased private line services-through facilities leased from a telecommunications common carrier. This equipment is eligible for the Universal Service Program's discounts (E-Rate). Please refer to the attached Metro Ethernet Model in Exhibit 2 as well as Exhibit 3 which provides router, switch and connectivity configurations by location.

The purpose of these hardware components, software and installation and configuration services, is to upgrade existing equipment, which will be utilized in the attached proposed Metro Ethernet Model in the attached exhibit 2. Existing equipment and accompanying software, in most cases has been determined to be inadequate for supporting such a design. Much of the existing equipment must be replaced as it is approaching a mean age of (7) Seven years and in some cases has been determined END OF LIFE by the manufacturer. The MCLD intends to increase the number of publicly accessible PCs in its branches and has requested a design which can support future growth and the addition of branches. Specified routing and switching equipment is capable of supporting the district's future growth plans and for accommodating multiple uses of the network which may include voice over IP telephony.

2.0 **TECHNICAL SPECIFICATIONS:**

It is Maricopa County Library District desire to award this contract to a single provider for hardware, software, configuration, installation and maintenance. However, MCLD will reserve the right to award to multiple vendors if deemed in the best interest of Maricopa County.

This contract includes Hardware, Software, Maintenance and Installation of internal connection devices which are deemed eligible for the Universal Service Program's discounts (E-Rate). Please refer to Exhibit 3 for full list of equipment by location as well as Metro Ethernet Model in Exhibit 2 regarding equipment specifications, model numbers, and accompanying software requirements.

Maricopa County Library District for purposes of maintaining continuity and compatibility with County wide communication networks has specified CISCO. Although Cisco Equipment and applicable Maintenance & Support are DESIRED, (per section 2.6) the CISCO brand has been listed to define quality of products desired and is not intended to be restrictive or limit competition. Products substantially equivalent to those designated shall qualify for consideration.

The following is a description of the hardware components to be bid:

2.1 CISCO ROUTERS (or Equal)

Cisco switches and accompanying components specified by branch (See Exhibit 3) to meet proposed wide area network design as described in Exhibit 2.

2.2 CISCO SWITCHES (or Equal)

Cisco switches and accompanying components specified by branch (See Exhibit 3) to meet proposed wide area network design as described in Exhibit 2.

### 2.3 ADDITIONAL BLANKET DISCOUNTS – CISCO (or Equal) WIDE AREA NETWORKING EQUIPMENT

Responding bidders are required to submit in addition to individual pricing for items listed in Exhibit #3 and corresponding price sheets (Attachment A) Blanket Discounts for Cisco (or equal) Networking Equipment. These blanket discounts are to be in the form of percentage discount off of Manufacturer list price. (See Attachment A – Pricing Section 2.0) The discount offering may be in the form of:

- Blanket Discount off of ALL Manufacturer Products and/or
- Discount off of Cisco Products by Category (with Categories to be designated by submitting entity)

### 2.4 SERVICE AND SUPPORT

In coordination with the Cisco SMARTnet program, contracted vendor shall provide the availability and subsequent pricing for the following Service Level Agreements for all equipment supplied under this contract (Standard Cisco SMARTnet Service Agreement attached as Exhibit 4 for reference). (See Attachment A – Pricing, Section 3.0) If other Manufacturer is quoted, comparable SLA's must be quoted and SLA's must be provided for comparison. **Pricing shall be submitted in the form of a Blanket Discount off of Cisco SMARTnet Maintenance List pricing:**

- 2.4.1 **SMARTnet 8x5xNext Business Day:** An Advance Replacement will ship the same day to arrive the next business day provided both the call and Cisco's diagnosis and determination of the failed hardware has been made before 3:00 p.m., local time. For requests after 3:00 p.m., local time, the Advance Replacement will ship the next business day.
- 2.4.2 **SMARTnet 8x5x4:** Provide Advance Replacement on a Four-Hour Response basis between 9:00am and 5:00pm local time the same business day, provided both the call and Cisco's diagnosis and determination of the failed hardware has been made before 1:00 p.m., local time. For calls placed after 1:00 p.m. local time, Cisco will deliver the Advance Replacement the morning of the next business day.
- 2.4.3 **SMARTnet 24x7x4:** Provide Advance Replacement parts on a Four-Hour Response basis twenty-four (24) hours per day, seven (7) days per week, including Cisco-observed holidays.
- 2.4.4 **SMARTnet 24x7x2:** Provide Advance Replacement on a Two-Hour Response basis twenty-four (24) hours per day, seven (7) days per week, including Cisco-observed holidays.

### 2.5 INSTALLATION AND CONFIGURATION

It is the MCLD intention to contract with awarded vendor for installation and configuration of hardware and applicable software awarded on this contract. Respondents are to provide applicable Installation and Configuration costs **per location** (See Attachment A – Pricing). Additionally, respondents are to provide pricing for additional Installation and Configuration requirements that may be necessary above and beyond location/project pricing. This pricing is to be in the form of a LABOR RATE per Hour (See Attachment A – Sec. 4.0).

Applicable Installation and Configuration services may be subcontracted through third party entities. However, Maricopa County will not accept third party billing from any subsequent relationships. Contracted entities will be solely responsible in ensuring that subcontractors meet all applicable insurance and indemnification requirements as stated in this solicitation and subsequent contract.

**Although supplied information will not be part of the evaluation process, or a basis for award, It would be desirable for potential bidders to include a complete overview of DESCRIPTION OF SERVICE OFFERINGS, AVAILABILITY OF TECHNICAL SERVICES and/or NETWORK OPERATIONS CENTER and OPTIONS for the Library District to obtain POST DEPLOYMENT SERVICE and SUPPORT, beyond that which may be covered in a SMARTnet type program.**

2.6 BRAND NAME:

Maricopa County reserves the right to request samples to determine quality and acceptability of products bid. In some cases brands have been listed to define quality of products desired and is not intended to be restrictive or limit competition. Products substantially equivalent to those designated shall qualify for consideration.

2.7 ACCEPTANCE:

Upon successful completion of the performance period, the system shall be deemed accepted and the warranty period begins. All documentation shall be completed prior to final acceptance.

~~Once the Materials have been delivered, the Using Agency shall have a reasonable opportunity to inspect them. The Using Agency shall have NINETY (90) days to perform its acceptance testing and inspection of the Products, after which time the Materials shall be deemed accepted unless the Using Agency rejects the Materials.~~

2.8 TESTING:

Unless otherwise specified, materials purchased will be inspected by the Using Agency to ensure the Products meet the quality and quantity requirements of the Specifications. When deemed necessary by the County, samples of the products may be taken at random from stock received for submission to a commercial laboratory or other appropriate agency for analysis and tests as to whether the products conform in all respects to the Specifications. In cases where commercial laboratory reports indicate that the products do not meet the Specifications, the expense of such analysis is to be borne by the Contractor.

2.9 FACILITIES:

During the course of this Agreement, the County shall provide the Contractor's personnel with adequate workspace for consultants and such other related facilities as may be required by Contractor to carry out its obligation enumerated herein.

3.0 **SPECIAL TERMS & CONDITIONS:**

3.1 CONTRACT LENGTH:

This Invitation for Bids is for awarding a firm, fixed price purchasing contract to cover a Three (3) year period.

3.2 OPTION TO EXTEND:

The County may, at their option and with the approval of the Contractor, extend the period of this Contract up to a maximum of Three (3), one (1) year options. The Contractor shall be notified in writing by the Materials Management Department of the County's intention to extend the contract period at least thirty (30) calendar days prior to the expiration of the original contract period.

3.3 ESCALATION:

Any request for reasonable price adjustments must be submitted thirty (30) days prior to the Contract expiration or Anniversary date. Justification for the requested adjustment in cost of labor and/or materials must be supported by appropriate documentation and fall within the Producer Price Index for the commodity. Increases are subject to approval in writing by the Materials Management Department prior to any adjusted invoicing being submitted for payment.

3.4 EVALUATION CRITERIA:

The evaluation of this Bid will be based on, but not limited to, the following:

3.4.1 Compliance with specifications

3.4.2 Price

3.4.3 Determination of responsibility

The County reserves the right to award in whole or in part, by item or group of items, by section or geographic area, or make multiple awards, where such action serves the County's best interest.

3.5 TAX:

No tax shall be levied against labor. Bid pricing to include all labor, overhead tools and equipment used, profit, and any taxes that may be levied. It is the responsibility of the Contractor to determine any and all taxes and include the same in bid price.

3.6 INDEMNIFICATION AND INSURANCE:

3.6.1 Indemnification.

To the fullest extent permitted by law, Contractor shall defend, indemnify, and hold harmless the County, its agents, representatives, officers, directors, officials, and employees from and against all claims, damages, losses and expenses, including but not limited to attorney fees and costs, relating to this Contract.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

The scope of this indemnification does not extend to the negligence of the County.

3.6.2 Insurance Requirements.

Contractor, at its own expense, shall purchase and maintain the herein stipulated minimum insurance with companies duly licensed, possessing a current A.M. Best, Inc. Rating of B++6, or approved unlicensed companies in the State of Arizona with policies and forms satisfactory to the County.

All insurance required herein shall be maintained in full force and effect until all work or service required to be performed under the terms of the Contract is satisfactorily completed and formally accepted. Failure to do so may, at the sole discretion of the County, constitute a material breach of this Contract.

The Contractor's insurance shall be primary insurance as respects the County, and any insurance or self-insurance maintained by the County shall not contribute to it.

Any failure to comply with the claim reporting provisions of the insurance policies or any breach of an insurance policy warranty shall not affect coverage afforded under the insurance policies to protect the County.

The Contractor shall be solely responsible for the deductible and/or self-insured retention and the County, at its option, may require the Contractor to secure payment of such deductibles or self-insured retentions by a surety bond or an irrevocable and unconditional letter of credit.

The County reserves the right to request and to receive, within ten (10) working days, certified copies of any or all of the herein required insurance policies and/or endorsements. The County shall not be obligated, however, to review such policies and/or endorsements or to advise Contractor of any deficiencies in such policies and endorsements, and such receipt shall not relieve Contractor from, or be deemed a waiver of the County's right to insist on strict fulfillment of Contractor's obligations under this Contract.

The insurance policies required by this Contract, except Workers' Compensation, shall name the County, its agents, representatives, officers, directors, officials and employees as Additional Insureds.

The insurance policies required hereunder, except Workers' Compensation, shall contain a waiver of transfer of rights of recovery (subrogation) against the County, its agents, representatives, officers, directors, officials and employees for any claims arising out of Contractor's work or service.

3.6.2.1 Commercial General Liability. Contractor shall maintain Commercial General Liability insurance with a limit of not less than \$1,000,000 for each occurrence with a \$2,000,000 Products/Completed Operations Aggregate and a \$2,000,000 General Aggregate Limit. The policy shall include coverage for bodily injury, broad form property damage, personal injury, products and completed operations and blanket contractual coverage including, but not limited to, the liability assumed under the indemnification provisions of this Contract which coverage will be at least as broad as Insurance Service Office, Inc. Policy Form CG 00 01 10 93 or any replacements thereof.

The policy shall contain a severability of interest provision, and shall not contain a sunset provision or commutation clause, or any provision which would serve to limit third party action over claims.

The Commercial General Liability additional insured endorsement shall be at least as broad as the Insurance Service Office, Inc.'s Additional Insured, Form CG 20 10 11 85, and shall include coverage for Contractor's operations and products and completed operations.

If the Contractor subcontracts any part of the work, services or operations awarded to the Contractor, Contractor shall purchase and maintain, at all times during prosecution of the work, services or operations under this Contract, an Owner's and Contractor's Protective Liability insurance policy for bodily injury and property damage, including death, which may arise in the performance of the Contractor's work, service or operations under this Contract. Coverage shall be on an occurrence basis with a limit not less than \$1,000,000 per occurrence, and the policy shall be issued by the same insurance company that issues the Contractor's Commercial General Liability insurance.

3.6.2.2 Automobile Liability. Contractor shall maintain Automobile Liability insurance with an individual single limit for bodily injury and property damage of no less than \$1,000,000, each occurrence, with respect to Contractor's vehicles (whether owned, hired, non-owned), assigned to or used in the performance of this Contract.

3.6.2.3 Workers' Compensation. The Contractor shall carry Workers' Compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of Contractor's employees engaged in the performance of the work or services, as well as Employer's Liability insurance of not less than \$1,000,000 for each accident, \$1,000,000 disease for each employee, and \$1,000,000 disease policy limit.

If any work is subcontracted, the Contractor will require Subcontractor to provide Workers' Compensation and Employer's Liability insurance to at least the same extent as required of the Contractor.

3.6.3 Certificates of Insurance.

3.6.3.1 Prior to commencing work or services under this Contract, Contractor shall furnish the County with certificates of insurance, or formal endorsements as required by the Contract in the form provided by the County, issued by Contractor's insurer(s), as evidence that policies providing the required coverage, conditions and limits required by this Contract are in full force and effect. Such certificates shall identify this contract number and title.

3.6.3.2 Prior to commencing work or services under this Contract, Contractor shall have insurance in effect as required by the Contract in the form provided by the County, issued by Contractor's insurer(s), as evidence that policies providing the required coverage, conditions and limits required by this Contract are in full force and effect. Such certificates shall be made available to the County upon 48 hours notice. **BY SIGNING THE AGREEMENT PAGE THE CONTRACTOR AGREES TO THIS REQUIREMENT AND FAILURE TO MEET THIS REQUIREMENT WILL RESULT IN CANCELLATION OF CONTRACT.**

If a policy does expire during the life of the Contract, a renewal certificate must be sent to the County fifteen (15) days prior to the expiration date.

3.6.4 Occurrence Basis.

All insurance required by this contract shall be written on an occurrence basis rather than a claims-made basis.

3.6.5 Cancellation and Expiration Notice.

Insurance required herein shall not be permitted to expire, be canceled, or materially changed without thirty (30) days prior written notice to the County.

3.7 PROCUREMENT CARD ORDERING CAPABILITY:

It is the intent of Maricopa County to utilize a procurement card that may be used by the County from time to time, to place and make payment for orders under the Contract. Contractors without this capability may be considered non-responsive and not eligible for award consideration.

3.8 INQUIRIES AND NOTICES:

All inquiries concerning information herein shall be addressed to:

MARICOPA COUNTY  
DEPARTMENT OF MATERIALS MANAGEMENT  
ATTN: CONTRACT ADMINISTRATION  
320 W. LINCOLN ST.  
PHOENIX, AZ 85003

Administrative telephone inquiries shall be addressed to:

LONNIE CUNICO, PROCUREMENT CONSULTANT, 602-506-3243  
(cunicol@mail.maricopa.gov)

Technical telephone inquiries shall be addressed to:

VICKI TERBOVICH, INFORMATION TECHNOLOGY OFFICER  
MARICOPA COUNTY LIBRARY DISTRICT 602-506-2404  
(vickiterbovich@mail.maricopa.gov)

**Inquiries may be submitted by telephone but must be followed up in writing. No oral communication is binding on Maricopa County.****SUBMISSION PRICE CLARITY:**

For reasons of clarity all submissions of pricing (Attachment A) shall be priced in the same unit (size, volume, quantity, weight, etc.) as the bid specifications request. Submissions (bids) failing to comply with this requirement may be declared non-responsive.

3.9 INSTRUCTIONS FOR PREPARING AND SUBMITTING BIDS:

**Respondents are to provide one (1) original (labeled) and (3) Three Copies of their Bids and one (1) electronic copy of pricing on a CD.** Respondents are to identify their responses with the bid serial number, title and return address to Maricopa County, Department of Materials Management, 320 West Lincoln, Phoenix, Arizona 85003. **A corporate official who has been authorized to make such commitments must sign bids.**

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

C707010/B0700152-NIGP CODE: 2066402

WILLING TO ACCEPT FUTURE SOLICITATIONS VIA EMAIL:  YES  NO

WILL YOUR FIRM ACCEPT A PROCUREMENT CARD FOR INVOICE PAYMENT?  YES  NO

IF YES, MAY THE COUNTY TAKE ADVANTAGE OF DISCOUNTS OFFERED BY YOUR FIRM IN THIS BID/RFP WHEN PAYING WITH A PROCUREMENT CARD?  YES  NO No discount offered

INTERNET ORDERING CAPABILITY:  YES  NO  0 % DISCOUNT

OTHER GOV'T. AGENCIES MAY USE THIS CONTRACT:  YES  NO

**1.0 PRICING:**

**INSTALLATION AND CONFIGURATION - PLEASE BE SURE TO INCLUDE AN INSTALLATION AND CONFIGURATION COST FOR ALL EQUIPMENT LISTED, BY LOCATION THIS FIGURE IS TO BE A TOTAL COST TO INSTALL AND CONFIGURE ALL EQUIPMENT PER LOCATION ADDRESSES ARE LISTED FOR REFERENCE**

**1.1 AGUILA**

Model Number	Description - AGUILA	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.00	\$250.00
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0

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WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-12	12 port, 10/100 Catalyst Switch, Standard Image only	1	\$528.06	\$528.06
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>SMARTNet</b>			<b>Unit Price</b>	<b>Ext Price</b>
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-12	8x5xNBD Svc, Cat2950: 12 port: 10/100 autosense/nego.	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE

Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
small	7	14	9	18

No IDFs

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.2 ANTHEM**

Model Number	Description - ANTHEM	Qty	Unit Price	Ext Price
WS-C6509-E	Enh C6509 Chassis, 9slot, 15RU, No Pow Supply, No Fan Tray	1	\$5,605.00	\$5,605.00
S733ALK9-12218SXD	Cisco CAT6000-SUP720 IOS ENT W/IPV6/SSH/3DES LAN ONLY	1	\$4,720.00	\$4,720.00
WS-SUP720	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3A	1	\$16,520.00	\$16,520.00
MEM-C6K-CPTFL64M	Cat6500 Sup720 Compact Flash Mem 64MB	1	\$236.00	\$236.00
WS-SUP720	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3A	1	\$16,520.00	\$16,520.00
MEM-C6K-CPTFL64M	Cat6500 Sup720 Compact Flash Mem 64MB	1	\$236.00	\$236.00
WS-X6548-GE-TX	Catalyst 6500 48-port fabric-enabled 10/100/1000 Module	1	\$7,080.00	\$7,080.00

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

WS-X6548-GE-45AF	Cat6500 48-port fab-enabled 10/100/1000 w/802.3af inline pwr	2	\$8,260.00	\$16,520.00
WS-SVC-CMM	COMMUNICATION MEDIA MODULE	1	\$5,897.05	\$5,897.05
WS-SVC-CMM-6T1	6-PORT T1 INTERFACE PORT ADAPTER	1	\$7,077.05	\$7,077.05
S6CMMVGM5-12308XY	VOICEGATEWAY/MEDIASERVICES VOICE/MGCP/H.323/MEDIASERVICES	1	\$0	\$0
WS-C6509-E-FAN	Catalyst 6509-E Chassis Fan Tray	1	\$292.05	\$292.05
WS-CAC-2500W	Catalyst 6000 2500W AC Power Supply	2	\$1,770.00	\$3,540.00
CAB-AC-2500W-US1	Power Cord, 250Vac 16A, straight blade NEMA 6-20 plug, US	2	\$0	\$0
MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$0	\$0
MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$0	\$0
MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$0	\$0
MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$0	\$0
WS-X6582-2PA	Enhanced FlexWAN Module, Fabric-enabled	1	\$8,850	\$8,850
PA-A6-T3	1 Port Enh ATM DS3 Port Adapter (8kVCs)	2	\$4,720	\$9,440
CISCO3845-SEC/K9	3845 Security Bundle,Adv Security,64F/256D	1	\$8,493.05	\$8,493.05
S384UASK9A-12311T	Cisco 3845 IOS ASK9-AESK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$1,180.00	\$1,180.00
NM-1A-T3	1-Port DS3 ATM Network Module	2	\$3,540.00	\$7,080.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
PWR-3845-AC/2	Cisco3845 redundant AC power supply	1	\$295.00	\$295.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
CAB-AC	Power Cord,110V	2	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3845-AC	Cisco 3845 AC power supply	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
CALLMANAGER-4.0	CallManager 4.0 Top Level Part Number	1	\$0	\$0
MCS-7835H-3.0-IPC1	HW Only MCS 7835H-3000 With Xeon 3.06, 1GB RAM,2-36GB SCSI	1	\$6,490.00	\$6,490.00

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CAB-AC	Power Cord,110V	2	\$0	\$0
CM4.0-K9-7835=	SW CallMgr 4.0, MCS 7835	1	\$4,717.05	\$4,717.05

<b>SMARTNet</b>				
CON-SNT-WS-C6509	8x5xNBD Service,Catalyst 6509	1	First year FREE	First year FREE
CON-SNT-MCS7835H1	SMARTNET 8X5XNBD MCS 7835H-2400 Serve	1	First year FREE	First year FREE
CON-OSP-3845SEC	ONESITE 24x7x4 3845 Security Bundle	1	First year FREE	First year FREE

Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
large	32	60	40	75

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.3 CAMPBELL**

Model Number	Description - CAMPBELL	Qty	Unit Price	Ext Price
WS-C6509-E	Enh C6509 Chassis, 9slot, 15RU, No Pow Supply, No Fan Tray	1	\$5,605.00	\$5,605.00
S733ALK9-12218SXD	Cisco CAT6000-SUP720 IOS ENT W/IPV6/SSH/3DES LAN ONLY	1	\$4,720.00	\$4,720.00
WS-SUP720	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3A	1	\$16,520.00	\$16,520.00
MEM-C6K-CPTFL64M	Cat6500 Sup720 Compact Flash Mem 64MB	1	\$236.00	\$236.00
WS-SUP720	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3A	1	\$16,520.00	\$16,520.00
MEM-C6K-CPTFL64M	Cat6500 Sup720 Compact Flash Mem 64MB	1	\$236.00	\$236.00
WS-X6548-GE-TX	Catalyst 6500 48-port fabric-enabled 10/100/1000 Module	2	\$7,080.00	\$14,160.00
WS-X6548-GE-45AF	Cat6500 48-port fab-enabled 10/100/1000 w/802.3af inline pwr	1	\$8,260.00	\$8,260.00
WS-SVC-CMM	COMMUNICATION MEDIA MODULE	1	\$5,897.05	\$5,897.05
WS-SVC-CMM-6T1	6-PORT T1 INTERFACE PORT ADAPTER	1	\$7,077.05	\$7,077.05
S6CMMVGMS-12308XY	VOICEGATEWAY/MEDIASERVICES VOICE/MGCP/H.323/MEDIASERVICES	1	\$0	\$0
WS-X6724-SFP	Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs)	1	\$8,850.00	\$8,850.00
MEM-XCEF720-1GB	Catalyst 6500 1GB DDR, xCEF720 (67xx interface, DFC3BXL)	1	\$5,664.00	\$5,664.00

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

WS-F6700-DFC3A	Catalyst 6500 Dist Fwd Card for WS-X67xx modules	1	\$4,425.00	\$4,425.00
GLC-SX-MM	GE SFP, LC connector SX transceiver	6	\$295.00	\$1,770.00
WS-C6509-E-FAN	Catalyst 6509-E Chassis Fan Tray	1	\$292.05	\$292.05
WS-CAC-2500W	Catalyst 6000 2500W AC Power Supply	2	\$1,770.00	\$3,540.00
CAB-AC-2500W-US1	Power Cord, 250Vac 16A, straight blade NEMA 6-20 plug, US	2	\$0	\$0
MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$0	\$0
MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$0	\$0
MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$0	\$0
MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$0	\$0
WS-X6582-2PA	Enhanced FlexWAN Module, Fabric-enabled	1	\$8,850	\$8,850
PA-A6-T3	1 Port Enh ATM DS3 Port Adapter (8kVCs)	2	\$4,720	\$9,440
CISCO3845-SEC/K9	3845 Security Bundle,Adv Security,64F/256D	1	\$8,493.05	\$8,493.05
S384UASK9A-12311T	Cisco 3845 IOS ASK9-AESK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$1,180.00	\$1,180.00
NM-1A-T3	1-Port DS3 ATM Network Module	2	\$3,540.00	\$7,080.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
PWR-3845-AC/2	Cisco3845 redundant AC power supply	1	\$295.00	\$295.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
CAB-AC	Power Cord,110V	2	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3845-AC	Cisco 3845 AC power supply	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
	<b>SERVER ROOM</b>			
WS-C3560G-48TS-S	Catalyst 3560 48 10/100/1000T + 4 SFP Standard Image	3	\$4,717.05	\$14,151.15
CAB-AC	Power Cord,110V	3	\$0	\$0
GLC-SX-MM	GE SFP, LC connector SX transceiver	3	\$295.00	\$295.00

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	<b>3 - IDF'S</b>			
WS-C2950SX-48-SI	48 10/100 and 2 1000BASE-SX uplink ports, Standard Image	3	\$2,357.05	\$7,071.15
CAB-AC	Power Cord,110V	3	\$0	\$0
WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	3	\$295.00	\$885.00
WS-C2950SX-24	24 10/100 ports w/2 1000BASE-SX ports, Standard Image only	3	\$1,059.05	\$3,177.15
CAB-AC	Power Cord,110V	3	\$0	\$0
WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	3	\$295.00	\$885.00
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	3	\$3,301.05	\$9,903.15
CAB-16AWG-AC	AC Power cord, 16AWG	3	\$0	\$0
GLC-SX-MM	GE SFP, LC connector SX transceiver	3	\$295.00	\$885.00
UNITY-BUNDLE	Unity Bundle	1	\$0	\$0
UNITY-4.0	Unity 4.0	1	\$0	\$0
UNITY-IP	Unity for CallManager, IP Only Integrations	1	\$0	\$0
UNITY-EXCHANGE	Unity for Exchange	1	\$0	\$0
UNITY-DS-ENG	Unity Data Store - in English	1	\$0	\$0
UNITY-MS-ENG	Unity Message Store in English. Not required for Domino.	1	\$0	\$0
UNITYU4-300USR-E	Unity UM Exchg, 300 users, 16 session, 4 TTS	1	\$26,550.00	\$26,550.00
UNITY-MSG-STR5.5	Unity Message Store 5.5	1	\$0	\$0
UNITY-RS4	Unity, 4-session TTS	1	\$0	\$0
MCS-7835H-3.0-ECS1	MCS 7835-HP; Unity; 512MB; RAID 1; Win2K	1	\$8,847.05	\$8,847.05
UNITY-PWR-US	Power Cord - US, Can, Mex, PR, Phil, Ven, Tai, Col, Ecu	1	\$0	\$0
UNITY-WIN2K-ENG	Cisco Unity Operating System 2000 - English	1	\$0	\$0
CALLMANAGER-4.0	CallManager 4.0 Top Level Part Number	1	\$0	\$0
MCS-7835H-3.0-IPC1	HW Only MCS 7835H-3000 With Xeon 3.06, 1GB RAM,2-36GB SCSI	1	\$6,490.00	\$6,490.00
CAB-AC	Power Cord,110V	2	\$0	\$0
CM4.0-K9-7835=	SW CallMgr 4.0, MCS 7835	1	\$4,717.05	\$4,717.05
<b>TOTAL</b>			<b>\$181,381</b>	<b>\$224,604</b>

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<b>SMARTNet</b>					
CON-SNT-WS-C6509	8x5xNBD Service,Catalyst 6509		1	First year FREE	First year FREE
CON-SNT-356048TS	SMARTNET 8X5XNBD Cat 3560 48 10/100/1000T + 4 SFP St		3	First year FREE	First year FREE
CON-SNT-C2950X48	SMARTNET 8X5XNBD 48 10/100 and 2 1000		3	First year FREE	First year FREE
CON-SNT-C2950S24	8x5xNBD Svc, 24 10/100 ports w/2 1000BASE-SX ports, S		3	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF		3	First year FREE	First year FREE
CON-SNT-UNITY-4X	8x5xNBD Svc, Top Level-Order Svc for Each Indiv Comp		1	First year FREE	First year FREE
CON-SNT-7835HECS1	SMARTNET 8X5XNBD MCS 7835-HP; Unity;		1	First year FREE	First year FREE
CON-SNT-MCS7835H1	SMARTNET 8X5XNBD MCS 7835H-2400 Serve		1	First year FREE	First year FREE
CON-OSP-3845SEC	ONESITE 24x7x4 3845 Security Bundle		1	First year FREE	First year FREE
<b>TOTAL</b>				First year FREE	First year FREE
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>	
large	205	72	256	90	
One MDF and three IDF's, divide total ports by four, equals aprox 64 ports for Public and 23 ports for Staff					

**INSTALLATION AND CONFIGURATION COST FOR LOCATION** \$17,545.50

**1.4 EL MIRAGE**

Model Number	Description - EL MIRAGE	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0

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ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WS-C2950-24	24 port, 10/100 Catalyst Switch, Standard Image only	1	\$587.05	\$587.05
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$12,543</b>	<b>\$12,543</b>

<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-24	8x5xNBD Svc, C2950: 24 port 10/100 autosense/autonego	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>

Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
small	11	14	14	18
No IDFs				

**INSTALLATION AND CONFIGURATION COST FOR LOCATION** \$1,417.50

**1.5 FOUNTAIN HILLS**

Product	Description - FOUNTAIN HILLS	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00

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HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590.00	\$590.00
WS-C4507R	Catalyst 4500 Chassis (7-Slot),fan, no p/s, Red Sup Capable	1	\$5,897.05	\$5,897.05
PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
CAB-AC-2800W-6-20	Non-locking NEMA Cord For The 2800WAC PS	2	\$0	\$0
WS-X4515	Catalyst 4507 Supervisor IV,Console(RJ-45),Mgt(RJ-45)(Spare)	1	\$7,077.05	\$7,077.05
WS-X4515/2	Catalyst 4500 Redundant Sup IV,Console(RJ-45),Mgt(RJ-45)	1	\$7,077.05	\$7,077.05
S4KL3EK9-12225EW	Cisco IOS ENHNCD L3 C4500 SUP4/5,3DES(OSPF,EIGRP,IS-IS)	1	\$5,897.05	\$5,897.05
MEM-C4K-FLD64M	Cat 4500 IOS-based Supervisor, Compact Flash, 64MB Option	2	\$236.00	\$472.00
WS-X4148-RJ	Catalyst 4500 10/100 Auto Module, 48-Ports (RJ-45)	1	\$2,652.05	\$2,652.05
WS-X4548-GB-RJ45V	Catalyst 4500 PoE 802.3af 10/100/1000, 48-Ports (RJ45)	1	\$4,422.05	\$4,422.05
<b>TOTAL</b>			<b>\$44,857.70</b>	<b>\$45,094</b>
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-WS-C4507	8x5xNBD Svc^ Catalyst 4507R Series Modular Switch	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>

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Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
medium	20	20	25	25

No IDFs

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,993.50</b>
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**1.6 GILA BEND**

Model Number	Description - GILA BEND	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-12	12 port, 10/100 Catalyst Switch, Standard Image only	1	\$528.05	\$528.05
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,074</b>	<b>\$13,074</b>

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<b>SMARTNet</b>					
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security		1	First year FREE	First year FREE
CON-SNT-C2950-12	8x5xNBD Svc, Cat2950: 12 port: 10/100 autosense/nego.		1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF		1	First year FREE	First year FREE
<b>TOTAL</b>				<b>First year FREE</b>	<b>First year FREE</b>
<b>Relative size</b>	<b>Public current ports</b>		<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
small	6		8	8	10
No IDFs					

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.7 HOLLY HOCK**

Model Number	Description - HOLLYHOCK	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-12	12 port, 10/100 Catalyst Switch, Standard Image only	1	\$528.05	\$528.05
CAB-AC	Power Cord,110V	1	\$0	\$0

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WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,074</b>	<b>\$13,074</b>

<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-12	8x5xNBD Svc, Cat2950: 12 port: 10/100 autosense/nego.	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
small	6	8	8	10

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.8 GILBERT**

Product	Description - GILBERT	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
NM-1A-T3	1-Port DS3 ATM Network Module	2	\$3,540.00	\$3,540.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50

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PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WS-C4507R	Catalyst 4500 Chassis (7-Slot),fan, no p/s, Red Sup Capable	1	\$5,897.05	\$5,897.05
PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
CAB-AC-2800W-6-20	Non-locking NEMA Cord For The 2800WAC PS	2	\$0	\$0
WS-X4515	Catalyst 4507 Supervisor IV,Console(RJ-45),Mgt(RJ-45)(Spare)	1	\$7,077.05	\$7,077.05
WS-X4515/2	Catalyst 4500 Redundant Sup IV,Console(RJ-45),Mgt(RJ-45)	1	\$7,077.05	\$7,077.05
S4KL3EK9-12225EW	Cisco IOS ENHNCD L3 C4500 SUP4/5,3DES(OSPF,EIGRP,IS-IS)	1	\$5,897.05	\$5,897.05
MEM-C4K-FLD64M	Cat 4500 IOS-based Supervisor, Compact Flash, 64MB Option	2	\$236.00	\$472.00
WS-X4124-RJ45	Catalyst 4500 10/100, 24-Ports(RJ45)	1	\$1,472.05	\$1,472.05
WS-X4524-GB-RJ45V	Catalyst 4500 10/100/1000 24 port POE RJ45	1	\$2,652.05	\$2,652.05
WS-X4306-GB	Catalyst 4000 Gigabit Ethernet Module, 6-Ports (GBIC)	1	\$1,767.05	\$1,767.05
WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	6	\$295.00	\$1,770.00
WS-C2950SX-24	24 10/100 ports w/2 1000BASE-SX ports, Standard Image only	3	\$1,059.05	\$3,177.15
CAB-AC	Power Cord,110V	3	\$0	\$0
WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	3	\$295.00	\$885.00
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	3	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	3	\$0	\$0
GLC-SX-MM	GE SFP, LC connector SX transceiver	3	\$295.00	\$885.00
<b>TOTAL</b>			<b>\$51,870</b>	<b>\$56,879</b>
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-WS-C4507	8x5xNBD Svc^ Catalyst 4507R Series Modular Switch	1	First year FREE	First year FREE
CON-SNT-C2950S24	8x5xNBD Svc, 24 10/100 ports w/2 1000BASE-SX ports, S	3	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	3	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>

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Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
medium	75	65	94	81
One MDF and three IDF's, divide total ports by four, equals approx 24 ports for Public and 21 ports for Staff				

**INSTALLATION AND CONFIGURATION COST FOR LOCATION** \$2,569.50

**1.9 GUADALUPE**

Model Number	Description - GUADALUPE	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-24	24 port, 10/100 Catalyst Switch, Standard Image only	1	\$587.05	\$587.05
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,133</b>	<b>\$13,133</b>

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<b>SMARTNet</b>					
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security		1	First year FREE	First year FREE
CON-SNT-C2950-24	8x5xNBD Svc, C2950: 24 port 10/100 autosense/autonego		1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF		1	First year FREE	First year FREE
<b>TOTAL</b>				First year FREE	First year FREE
<b>Relative size</b>	<b>Public current ports</b>		<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
small	10		14	13	18
No IDFs					

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.10 LAVEEN**

Model Number	Description - LAVEEN	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-24	24 port, 10/100 Catalyst Switch, Standard Image only	1	\$587.05	\$587.05
CAB-AC	Power Cord,110V	1	\$0	\$0

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WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,133</b>	<b>\$13,133</b>

<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-24	8x5xNBD Svc, C2950: 24 port 10/100 autosense/autonego	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
small	10	14	13	18
No IDFs				

**INSTALLATION AND CONFIGURATION COST FOR LOCATION \$1,417.50**

**1.11 LITCHFIELD PARK**

Model Number	Description - LITCHFIELD PARK	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0

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MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C4507R	Catalyst 4500 Chassis (7-Slot),fan, no p/s, Red Sup Capable	1	\$5,897.05	\$5,897.05
PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
CAB-AC-2800W-6-20	Non-locking NEMA Cord For The 2800WAC PS	2	\$0	\$0
WS-X4515	Catalyst 4507 Supervisor IV,Console(RJ-45),Mgt(RJ-45)(Spare)	1	\$7,077.05	\$7,077.05
WS-X4515/2	Catalyst 4500 Redundant Sup IV,Console(RJ-45),Mgt(RJ-45)	1	\$7,077.05	\$7,077.05
S4KL3EK9-12225EW	Cisco IOS ENHNCD L3 C4500 SUP4/5,3DES(OSPF,EIGRP,IS-IS)	1	\$5,897.05	\$5,897.05
MEM-C4K-FLD64M	Cat 4500 IOS-based Supervisor, Compact Flash, 64MB Option	2	\$236.00	\$472.00
WS-X4148-RJ	Catalyst 4500 10/100 Auto Module, 48-Ports (RJ-45)	1	\$2,652.05	\$2,652.05
WS-X4524-GB-RJ45V	Catalyst 4500 10/100/1000 24 port POE RJ45	1	\$2,652.05	\$2,652.05
<b>TOTAL</b>			<b>\$43,087.70</b>	<b>\$43,324</b>
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-WS-C4507	8x5xNBD Svc^ Catalyst 4507R Series Modular Switch	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
medium	20	18	25	23

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,993.50</b>
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**1.12 QUEEN CREEK**

Model Number	Description - QUEEN CREEK	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-12	12 port, 10/100 Catalyst Switch, Standard Image only	1	\$528.06	\$528.06
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,074</b>	<b>\$13,074</b>
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-12	8x5xNBD Svc, Cat2950: 12 port: 10/100 autosense/nego.	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
small	8	10	10	13

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<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	<b>\$1,417.50</b>
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**1.13 SUN LAKES**

Model Number	Description - SUN LAKES	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C2950-12	12 port, 10/100 Catalyst Switch, Standard Image only	1	\$528.06	\$528.06
CAB-AC	Power Cord,110V	1	\$0	\$0
WS-C3560G-24PS-S	Catalyst 3560 24 10/100/1000T PoE + 4 SFP Standard Image	1	\$3,301.05	\$3,301.05
CAB-16AWG-AC	AC Power cord, 16AWG	1	\$0	\$0
<b>TOTAL</b>			<b>\$13,074</b>	<b>\$13,074</b>
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-C2950-12	8x5xNBD Svc, Cat2950: 12 port: 10/100 autosense/nego.	1	First year FREE	First year FREE
CON-SNT-3560GPS	SMARTNET 8X5XNBD Cat 3560 24 10/100/1000T PoE + 4 SF	1	First year FREE	First year FREE
<b>TOTAL</b>			<b>First year FREE</b>	<b>First year FREE</b>

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

Relative size	Public current ports	Staff current ports	Public ports growth	Staff ports growth
small	8	10	10	13
No IDFs				

**1.14 SURPRISE**

Product	Description - SURPRISE	Qty	Unit Price	Ext Price
CISCO3825-SEC/K9	3825 Security Bundle,Advanced Security,64F/256D	1	\$6,428.05	\$6,428.05
S382UASK9B-12311T	Cisco 3825 IOS ASK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1	\$590.00	\$590.00
HWIC-4ESW	Four port 10/100 Ethernet switch interface card	1	\$250.75	\$250.75
VIC2-2FXS	Two-port Voice Interface Card - FXS	1	\$236.00	\$236.00
VIC2-4FXO	Four-port Voice Interface Card - FXO (Universal)	1	\$472.00	\$472.00
PVDM2-8	8-Channel Packet Voice/Fax DSP Module	1	\$236.00	\$236.00
CAB-AC	Power Cord,110V	1	\$0	\$0
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	1	\$442.50	\$442.50
PWR-3825-AC	Cisco 3825 AC power supply	1	\$0	\$0
ROUTER-SDM	Device manager for routers	1	\$0	\$0
MEM3800-256D-INCL	256BM SDRAM default memory for 3800	1	\$0	\$0
MEM3800-64CF-INCL	64MB Cisco 3800 Compact Flash Memory Default	1	\$0	\$0
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1	\$590	\$590
WS-C4507R	Catalyst 4500 Chassis (7-Slot),fan, no p/s, Red Sup Capable	1	\$5,897.05	\$5,897.05
PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply with Inline Power	1	\$1,177.05	\$1,177.05
CAB-AC-2800W-6-20	Non-locking NEMA Cord For The 2800WAC PS	2	\$0	\$0
WS-X4515	Catalyst 4507 Supervisor IV,Console(RJ-45),Mgt(RJ-45)(Spare)	1	\$7,077.05	\$7,077.05
WS-X4515/2	Catalyst 4500 Redundant Sup IV,Console(RJ-45),Mgt(RJ-45)	1	\$7,077.05	\$7,077.05
S4KL3EK9-12225EW	Cisco IOS ENHNCD L3 C4500 SUP4/5,3DES(OSPF,EIGRP,IS-IS)	1	\$5,897.05	\$5,897.05
MEM-C4K-FLD64M	Cat 4500 IOS-based Supervisor, Compact Flash, 64MB Option	2	\$236.00	\$472.00
WS-X4148-RJ	Catalyst 4500 10/100 Auto Module, 48-Ports (RJ-45)	1	\$2,652.05	\$2,652.05

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WS-X4524-GB-RJ45V	Catalyst 4500 10/100/1000 24 port POE RJ45	1	\$2,652.05	\$2,652.05
WS-X4548-GB-RJ45V	Catalyst 4500 PoE 802.3af 10/100/1000, 48-Ports (RJ45)	2	\$4,422.05	\$8,844.10
<b>TOTAL</b>				
<b>SMARTNet</b>				
CON-SNT-3825SEC	SMARTNET 8X5XNBD 3825 Security Bundle,Advanced Security	1	First year FREE	First year FREE
CON-SNT-WS-C4507	8x5xNBD Svc^ Catalyst 4507R Series Modular Switch	1	First year FREE	First year FREE
<b>TOTAL</b>				
<b>Relative size</b>	<b>Public current ports</b>	<b>Staff current ports</b>	<b>Public ports growth</b>	<b>Staff ports growth</b>
medium	35	80	44	100

<b>INSTALLATION AND CONFIGURATION COST FOR LOCATION</b>	\$1,993.50
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**1.15 PHONES**

Product	Description - PHONE TYPES	Qty	PRICE
CP-7960G	Cisco IP Phone 7960G, Global	1	\$244.85
SW-CCM-UL-7960	CallManager Unit license for single 7960 IP phone	1	\$88.50
CP-7940G	Cisco IP Phone 7940G, Global	1	\$185.85
SW-CCM-UL-7940	CallManager Unit license for single 7940 IP phone	1	\$88.50
CP-7912G	Cisco IP Phone 7912G	1	\$144.55
SW-CCM-UL-7912	CallManager Unit license for single 7912 IP phone (Lobby Phone) No switch port	1	\$47.20
<b>TOTAL</b>			<b>\$799.45</b>

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

**2.0 BLANKET DISCOUNT PRICING - EQUIPMENT**

TO BE PROVIDED AS A BLANKET DISCOUNT OFF OF LIST

RESPECTIVE BIDDERS MAY BID AS A GENERAL DISCOUNT LEVEL OFF OF ALL CATEGORIES OR EQUIPMENT OR SPECIFY CATEGORIES AND/OR PRODUCT LINES AT THEIR DISCRETION.

MANUFACTURER - EQUIPMENT	COMPLETE PRODUCT LINE DISCOUNT BLANKET DISCOUNT % OFF OF LIST	ROUTERS	SWITCHES	ADDITIONAL CATEGORIES
CISCO-SMARTNET	All Hardware - 39% off of List			
PLEASE LIST OTHER COMPARABLE PRODUCT OFFERINGS IF APPLICABLE				

**3.0 BLANKET DISCOUNT PRICING - EQUIPMENT MAINTENANCE**

TO BE PROVIDED AS A BLANKET DISCOUNT OFF OF LIST

RESPECTIVE BIDDERS MAY BID AS A GENERAL DISCOUNT LEVEL OFF OF ALL CATEGORIES OR SPECIFY CATEGORIES AND/OR PRODUCT LINES AT THEIR DISCRETION.

MANUFACTURER - EQUIPMENT MAINTENANCE	EQUIPMENT MAINTENANCE AGREEMENT PRICING BLANKET DISCOUNT % OFF OF LIST	ROUTERS	SWITCHES	ADDITIONAL CATEGORIES
CISCO-SMARTNET	All Smartnet - 10% off of List			
PLEASE LIST OTHER COMPARABLE MAINTENANCE OFFERINGS IF APPLICABLE	N/A			

**INSIGHT PUBLIC SECTOR INC, 6820 S HARL AVE, TEMPE, AZ 85283**

**4.0 INSTALLATION AND CONFIGURATION**

**ADDITIONAL REQUIREMENTS BEYOND LOCATION REQUIREMENTS**

<b>TO BE QUOTED AS HOURLY RATE: LABOR RATE</b>	Network Engineer	<u>\$ 160.00 /HR</u>
Installation and Configuration	Project Coordinator	<u>\$ 60.00 /HR</u>

Terms: NET 30

Vendor Number: **W000000991 X**

Telephone Number: ~~480/333-3000~~ **800-467-4448**

Fax Number: 480/760-7423

Contact Person: Kim Cofer

E-mail Address: [kcofer@insight.com](mailto:kcofer@insight.com)

Company Web Site: [www.ips.insight.com](http://www.ips.insight.com)

Certificates of Insurance Required

Contract Period: To cover the period ending **FEBRUARY 28, 2008**