COBB COUNTY
SCHOOL DISTRICT

One Team, One Goal: Student Success

514 Glover Street
Marietta, GA 30060
Telephone: (770) 426-3300
www.cobbk12.org

June 21, 2022

Mr. Matthew R. Girardot
ProSys Information Systems, Inc.
6025 The Corners Parkway, Suite 120
Norcross, GA 30092

Dear Mr. Girardot:

This is to advise you that the award to your company for **IFB B1737, Cisco Networking Equipment,** as shown on the attached pages has been renewed, with approved price increases highlighted in yellow.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **July 1, 2022 through June 30, 2023**. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Daphne Farley at 770-429-5870 or daphne.farley@cobbk12.org.** The Technology Services contact is **Jason Wheeler at 770-426-3598**. We appreciate your interest and participation in the CCSD solicitation process

Sincerely,

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

df

Attachment

cc: Accounts Payable
        Chris McErath, Prosys Information Systems
        Jason Wheeler
        Herb Ague
        Julie Aronson
        Thomas Marshall
        Kyle Matthews
        Mary Waymire

BOARD OF EDUCATION   David Chastain, *Chair* • David Banks, *Vice Chair*
                           Randy Scamihorn • Jaha Howard • Leroy Tre' Hutchins • Charisse Davis • Brad Wheeler

SUPERINTENDENT   Chris Ragsdale

IFB B1737, Cisco Networking Equipment
ProSys Information Systems (Vendor PO-Mailing #102125-1)
Vendor Contact: Chris McElrath, 678-612-3629
Email: (Christopher.McElrath@prosysis.com)

Note: *Asterisk indicates item is no longer available (discontinued)

Item	Description	Part Number	Warranty Period	Unit Price
SWITCHING TECHOLOGIES				
NEXUS 7K				
1	Nexus 7700 10 Slot Chassis, No Power Supplies, Fans included	N77-C7710	One Year Limited; or US K-12, if applicable	$16,472.21
2	Cisco NX-OS Release 7.3(0)DX(1) for Nexus 7700 Series	N77S2K9-73X	Covered w/System Warranty	*
3	Nexus 7700 - 10 Slot Chassis 220Gbps/Slot Fabric Module	N77-C7710-FAB-2	Covered w/System Warranty	$10,179.83
4	Nexus 7700 - 3.0KW AC Power Supply Module (Cable Included)	N77-AC-3KW	Covered w/System Warranty	$1,921.76
5	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	CAB-AC-C6K-TWLK	Covered w/System Warranty	*
6	Nexus 7700 - Power Supply Blank Slot Cover With Handle	N77-3KPS-BLANK-H	Covered w/System Warranty	*
7	Nexus 7700 - Supervisor Blank Slot Cover	N77-SUP-BLANK	Covered w/System Warranty	*
8	Nexus 7700 - Module Blank Slot Cover	N77-MODULE-BLANK	Covered w/System Warranty	*
9	N7K or N77 DCI Deployment; For Tracking Only	N7K-DP-DCI	Covered w/System Warranty	*
10	Nexus 7700 - Supervisor 2 Enhanced	N77-SUP2E	Covered w/System Warranty	$22,621.84
11	Nexus 7700 F3-Series 48 Port 1/10GbE (SFP/SFP+)	N77-F348XP-23	Covered w/System Warranty	$24,884.02
NEXUS 9K				
12	Nexus 9508 Chassis with 8 line card slots	N9K-C9508	One Year Limited; or US K-12, if applicable	$11,695.36
13	Nexus 9500 Supervisor slot cover	N9K-C9500-SUP-CV	Covered w/System Warranty	*
14	Nexus 9500 Power Supply slot cover	N9K-C9500-P-CV	Covered w/System Warranty	*
15	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I4(2)	NXOS-703I4.2	Covered w/System Warranty	*
16	Nexus 9500 Accessory Kit	N9K-C9500-ACK	Covered w/System Warranty	*
17	Fabric Module for Nexus 9508 chassis	N9K-C9508-FM	Covered w/System Warranty	$12,971.87
18	Nexus 9500 Rack Mount Kit	N9K-C9500-RMK	Covered w/System Warranty	*
19	Fan Tray for Nexus 9508 chassis, Port-side Intake	N9K-C9508-FAN	Covered w/System Warranty	*
20	Power Cord, 250Vac, 16A, twist lock NEMA L5-20, US	CAB-AC-TWST-C19US	Covered w/System Warranty	*
21	Nexus 9500 3000W AC PS, Port-side Intake	N9K-PAC-3000W-B	Covered w/System Warranty	$1,647.22
22	System Controller for Nexus 9500	N9K-SC-A	Covered w/System Warranty	*
23	Supervisor for Nexus 9500	N9K-SUP-A	Covered w/System Warranty	$6,862.42

Item	Description	Part Number	Warranty Period	Unit Price
SWITCHING TECHOLOGIES				
NEXUS 9K				
24	N9500 License PAK Expansion	N95-LIC-PAK	Covered w/System Warranty	*
25	LAN Enterprise License for Nexus 9500 Platform	N95-LAN1K9	Covered w/System Warranty	$6,924.15
26	Nexus 1000V Essential Edition Paper Delivery License Qty 96	N1K-VLCPU-96-ESSTL	Covered w/System Warranty	*
27	Nexus 9500 48p 1/10GBase T & 4p 100G line card	N9K-X9788TC-FX=	Covered w/System Warranty	$12,128.54
28	Nexus 9500 NX-OS line card, 48p 10G/25G with 4p 100 QSFP28G	N9K-X97160YC-EX=	Covered w/System Warranty	$12,331.55
NEXUS 9504				
29	Nexus 9504 Chassis with 4 line card slots	N9K-C9504	One Year Limited; or US K-12, if applicable	$8,276.21
30	Nexus 9508 Fabric Module slot cover	N9K-C9504-FM-CV	Covered w/System Warranty	*
31	Nexus 9500 Power Supply slot cover	N9K-C9500-P-CV	Covered w/System Warranty	*
32	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I4(2)	NXOS-703I4.2	Covered w/System Warranty	*
33	Nexus 9500 Accessory Kit	N9K-C9500-ACK	Covered w/System Warranty	*
34	Fabric Module for Nexus 9504 chassis	N9K-C9504-FM	Covered w/System Warranty	$8,647.91
35	Nexus 9504 Rack Mount Kit	N9K-C9504-RMK	Covered w/System Warranty	*
36	Fan Tray for Nexus 9504 chassis, Port-side Intake	N9K-C9504-FAN	Covered w/System Warranty	*
37	Power Cord, 250Vac, 16A, twist lock NEMA L5-20, US	CAB-AC-TWST-C19US	Covered w/System Warranty	*
38	Nexus 9500 3000W AC PS, Port-side Intake	N9K-PAC-3000W-B	Covered w/System Warranty	$1,647.22
39	System Controller for Nexus 9500	N9K-SC-A	Covered w/System Warranty	*
40	Supervisor for Nexus 9500	N9K-SUP-A	Covered w/System Warranty	$6,863.42
41	N9500 License PAK Expansion	N95-LIC-PAK	Covered w/System Warranty	*
42	LAN Enterprise License for Nexus 9500 Platform	N95-LAN1K9	Covered w/System Warranty	$6,924.15
43	Nexus 1000V Essential Edition Paper Delivery License Qty 96	N1K-VLCPU-96-ESSTL	Covered w/System Warranty	*
44	Nexus 9500 NX-OS line card, 48p 10G/25G with 4p 100G QSFP28	N9K-X97160YC-EX=	Covered w/System Warranty	$12,331.55

Item	Description	Part Number	Warranty Period	Unit Price
SWITCHING TECHOLOGIES				
CATALYST 6800				
45	Catalyst 6807-XL 7-slot chassis, 10RU	**C6807-XL**	Lifetime Limited; or US K-12, if applicable	*
46	Catalyst 6800 Campus Core Deployment; For Tracking Only	C6800-CAMPUS-CORE	Covered w/System Warranty	*
47	Catalyst 6807-XL line card slot cover	C6800-XL-CVR	Covered w/System Warranty	*
48	Catalyst 6800 power supply blank cover	C6800-PS-CVR	Covered w/System Warranty	*
49	Catalyst 6800 Sup6T (440G/slot) with 8x10GE, 2x40GE (XL)	C6800-SUP6T-XL	Covered w/System Warranty	*
50	C6k 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45 DFC4	WS-X6848-TX-XL	Covered w/System Warranty	*
51	C6k 48-port 1GE Mod:fabric-enabled with DFC4XL	C6800-48P-SFP-XL	Covered w/System Warranty	*
52	Catalyst 6800 32 port 10GE with integrated dual DFC4XL	C6800-32P10G-XL	Covered w/System Warranty	*
53	Catalyst 6807-XL 3000W Power Supply	C6800-XL-3KW-AC	Covered w/System Warranty	*
54	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	CAB-AC-C6K-TWLK	Covered w/System Warranty	*
55	Catalyst 6807-XL Chassis Fan Tray	C6807-XL-FAN	Covered w/System Warranty	*
56	CAT6800-VS-S6T IOS IP SERV FULL ENCRYPT	SP6TISK9-15301SY	Covered w/System Warranty	*
CATALYST C3560				
57	Cisco Catalyst 3560-CX PD PSE 8 Port PoE, 1G Uplinks IP Base	WS-C3560CX-8PT-S	Enhanced Lifetime Limited	$1,131.92
58	Cisco Catalyst 3560-CX 8 Port PoE IP Base	WS-C3560CX-8PC-S	Enhanced Lifetime Limited	$1,160.61
59	Cisco Catalyst 3560-CX 12 Port PoE IP Base	WS-C3560CX-12PC-S	Enhanced Lifetime Limited	$1,389.13
FIBER OPTIC MODULES				
60	10GBASE-LR SFP Module, Enterprise-Class	SFP-10G-LR-S	One Year	$1,131.03
61	10GBASE-SR SFP Module, Enterprise-Class	SFP-10G-SR-S	One Year	$396.05
62	10GBASE-ER SFP Module, Enterprise-Class	SFP-10G-ER-S	One Year	$4,298.60
63	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	GLC-SX-MMD	One Year	$281.81
64	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	GLC-LH-SMD	One Year	$558.19
65	1000BASE-T SFP transceiver module for Category 5 copper wire	GLC-TE	One Year	$256.23

Item	Description	Part Number	Warranty Period	Unit Price
WIRELESS				
CONTROLLER				
66	Cisco 8540 Wireless Controller with rack mounting kit	AIR-CT8540-K9	Three Year Parts, or US K12, if applicable	*
67	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	CAB-9K12A-NA	Covered w/System Warranty	*
68	Cisco 8540 Wireless Controller SW Rel. 8.1	AIR-CT8540-SW-8.1	Covered w/System Warranty	*
69	1200W V2 AC Power Supply for 8540 Controller	AIR-PSU2V2-1200W	Covered w/System Warranty	*
70	240GB 2.5 inch Enterprise Value 6G SATA SSD	AIR-SD240GBKS4-EV	Covered w/System Warranty	*
71	16GB DDR4-2133-MHz RDIMM/PC4-17000/dual rank/x4/1.2v	AIR-MR-1X162RU-A	Covered w/System Warranty	*
72	Cisco 8540 Wireless Controller Security Bezel	AIR-BZL-C240M4	Covered w/System Warranty	*
73	Cisco 12G SAS Modular Raid Controller	AIR-MRAID12G	Covered w/System Warranty	*
74	Right PCIe Riser Board (Riser 1) (x8 + GPU) for C240 M4	AIR-PCI-1A-240M4	Covered w/System Warranty	*
75	Cisco 12Gbps SAS 1GB FBWC Cache module (Raid 0/1/5/6)	AIR-MRAID12G-1GB	Covered w/System Warranty	*
76	2.50 GHz E5-2680 v3/120W 12C/30MB Cache/DDR4 2133MHz	AIR-CPU-E52680D	Covered w/System Warranty	*
77	32GB SD Card for UCS servers	AIR-SD-32G-S	Covered w/System Warranty	*
78	Trusted Platform Module 1.2 for UCS (SPI-based)	AIR-TPM2-001	Covered w/System Warranty	*
79	PCIe Network Interface 40G	AIR-CT6880-NIC-K9	Covered w/System Warranty	*
80	Top Level SKU for 8540 AP Adder Licenses	LIC-CT8540-UPG	ECMU Required for SW SUB	*
81	Cisco 8540 Wireless Controller 1 AP Adder License	LIC-CT8540-1A	ECMU Required for SW SUB	*
WIRELESS AP'S				
82	802.11ac CAP w/CleanAir; 3x4:3SS; Int Ant; B Reg Domain	**AIR-CAP2702I-B-K9**	Lifetime Limited, Adv Replc	*
83	802.11n AP Low Profile Mounting Bracket (Default)	AIR-AP-BRACKET-1	Covered w/System Warranty	*
84	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	AIR-AP-T-RAIL-R	Covered w/System Warranty	*
85	Cisco 2700 Series Combined Unified and Autonomous SW	SWAP2700-CMB-A1-K9	Covered w/System Warranty	*
86	Cisco 2700 Series IOS WIRELESS LAN	S3G4K9W7-15303JD	Covered w/System Warranty	*
87	802.11ac CAP 10APs w/CleanAir; 3x4:3SS; Int Ant; B Domain	**AIR-CAP2702I-BK910**	Lifetime Limited, Adv Replc	*
88	BOM Level AP2700i Bulk PID for B reg domainn	AIR-CAP2702I-BBULK	Covered w/System Warranty	*
89	802.11n AP Low Profile Mounting Bracket (Default)	AIR-AP-BRACKET-1	Covered w/System Warranty	*
90	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	AIR-AP-T-RAIL-R	Covered w/System Warranty	*

Item	Description	Part Number	Warranty Period	Unit Price
WIRELESS AP'S				
91	Cisco 2700 Series IOS WIRELESS LAN	S3G4K9W7-15303JD	Covered w/System Warranty	*
92	Cisco 2700 Series Combined Unified and Autonomous SW	SWAP2700-CMB-A1-K9	Covered w/System Warranty	*
93	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	**AIR-AP2802I-B-K9**	Lifetime Limited, Adv Replc	$998.81
94	802.11n AP Low Profile Mounting Bracket (Default)	AIR-AP-BRACKET-1	Covered w/System Warranty	*
95	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	AIR-AP-T-RAIL-R	Covered w/System Warranty	*
96	Cisco Aironet 2800 Series CAPWAP Software Image	SW2802-CAPWAP-K9	Covered w/System Warranty	*
97	802.11ac W2 10 AP w/CA; 4x4:3; Int Ant; 2xGbE, B Domain	**AIR-AP2802I-BK910**	Lifetime Limited, Adv Replc	$9,537.56
98	802.11n AP Low Profile Mounting Bracket (Default)	AIR-AP-BRACKET-1	Covered w/System Warranty	*
99	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	AIR-AP-T-RAIL-R	Covered w/System Warranty	*
100	BOM Level AP2800i Bulk PID for B Domain	AIR-AP2802I-BBULK	Covered w/System Warranty	*
101	Cisco Aironet 2800 Series CAPWAP Software Image	SW2802-CAPWAP-K9	Covered w/System Warranty	*
SERVICES				
102	SNTC-8X5XNBD Nexus 7700 10 Slot C	**CON-SNT-N7710**	One Year 8x5NBD Coverage	$12,198.02
103	SNTC-8X5XNBD Nexus 9508 Chassis w	**CON-SNT-N9508**	One Year 8x5NBD Coverage	$10,057.06
104	SNTC-8X5XNBD Cisco 8540 Wireless Controller	**CON-SNT-AIRCT85R**	One Year 8x5NBD Coverage	$3,562.69
105	SNTC-8X5XNBD Cisco Catalyst 3560-CX 8 Port PoE, 1G Up	**CON-SNT-WSC356CT**	One Year 8x5NBD Coverage	$72.50
106	SWSS UPGRADES Top Level SKU for 85	**CON-ECMU-LICCT854**	One Year SW SUB/SUPT	*
107	SWSS UPGRADES Cisco 8540 Wireless	**CON-ECMU-LICCT85C**	One Year SW SUB/SUPT	*
108	SNTC-8X5XNBD Cisco Catalyst 3560-CX 8 Port PoE IP Bas	**CON-SNT-WSC38PCS**	One Year 8x5NBD Coverage	$76.41
109	SNTC-8X5XNBD Nexus 9504 Chassis with 4 line card slots	**CON-SNT-N9504**	One Year 8x5NBD Coverage	$7,202.76
ADDITIONAL DISCOUNT				
110	Provide guaranteed pricing/discount structure. (Explain what percentage discount is related to catalog, MSRP, etc.).	ProSys is using E-Rate Programs from Cisco for Products (Hardware/Software) and a 54% discount from MSRP. If CCSD uses US K-12 Bundled Warranty, cost is $0 for Year 1 and includes hardware replacement, software, and TAC. For Year 2 and 3 with CON-SW and all the CON-SNT-xxxx or CON-ECMU-xxxx,ProSys is using a 33% Discount from MSRP for these Services.		
111	Provide fee structure for additional, related services.	ProSys will provide Hourly Rate for Engineering of $185.00 per hour and $160.00 per hour for Project Management. For Cisco products not listed here or outside of E-Rate, ProSys can/will provide these items to CCSD at 42% off MSRP for Products and 33% off MSRP for Cisco Services (support). If CCSD needs 3560 switches configured and in an enclosure, ProSys can provide for an additional cost of $109.00 per device (enclosure, configuration, and shipping bundled).		

Notes : All items qualify for US K-12 Bundled Warranty, but there may be situations in which these devices are procured outside 470/471 process and thus the listing of the manufacturer warranty and then indicating that the device can qualify for the Bundled Promotion. For items with Lifetime Warranties (Enhanced or Limited) we indicate the manufacturer warranty term since it's assumed CCSD may choose manufacturer, but all items are Eligible.