

## INVITATION TO BID

STATE OF ALABAMA

COUNTY OF BALDWIN

**NOTICE IS HEREBY GIVEN** that the County Commission of Baldwin County, Alabama, will receive bids in the Purchasing Office on August 9, 2016 at 1:00 P.M., for the Provision of Networking Equipment for the Baldwin County Commission. Bids will be opened August 9, 2016 at 1:30 P.M., in the Purchasing Conference Room located in the Annex III Building at 257 Hand Avenue, Bay Minette, Alabama. Bids received after the August 9, 2016 at 1:00 P.M. deadline will not be considered. All times to be determined solely by the clock on the wall of the Purchasing Conference Room. For all purposes and uses herein, a bid and all required paperwork is "received" at the time and date indicated on the Purchasing Office file stamp which shall be impressed on the face of all such documents when and as presented at the Purchasing Office.

### PRE-BID CONFERENCE

**All vendors must attend the mandatory pre-bid conference.** Failure to attend the conference will result in the rejection of any bid response submitted by non-attendants.

The **Pre-bid conference** will be held in the Purchasing Conference Room located at 257 Hand Avenue, Bay Minette, AL., on **Friday, August 5, 2016 at 10:30 A.M., Central Standard Time.**

Any questions related to this BID are to be directed by E-mail to the Purchasing Manager, Wanda Gautney, [wgautney@baldwincountyal.gov](mailto:wgautney@baldwincountyal.gov) Written responses to all questions will be provided at the Pre-bid conference.

### SEE ATTACHED SPECIFICATIONS

This invitation package consists of **FIFTEEN (15)** pages. Bidders shall verify they have received all pages as indicated. If all pages have not been received, then it is the responsibility of the bidder to contact the Purchasing Officer, Wanda Gautney at (251) 580-2520 phone, (251) 580-2536 fax.

### GENERAL BID INFORMATION

**Bidders shall carefully read all parts of the invitation package with its accompanying schedules and attachments, if any. Bidders shall direct all requests for explanation or additional information concerning the meaning or interpretation of the conditions or attached specifications of this invitation to Wanda Gautney in writing or e-mail ([wgautney@baldwincountyal.gov](mailto:wgautney@baldwincountyal.gov)) in sufficient time for a reply before submission date of bids. The Commission cannot, and does not, guarantee that inquiries sent by mail or e-mail will be received timely or prior to the required submission date and time. It is the responsibility of the bidder to contact the Purchasing Manager, Wanda Gautney at (251) 580-2520 if a reply is not received.**

The use of specific names and numbers in the attached specifications is not intended to restrict the bidder or any seller or manufacturer, but is solely for the purpose of indicating the type, size and quality of materials, product services, or equipment considered best suited for Baldwin County.

Contact initiated by a potential bidder with Baldwin County Commissioners will be only as specifically set out in this invitation. Any other contact with a county official initiated by a potential bidder or bidder regarding this bid, **between the date of this invitation to the date of bid award**, shall be deemed and treated as an attempt to improperly influence the bid award, and may be sufficient grounds for rejection of the bid submitted by the bidder initiating such other contact, at the discretion of the Baldwin County Commission.

### **BIDDER QUALIFICATIONS**

All Bidders, must be in, and remain, and by submitting a bid represent that they are and will remain, in compliance with all applicable Federal, Alabama State, County and municipal laws, regulations, resolutions and ordinances. In particular, and without limitation, all bidders must be and remain licensed and permitted in accordance with The Code of Alabama Title 10, concerning corporations doing business within Alabama, Title 34, dealing with licensing for businesses, and Title 40, concerning licenses and taxation, unless otherwise exempt. All bidders shall be prepared to timely submit to the County non confidential evidence or documentation demonstrating that they are presently licensed and permitted under Alabama law. Such non confidential evidence or documentation is encouraged to be submitted with the Bid Package.

The bidder expressly acknowledges, to and for the benefit of the Baldwin County Commission, that this Agreement may be funded with **federal grant monies** and, therefore, bidder expressly warrants and agrees that it shall at all times comply with all applicable federal, state, local and municipal laws and regulations. For more information about the Federal regulations visit the website <http://www.gpoaccess.gov/index.html> Code of Federal Regulations.

**All bidders must provide proof of proper certification of authority, and any required registration, to transact business in this State, in order to perform work for the Baldwin County Commission. Bidder's Registration Number shall be provided on the Bid Response Form. The phone number for the Alabama Secretary of State is (334) 242-5324, Corporate Division.**

**All vendors, contractors and grantee are required to comply with the Alabama Immigration Law under Sections 31-13-9 (a) and (b) of the Code of Alabama. Information and forms can be found on the Baldwin County Commission's Purchasing website under E-Verify at [www.baldwincountyal.gov](http://www.baldwincountyal.gov)** All bidders should submit with their bid response the completed E-Verify package which can be downloaded from the Purchasing website [www.baldwincountyal.gov](http://www.baldwincountyal.gov)

**All bidders that qualify as a Disadvantaged Business Enterprise (DBE) must provide supporting documentation in their bid response along with the completed DBE Registration form that may be downloaded from the County website [www.baldwincountyal.gov](http://www.baldwincountyal.gov)** A Disadvantaged Business Enterprise or DBE means a for-profit small business that (1) is at least 51% owned by one or more individuals who are both socially and economically disadvantaged or, in the case of a corporation, in which 51% of the stock is owned by one or more such individuals; and (2) whose management and daily business operations are controlled by one or more of the socially and economically disadvantaged individuals who own it.

### **PREPARING THE BID**

Bids must be typed or handwritten in ink. A bid submitted in pencil shall not be accepted. The Bid Guarantee and Bid Response Form must be an original; copies shall not be accepted. All required paperwork must be received in the sealed Bid Package.

The attached specifications are intended and provided solely as a general and non-exhaustive expression of the intent and purpose of Baldwin County regarding this bid; said specifications shall be so considered by the bidders. Accordingly, the bidder admits and agrees that said specifications are not complete in every detail and that the work and materials not indicated or expressly mentioned in said specifications, but which are reasonably necessary for the full and faithful performance of the item(s) bid in accordance with the full and faithful intent, will be included in the bid and incorporated in the work by the bidder and at the bidder's sole expense, the same as if indicated and specified.

The Bidders shall list on a separate sheet of paper any variations from, or exceptions to, the conditions and specifications of this bid. The exceptions shall be labeled "**EXCEPTION(S) TO BID CONDITIONS AND SPECIFICATIONS,**" and shall be attached to the front of the bid. Variations shall be treated likewise, i.e. shall be labeled "**VARIATION(S) TO BID CONDITIONS AND SPECIFICATIONS,**" and shall be attached to the front of the bid. Additional features and/or capabilities not included in the specifications may be included in the bid.

To facilitate bid evaluation and tabulation, it is suggested that bids be submitted with specifications identified in the order in which they appear in this document. If applicable, the bidder will provide cost in two (2) categories:

- (1) Cost using material as specified.
- (2) Cost using material as specified of at least 25% recycled material, if available.

It is the intent of the Commission to award bids which include recycled material when not prohibitive in cost and when all other terms and conditions of the Alabama Competitive Bid Law are complied with.

**A BID GUARANTEE OF \$500.00 WILL BE INCLUDED WITH THE BID RESPONSE.**

Such bid guarantee shall be a bid bond (individual or annual, provided, that bonding is available for such services, equipment or materials), postal money order, certified check, cashier's check, Letter of Credit, or certain bonds or note of the United States. This is required by the Alabama Competitive Bid Law.

**No exceptions will be allowed.**

**SUBMITTING THE BID**

In the event that a bidder is financing the product(s) through another agency other than itself, the financing agency must sign the Bid Response Form along with the bidder. A copy of the financing agreement and all conditions must be included with the Bid Response Form. The bidder and the financing agency will be held to, and they agree to be bound by the requirements stated in the Invitation to Bid. Any assignment of the financing agreement must be approved by the financing agency and the County Commission. Failure to disclose the financing information and all conditions will disqualify the bidder.

Bidders which return a **NO BID** statement shall write on the outside of the envelope, the **Bid Number (i.e. WG16-41) with "NO BID"** written underneath. The envelope will not be opened in public, but it will be noted that the bidder did respond.

Bids may be hand delivered at any time prior to the bid opening date and time to the Baldwin County Purchasing Office, Annex III Building, 257 Hand Ave., ATTN: Wanda Gautney, (**mailing address**) 312 Courthouse Square-Suite 15, Bay Minette, Alabama 36507. The Commission cannot, and does not guarantee that bids sent by mail or courier will be received on or before the bid opening day

and time as indicated. Bids received after the deadline shall not be accepted and shall be returned to the bidder unopened.

All bids received must be in a sealed envelope plainly marked, “WG16-41” PROVISION OF NETWORKING EQUIPMENT. Bids submitted by Express/Overnight” services must be in a separate inner envelope/package sealed and identified as stated in the previous sentence. Bidders and any other interested individuals are invited to attend the bid opening.

### **BID AWARD**

All factors stated in this invitation package will be considered in determining the successful bidder, and any omission(s) of the stated requirements may be cause for rejection of the bid (s), all as determined solely by the Baldwin County Commission.

The County Commission reserves the right to study bids as to their correctness and may award the bid within a thirty (30) day period but the County Commission reserves the right to extend the bid award for an additional thirty (30) days until an award decision can be made.

The Baldwin County Commission reserves the right to reject any and all bids, to waive any informality in bids, and to accept in whole or in part, such bid or bids, solely at its discretion.

### **TITLE 39/CODE OF AL COMPLIANCE**

As a condition of any Bid Award and the respective contract(s) pursuant thereto, the County places full reliance upon the fact that it is the sole responsibility of any contractor, person or entity entering into such a contract with Baldwin County for the prosecution of any public works, to ensure that they and/or any of their respective agents comply with all applicable provisions of Title 39-1-1 et seq. Code of AL 1975.

More specifically, any contractor, person or entity entering into such a contract with Baldwin County for the prosecution of any public works shall be in compliance with, and have full knowledge of, the following provisions of Title 39:

“(f) The Contractor shall, immediately after the completion of the contract give notice of the completion by an advertisement in a newspaper of general circulation published within the city or county in which the work has been done, for a period of four successive weeks. A final settlement shall not be made upon the contract until the expiration of 30 days after the completion of the notice. Proof of publication of the notice shall be made by the contractor to the authority by whom the contract was made by affidavit of the publisher and a printed copy of the notice published . . .” §39-1-1(f) Code of AL 1975.

“(g) Subsection (f) shall not apply to contractors performing contracts of less than fifty thousand (\$50,000) in amount. In such cases, the governing body of the contracting agency, to expedite final payment, shall cause notice of final completion of the contract to be published one time in a newspaper of general circulation, published in the county of the contracting agency and shall post notice of final completion on the agency’s bulletin board for one week, and shall require the contractor to certify under oath that all bills have been paid in full. Final settlement with the contractor may be made at any time after the notice has been posted for one entire week.” §39-1-1 (g) Code of AL 1975.

**NOTE:** Any failure to fully comply with this section or any applicable laws of the State of AL shall be deemed a material breach of the terms of both the Bid Award and the Respective contracts resulting there from. Furthermore, Baldwin County takes no responsibility for resulting delayed payments, penalties, or damages as a result of any failure to strictly comply with Alabama Law.

Done this 19<sup>th</sup> day of July, 2016.

Tucker Dorsey s/s  
TUCKER DORSEY, Chairman  
Baldwin County Commission

### **BID #WG16-41 SPECIFICATIONS**

The purpose of this Invitation to Bid (ITB) is to establish a contract to be used by County to purchase Networking Equipment, the equipment sought to be purchased must be compatible with equipment currently operated by the Baldwin County Commission.

The use of specific names and numbers in the specifications is not intended to restrict the bidder or any seller or manufacturer's, but is solely for the purpose of indicating the type, size and quality of equipment considered best adapted to Baldwin County.

If a "or equal" item is bid, it will be Bidders responsibility to prove that "or equal" item is in fact equal. Specifications listed highlight important features, but do not constitute full specifications used to determine "or equal" acceptance.

Since Baldwin County personnel are trained in the installation and operation of items listed, if bid is awarded on items that are those listed "or equal", then successful bidder will be required to train Baldwin County personnel on proper installation configuration and operation of equipment at no cost to the county. All training must be administered by certified trainers recognized by the equipment's manufacturer as such.

### **CONTRACT PERIOD**

Individual twelve (12) month contract(s), by group, will be established with each vendor who has been awarded a group or groups. Each contract shall have an independent option to extend the contract for twelve months. There shall be no more that 2 twelve month extensions with a maximum contract length of 36 months. Should contracts be awarded to more than one vendor, each contract shall be evaluated independently. Should the County choose it may extend one groups contract while re-bidding another groups contract. Each contract shall stand on its own, with regards to contract extensions. Any additional contract or extension will be at the same prices, terms and conditions. It is the vendor's responsibility to solicit the county, in writing, for an extension no later than thirty (30) days prior to the expiration of the contract. However, at any time during the contract, the county may request an extension from the vendor without solicitation.

### **VENDOR ELIGIBILITY**

Any network equipment's original manufacturer may bid direct or through a value added reseller (VAR). A VAR or Reseller who responds must produce a signed statement verifying and proving that they are a current authorized VAR or Reseller for the equipment being bid.

### **RESPONSE SUBMISSIONS**

The vendor should submit a minimum of three (3) copies of the bid response and three (3) copies of their complete catalog/list in addition to all other requested information.

### **REFERENCES**

The vendor should provide the names of a minimum of three accounts currently using the major components, listed in the bid. Include account name, address, contact person, and telephone number. The county may contact any or all references.

### **EQUIPMENT TESTING**

Prior to contract award, the county reserves the right to benchmark any equipment offered against the bid specifications. The vendor has ten (10) days from the date of the request to furnish the exact

equipment offered. It must be installed at a site designated by the county and left fully operational for a period of no less than two (2) weeks. During this period, a representative must be available either in person or by phone to answer any questions regarding the operation of the equipment.

The vendor will assume all costs associated with the benchmark of any products selected by the county. This includes costs to outside testing facilities if the county determines the necessity of using outside testing facilities. This facility will be located in the State of Alabama.

**CONTRACT(S) PUBLICATION**

Vendor will be required to publish and distribute a minimum of ten (3) copies of their catalog to the Purchasing Officer, within 16 days after notification of award.

**NOTE:**

It will be the vendor's responsibility to see that the County is made aware of the various means of accessing the catalog (electronic or paper) and Changes/additions/deletions during the contract(s) period. The vendor will distribute the catalogs/updates in a timely manner so the County may benefit from reduced prices and new terms, addendum's to the catalog will not be accepted, a complete updated catalog must be delivered

Catalog updates must be submitted for review a minimum of two weeks prior to effective date of change. Catalog updates must be submitted in the same format as bid requirements and responses. Catalog updates will be reviewed to verify that the same discounts apply as originally bid by vendor.

**PRICE DECREASES**

The Purchasing Officer shall be notified immediately regarding any manufacturer's price decrease affecting a contract item. Furthermore, the County shall receive the benefit of the decrease as soon as possible in accordance with the written notification from the Award Bidder. If there is a contract extension, the prices must also remain firm except decreases.

**SUBSTITUTIONS**

Substitutions will be allowed whenever the item being replaced is no longer in production and the new item is equal to or greater than it in function, and equal to or less than in price. The County will be notified in writing of any discontinuance of new production as early as possible. It is the vendor's responsibility to provide the County with documentation from the manufacturer stating that the item is being discontinued and what the replacement is. The County will determine the equivalency. The substituted item(s) shall inherit the bid terms of the item it is replacing (i.e. If an Item is bid at 10% below reference price, than the replacement item will also be priced at 10% below the new item's current reference price). In no cases will a substitution be accepted that does not comply with the bid terms of the item being replaced. The vendor will be required to provide substitutions of all items awarded for the period of the contract. The County reserves the right to refuse any item offered that is discontinued by the manufacturer, but may still be in the stock of the vendor or vendor's supplier. Prior to publishing, the vendor must obtain the approval of the Purchasing Officer on the requested changes.

**ADDITIONS TO CONTRACT(S)**

The County may, subsequent to the award of the contract(s), allow the addition of new equipment, accessories, upgrades, etc., which are not duplications nor or equal to the awarded items. Additions may be made by written notification to the Baldwin County Commission Purchasing Department (Wanda F.

Gautney) on the requested additions and with submission of the updated catalog. Vendor is not to market additions until receipt of approval by the Baldwin County Commission Purchasing Department.

### **PRODUCT OFFERINGS**

If a promotional package of contract(s) items is offered, the vendor should immediately present it to the County for consideration. A promotional offering which includes items not on contract(s) will be considered if the price is equal to or less than the sum of the contract(s) items prices. Product promotional packages may be considered if the package contains items only on contract(s) and are offered at a reduced price. The County will not file for rebate(s), therefore, the vendor must offer and bill the County at the new discounted price of the applicable offering. New products to any group awarded under the contract(s) will be added to the contract(s) only if the vendor follows the guidelines detailed under Additions to Contract (s).

Volume discounts will be allowed with the provision that any purchasing entity that purchases the equivalent volume be offered the same rate of discount.

### **TECHNICAL DOCUMENTATION/LITERATURE**

The bidder should attach technical documentation/literature supporting the specifications of the items being bid. Without this supporting documentation/literature the bid may be rejected. Reference to technical documentation/literature submitted with a previous bid will not satisfy this requirement.

### **AWARD**

Award will be by group, and independent contracts will be established for each group. **If it is beneficial, the bid may be awarded as a whole to one Vendor.** Vendor must bid all line items within a group and subgroup and include the catalog/list in order to be considered for on award. The list of equipment on the attached sheets will be used as a "target bid". The prices submitted for the "target bid" will be used to make an award. Enter "see attached" on lines for which a manufacturer group is being bid. Any item on the attached equipment/price sheet that is not bid, other than that item being discontinued, will cause rejection of that group. If a product is included in the target bid that has been discontinued since bid preparation, vendor must bid a comparable product.

### **DELIVERY TERMS**

All orders should be delivered within thirty (30) days after receipt of order (ARO). Partial shipments are acceptable if authorized. Items will be delivered to the address on the Purchase Order. All freight charges must be paid by the vendor. Inside delivery is required.

### **NON-APPROPRIATION OF FUNDS**

Continuation of any agreement between the County and a bidder beyond a fiscal year is contingent upon continued legislative appropriation of funds for the purpose of this bid and any resulting agreement. Non-availability of funds at any time shall cause any agreement to become void and unenforceable and no liquidation damages shall accrue to the County as a result. The County will not incur liability beyond the payment of accrued agreement payment.

### **PRICE CATALOG**

Vendors will submit a complete price catalog/list that will be in effect during the contract period. Catalog/list will be evaluated as to volume, content, completeness and range of the various products in

addition to the pricing offered to the County. If the County determines that the catalog/list submitted is incomplete, additional information may be requested. The County requests the bidder to submit a percentage(s) off of the vendor catalog. If catalog has tiered percentage off the bidder must show tiered levels with explanation of each tier and percentage pricing. Vendor must clearly identify if there are any exclusions from the catalog. The discounted percentage must include all shipping costs.

**QUANTITY**

The exact quantity of purchases for each item on this solicitation is not known. The County Division of Purchasing does not guarantee that the County will buy any amount. Orders will be placed by agencies as needed and will give complete shipping Instructions. Minimum order amounts are not applicable to this bid.

**PRIME CONTRACTOR RESPONSIBILITIES**

Vendor will assume responsibility for delivery and warranty service for all equipment, software, supplies, etc., regardless whether or not the vendor is the original manufacturer. The vendor will be the sole point of contact regarding contractual matters, including performance of services and the payment of any and all charges resulting from contract obligations. Any items offered In the ITB for which the vendor is not the OEM must be clearly identified. Vendor will be totally responsible for all obligations of each order.

**SERVICE INFORMATION/VENDOR REQUIREMENTS**

**TECHNICAL SUPPORT**

Subsequent to award,-vendor must staff and support offices with qualified technicians and have adequate, readily available access to parts. Vendor should have a toll free telephone number. Indicate this number and contact person in the bid response.

**WARRANTY PERIOD**

1. The warranty period will begin 30 days from ship date or the first day following acceptance/installation of all items whichever comes first. Vendor must notify the agency 90 days prior to expiration of warranty.

**USE WARRANTY**

2. Vendor shall warrant that all equipment/software shall be new and free of defects for One (1) year from date of acceptance. Vendor shall, at its expense, correct or repair/replace all defective items to the satisfaction of the County. If the original Manufacturer's warranty is less than one (1) year, vendor will adjust purchase price so that the equipment is warranted for one (1) year with no additional charge.

**WARRANTY ENTITLEMENT**

3. The vendor shall register all equipment with the manufacturer and shall provide proof of purchase as needed to provide warranty entitlement. Vendor shall also provide an electronic list of equipment purchased with its Model and type, date purchased, serial number, County's purchase order number and Warranty Expiration date on a quarterly basis, to the Baldwin County CIS Department. Upon replacement or exchange of equipment, including RMA services, vendor will be required to transfer any warranty entitlement to new device and document any serial number changes.

**WARRANTY SERVICE**

4. Vendor will be required to service and repair all equipment on a no-charge basis for a minimum of twelve (12) months (or full manufacturer's warranty period whichever is longer) following initial

purchase and acceptance. The vendor must be an approved warranty service provider of the manufacturer of the equipment being bid. Service under warranty is to include all parts, labor, travel and expenses necessary to ensure total satisfactory performance to the using department. It will be acceptable for the above warranty service to be provided by/through the original equipment manufacturer (OEM), however the vendor will still be ultimately responsible for ensuring services delivered meet these requirements.

Total satisfactory performance is defined as the equipment performing as advertised by the manufacturer. Vendor shall provide in the bid response the length of any warranties beyond the initial twelve (12) month warranty.

The vendor shall be capable of providing replacement parts on listed equipment on a next business day basis.

### **REPLACEMENT PARTS**

5. All parts and components utilized in the repair of equipment must be new or remanufactured to the OEM warranty. Violation of these requirements in any manner without the express written consent of CIS will result in notification to the vendor to correct all such discrepancies within one (1) work day of notice. If the situation is not corrected or the violation occurs again during the term of the contract, the County will cancel the contract with one (1) day's notice.

Any magnetic disks, diskettes, or other media removed from any system must be either returned to the owner agency or erased at the agency if the part needs to be returned to the vendor.

### **Completion of Bid Group Response Forms.**

Definitions:

For the purpose of this bid the following definitions shall apply. No other interpretations are to be considered or allowed.

**Source of Manufacturer Reference Price:** This defines where the bidder obtained the Manufacturer's Reference Price. It should list the publication name and date or website URL and date.

**Manufacturer Reference Price:** This is the base that the Bid Price shall be calculated from. It must be a price published by the **Manufacturer**, either printed or web based.

**Discount Factor:** This is the percentage that shall be used to calculate the actual Bid Price. The Manufacturer Reference Price multiplied by this factor shall result in the Bid Price.

**Bid Price:** This is the result of multiplying the Manufacturer Reference Price by the Discount Factor. This is the price that shall be used to award the bid.

**BID #WG16-41 RESPONSE FORM**

Networking Equipment

Date: \_\_\_\_\_

Out of State  Yes or  No If yes, \_\_\_\_\_  
Registration Number

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Company Rep \_\_\_\_\_

(Rep. Name Typed or Printed)

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Financing through another agency beside yourself  Yes or  No

If yes, must attach a copy of the financing agreement and all conditions to this response from.

\_\_\_\_\_  
Financing Agency Authorized Signature

Brochures showing the equipment offered shall be attached to this Response Form.



Bid Group:	#1
Description:	Cisco Network Equipment
Source Of Manufacturer Reference Price:	

Item #	MFG.	Part #	Description	Manufacturer Reference Price:	Discount Factor %	Bid Price \$
1	Cisco	WS-C3750X-48P-E	Catalyst 3750X 24 Port PoE IP Services			
2	Cisco	WS-C3750X-24P-E	Catalyst 3750X 24 Port PoE IP Services			
3	Cisco	C3KX-NM-10G	Catalyst 3K-X 10G Network Module option PID			
4	Cisco	ASA5505-BUN-K9	ASA 5505 Appliance with SW 10 Users 8 ports 3DES/AES			
5	Cisco	WS-C3750X-24P-S	Catalyst 3750X 24 Port PoE IP Base			
6	Cisco	WS-C3750X-48P-S	Catalyst 3750X 48 Port PoE IP Base			
7	Cisco	WS-C3560X-24P-S	Catalyst 3560X 24 Port PoE IP Base			
8	Cisco	WS-C3560X-48P-S	Catalyst 3560X 48 Port PoE IP Base			
9	Cisco	X2-10GB-SR	10GBASE-SR X2 MODULE			
10	Cisco	X2-10GB-LR	10GBASE-LR X2 MODULE			
11	Cisco	X2-10GB-ER	10GBASE-ER X2 MODULE			
12	Cisco	SFP-10G-SR=	10GBASE-SR SFP Module			
13	Cisco	SFP-10G-LR=	10GBASE-LR SFP Module			
14	Cisco	SFP-10G-ER=	10GBASE-ER SFP Module			
15	Cisco	GLC-SX-MMD	GE SFP, LC connector SX transceiver			
16	Cisco	GLC-LH-SMD	GE SFP, LC connector LX/LH transceiver			
17	Cisco	WS-C3560-8PC-S	CATALYST 3560 COMPACT 8 10/100 POE + 1 T/SFP; IP BASE IMAGE			
18	Cisco	L-ISE-ADV3Y-1K=	Cisco ISE 1000 EndPoint 3Year Advanced Subscription License			
19	Cisco	WS-X45-Sup7-E	Cisco Catalyst 4500 Series Supervisor Engine 7-E			
20	Cisco	PWR-C45-4200ACV	Cisco Catalyst 4500 Series 4200W AC power supply (with integrated PoE)			
21	Cisco	C4500E-LB-ES	Lan Base to Enterprise Services paper license			
22	Cisco	WS-C4506-E	Cisco Catalyst E-Series 4506 switch (6-slot chassis), fan, no power supply			
23	Cisco	AIR-CAP2602I-A-K9	AIRONET CAP 11N 600MB 5GHZ WPA INT ANT WITH CLEANAIR 3X4:3SS MOD			
24	Cisco	AIR-CAP2702I-A-K9	AIRONET 11AC CAP W/ CLEANAIR3X4:3SS INT ANT A REG DOMAIN			
25	Cisco	AIR-CAP3602I-A-K9	CISCO AIRONET 3602I IEEE 802.11N (DRAFT) 450 MBPS WIRELESS ACCESS POINT - POWER OVER ETHERNET - CEILING-MOUNTABLE			
26	Cisco	AIR-CAP3702I-A-K9	AIRONET 11AC CTRLR AP 4X4:3SSW/CLEANAIR INT ANT A REG DOMAIN			
27	Cisco	AIR-CAP2802I-A-K9	AIRONET 11AC CAP W/ CLEANAIR3X4:3SS INT ANT A REG DOMAIN			
28	Cisco	AIR-CAP3802I-A-K9	AIRONET 11AC CTRLR AP 4X4:3SSW/CLEANAIR INT ANT A REG DOMAIN			
29	Cisco	WS-C3560CX-12PC-S	CATALYST 3560-CX 12PORT POE IPBASE			
30	Cisco	WS-C3560CX-8PC-S	CATALYST 3560-CX 8PORT POE IPBASE			
31	ADDON COMPUTERS	GLC-SX-MMD-AO	1000Base-SX SFP Transceiver			
32	ADDON COMPUTERS	GLC-LX-SMD-AO	1000Base-LX SFP Transceiver			
33	ADDON COMPUTERS	GLC-ZX-SMD-AO	1000Base-ZX SFP Transceiver			
34	ADDON COMPUTERS	SFP-10G-LR-AO	10GBase-LR SFP+ Transceiver			
35	ADDON COMPUTERS	SFP-10G-ER-AO	10GBase-ER SFP+ Transceiver			
36	ADDON COMPUTERS	SFP-10G-SX-AO	10GBase-SX SFP+ Transceiver			
37	Cisco	WS-X45-SUP7L-E	Catalyst 4500 E-Series Supervisor LE, 520Gbps			
38	Cisco	WS-X4748-RJ45V+E	48PORT 10/100/1000 RJ45 POE 802.3AT CATALYST 4500 K10			
39	Cisco	A03-D300GA2=	300GB SAS 10K RPM SFF 6GB HDD/HOT PLUG/DRIVE SLED MOUNTED			
40	Cisco	UCS-HD12TB10K12G=	1.2 TB 12G SAS 10K RPM SFF HDD			
41	Cisco	WS-C3650-24PS-S	CISCO CATALYST 3650 24 PORT POE 4X1G UPLINK IP BASE			
42	Cisco	WS-C3650-48PS-S	CISCO CATALYST 3650 48 PORT POE 4X1G UPLINK IP BASE			
43	Cisco	CTS-SX10-K9	SX10 HD w/ wall mount int 5x cam and mic			
44	Cisco	CTS-SX20-PHD12X-K9	SX20 Quick Set HD NPP 12xPHDCam 1 mic remote cntrl			
45	Cisco	CTS-SX80-IP60-K9	Cisco SX80 Codec Precision 60 Cam Touch 10			
46	Cisco	CTS-SX80-IPST60-K9	Cisco SX80 Codec Speaker Track 60 Touch 10			
47	Cisco	CTS-MX300-K9	Cisco TelePresence MX300 55 Gen 2 PHD 1080p 8x Touch Mic			
48	Cisco	CTS-MX800S-2CAM-K9	Cisco MX800 NPP Single 70			
49	Cisco	CTS-CTRL-DVX-10	TOUCH 10 CONTROL DEVICE			
50	Cisco	Catalog Discount %	This would be the overall discount on all other items not listed above.			



<b>Bid Group:</b>	<b>#2</b>
<b>Description:</b>	<b>Cisco Smartnet Maint.</b>
<b>Source Of Manufacturer Reference Price:</b>	

Item #	MFG.	Part #	Description	Manufacturer Reference Price:	Discount Factor %	Bid Price \$
1	Cisco		Smartnet Maint. 8x5 NBD ( on Items listed in Group 1 ) Please provide an itemized sheet in this format.			
2	Cisco		Smartnet Maint. 24x7x4 ( on Items listed in Group 1) Please provide an itemized sheet in this format.			
3	Cisco	Catalog Discount %	Smartnet Maint. 8x5 NBD ( provide a discount percentage off on all other catalog items			
4	Cisco	Catalog Discount %	Smartnet Maint. 24x7x4 ( provide a discount percentage off on all other catalog items			



<b>Bid Group:</b>	<b>#3</b>
<b>Description:</b>	<b>Cisco Smartnet Maint. Existing Equipment</b>
<b>Source Of Manufacturer Reference Price:</b>	

Item #	MFG.	Serial #	Description	Service	Manufacturer Reference Price:	Discount Factor %	Bid Price \$
1	Cisco		SWSS UPGRADES PI 1.2 - Lifecycle -100 Device Lic	CON-ECMU-PI12LF1H			
2	Cisco	FTX1930105U	ASA5525-FPWR-K9	CON-SNT-A25FPK9			
3	Cisco	FTX1930105S	ASA5525-FPWR-K9	CON-SNT-A25FPK9			
4	Cisco	SPE1945003X	WS-C4503E-S7L+48V+	CON-SNTP-C4503S7L			
5	Cisco	FDO1423R21B	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
6	Cisco	FCH2004V0WS	UCS-SP-C220M4-S1	CON-SNTP-SMC220S			
7	Cisco		SW APP SUPP + UPGR Cisco Identity Services Engine Virtual	CON-SAU-ISEVM			
8	Cisco	CAT1106W05R	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
9	Cisco	FDO1427R1QH	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
10	Cisco	FDO1435Y1DR	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
11	Cisco	FDO1439V0LD	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
12	Cisco	FDO1439V0K9	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
13	Cisco	FDO1439V0K7	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
14	Cisco	FDO1152V0J0	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
15	Cisco	FDO1423R21N	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
16	Cisco	FDO1423R22K	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
17	Cisco	FDO1202V011	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
18	Cisco	FD01437V053	WS-C3750E-48PD-E	CON-SNT-3750E4PE			
19	Cisco	FDO1734Z02E	WS-C3750X-12S-S	CON-SNT-C375X12S			
20	Cisco	FDO1734Z0CZ	WS-C3750X-24S-E	CON-SNT-C375X24E			
21	Cisco	FOX1538G5EH	WS-C4510R+E	CON-SNTP-C4510R+E			
22	Cisco	FOX1616G3WR	WS-C4510R+E	CON-SNTP-4510RES7			
23	Cisco	FXS1648Q2EH	WS-C4510R+E	CON-SNTP-4510RES7			
24	Cisco	FXS1648Q2EH	WS-C4510R+E	CON-SNTP-4510RES7			
25	Cisco	FCW1629L008	AIR-CT5508-K9	CON-SNT-CT08100			
26	Cisco	FCW1628L08R	AIR-CT5508-K9	CON-SNT-CT08100			
27	Cisco	FXS1822Q13P	WS-C4507RE+96V+	CON-SNTP-C4507REV			
28	Cisco	FXS1822Q18Z	WS-C4507RE+96V+	CON-SNTP-C4507REV			
29	Cisco	FXS1930Q3RK	WS-C4507RE+96V+	CON-SNTP-C4507REV			
30	Cisco	FXS1931Q4W9	WS-C4507RE+96V+	CON-SNTP-C4507REV			
31	Cisco	FXS1946Q1SN	WS-C4507RE+96V+	CON-SNTP-C4507REV			
32	Cisco	WZP1725008T	UCS-SP6-C22V	CON-SNTP-SP6C22V			
33	Cisco		L-ASA5525-TAMC=	L-ASA5525-TAMC-1Y			
34	Cisco		L-ASA5525-TAMC=	L-ASA5525-TAMC-1Y			
35	Cisco		L-PI2X-AS-100-P	CON-ECMU-PI2XPA1H			
36	Cisco	7371J558DEC	SW APP SUPP + UPGR Cisco FireSIGHT	CON-SAU-VMWSW2			
37	Cisco	WKK19152156	CTS-MIC-TABL60	CON-ECDN-CTSMICTB			
38	Cisco	FCZ1939S02U	CTS-MX700D-2CAM-K9	CON-ECDN-MX700D2C			

39	Cisco	FCH1941V2N1	TCS-SMB-C220-K9	CON-ECDN-SMBCK9			
40	Cisco		CTS-MIC-CLNG	CON-ECDN-SMICCLNG			
41	Cisco		CTI-TMS-SW-K9	CON-ECMU-CTITMSSW			
42	Cisco		LIC-TMS-25	CON-ECMU-LICTMS25			
43	Cisco		LIC-TP-SMP	CON-ECMU-LICTPSMP			
44	Cisco		R-PI2X-K9	CON-ECMU-PI2XK9B			
45	Cisco		R-CBE6K-K9	CON-ECMU-RCBE6KK			
46	Cisco		R-VTS-K9	CON-ECMU-RVTSK9			
47	Cisco		TP-SMP-K9	CON-ECMU-TPSMPK9			
48	Cisco		UCM-10X-UWLPRO	CON-ECMU-UCM10XUL			
49	Cisco		UCM-11X-TP-UCL	CON-ECMU-UCMUCLTP			
50	Cisco		VCS-C-GWBDL	CON-ECMU-VCSCGWBD			
51	Cisco	FCH1937V2EY	BE6H-M4-K9=	CON-SNT-BE6HM4K9			
52	Cisco	FCH1936V1VF	BE6H-M4-K9=	CON-SNT-BE6HM4K9			
53	Cisco	FCH1910V13A	CTI-410V-VTS-K9	CON-SNT-CTI-410V			