

# Union Parish School District

## Cat 2: 2025-2026

**Prepared For:**

**Union Parish School District  
Mike Tynes  
1206 Marion Highway  
Farmerville, LA 71241**

**Due Date:**

**Wednesday, January 15, 2025 by 2PM (CST)**

**Submitted By:**

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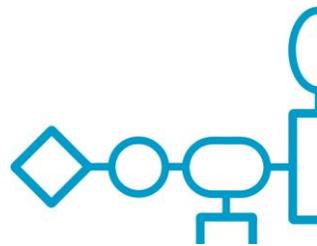
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# PRESIDIO™



# TAB 1

## Original Bid



## E-RATE CATEGORY 2



# REQUEST FOR PROPOSALS UNION PARISH CAT 2: 2025-2026 UNION PARISH SCHOOLS

EVENT	DATE	TIME	LOCATION
RELEASE RFP	TUESDAY, NOVEMBER 12, 2024		EPC, FORM 470, CENTRAL BIDDING.COM, ADVERTISEMENTS
MANDATORY PRE-BID MEETING	WEDNESDAY, December 4, 2024	10:00 A.M. (CST)	IN-PERSON 1206 MARION HWY FARMERVILLE, LA 71241
INQUIRY OPENS	WEDNESDAY, December 4, 2024	12:00 P.M. (CST)	ERATE@UNIONPSD.ORG
INQUIRY CLOSES	WEDNESDAY, DECEMBER 18, 2024	3:00 P.M. (CST)	ERATE@UNIONPSD.ORG
SUBMISSION DEADLINE	WEDNESDAY, January 15, 2025	2:00 P.M. (CST)	1206 MARION HWY FARMERVILLE, LA 71241

This project is entirely contingent on E-Rate funding from the federal E-Rate program and may or may not be undertaken at the sole discretion of the UNION PARISH SCHOOLS.

## E-Rate Proposal for E-Rate Category 2 Products and Services NOTICE TO BIDDERS

The UNION PARISH SCHOOLS, aka "DISTRICT," is seeking proposals for Category 2 Products and Services and Managed Internal Broadband Services (MIBS).

The DISTRICT is seeking bids for E-rate eligible equipment, licenses, support warranties for new equipment, renewal licenses, cabling, Managed Internal Broadband Services (MIBS), and Basic Maintenance for renewal of support warranties and Basic Maintenance hourly rate proposals.

Sealed proposals must be hand-delivered to UNION PARISH SCHOOL BOARD OFFICE or uploaded to Central Bidding at [www.centralbidding.com](http://www.centralbidding.com). UPSB is not responsible for upload issues and timelines.

All proposals must be submitted by 2:00 p.m. (CST) on Wednesday, January 15, 2025

Please hand-deliver all proposals to:

**UNION PARISH SCHOOL BOARD**

**UNION PARISH CAT 2: 2025-2026**

**Attention: Mike Tynes**

**Technology Director**

**1206 Marion Hwy**

**Farmerville, LA 71241**

If further information is needed, please email: [erate@unionpsd.org](mailto:erate@unionpsd.org)

\*Note: All correspondence must be in writing due to USAC selective review requirements

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## GENERAL TERMS AND DEFINITIONS

TERMS	DEFINITION
<b>ADDENDUM</b>	A Document or information attached or added to clarify, modify, or support the information in the REQUEST FOR PROPOSAL. All Addendums will be uploaded to the E-Rate Portal (EPC) and electronic bidding site if required.
<b>ADMINISTRATIVE BID APPROVAL</b>	The DISTRICT’s final review by the administrative authority to accept or reject a bid that complies or does not comply fully with the Request for Proposal (RFP). Submissions may be disqualified for reasons outlined in the Request for Proposal.
<b>AGREEMENT</b>	A contract that has been agreed upon and signed by the DISTRICT. Sometimes, the agreement will be a letter of award, purchase order, or another legally binding contract.
<b>ASSIGNMENT OF CONTRACT OR PURCHASE ORDER</b>	The bidder(s) shall not assign or transfer by operation of law or otherwise any rights, burdens, duties, or obligations without the prior written consent of the DISTRICT. Notification of corporate takeovers or mergers must be reported to the DISTRICT.
<b>BEST AND FINAL OFFER (BAFO)</b>	The DISTRICT reserves the right to conduct a BAFO with one or more Proposers determined by the evaluation committee to be susceptible to being selected for an award. The vendor (s) chosen will receive written notification of their selection, with a list of specific items to be addressed in the BAFO and instructions for submission. The BAFO negotiation may assist the DISTRICT in clarifying the scope of work. The evaluation criteria for a BAFO will be the same as the evaluation used in Round 1.
<b>BID</b>	The Vendor’s response to the Request for Proposals.
<b>CONFLICT OF INTEREST</b>	A Conflict of Interest shall exist when a Vendor or any affiliated person or business entity provides goods or services under a Contract Award whereby one or more personal, business, or financial interests or relationships exist which would cause a reasonable individual with knowledge of the relevant facts to question the integrity or impartiality of those who are or will be acting on behalf of the DISTRICT.
<b>CONTRACT AWARD</b>	The acceptance of a Quote, Bid, Proposal, or Offer; a Purchase Order, Contract Agreement, or other formal notification of award issued by an

	<p>authorized official of the DISTRICT. The term 'contract award' refers to formally notifying the vendor they have been selected as the supplier for a particular contract.</p>
<p><b>CONTRACT TERM</b></p>	<p>The length of time of a Contract or Agreement will be available for use by the DISTRICT. Optional extensions may be available to extend the contract term.</p>
<p><b>DEFAULT BY CONTRACTOR</b></p>	<p>The DISTRICT shall hold the bidder(s) responsible for any damage that may be sustained due to failure to comply with any terms or conditions listed herein. It is expressly provided and agreed that time shall be of the essence in meeting the contract delivery requirements. Suppose the successful bidder(s) fails to deliver services listed herein at the prices named and at the time and place herein stated or otherwise fails or neglects to comply with the terms of the bid. In that case, the DISTRICT may, upon written notice to the bidder, cancel the contract in its entirety or cancel or rescind any or all items affected by such default and may, whether the contract is canceled in whole or in part. The DISTRICT may consider the second winner or re-advertise all services.</p>
<p><b>EQUIVALENT</b></p>	<p>A replacement for a good or service that achieves the same result and has the same functionality as the product or service requested in the RFP. All equivalent goods and services that meet the definition will be considered.</p>
<p><b>INVOICES AND PAYMENTS</b></p>	<p>All vendors submitting proposals must agree to invoice the DISTRICT their monthly discount obligation portion and then send a Service Provider Invoice (SPI) to USAC for the eligible share. Invoices must show the Funding Request Number (FRN) for each service, site location, the total monthly cost, the discount portion owed by DISTRICT, and the amount billed to USAC.</p>
<p><b>NOTICE OF INTENT AWARD</b></p>	<p>A formal, written document issued by an authorized official of the DISTRICT informing a Vendor that a Contract has been awarded to the vendor based on its Solicitation Response. In some cases, approval of the finance committee, school board, and other authorizing bodies must approve the final agreement.</p>
<p><b>PRICE</b></p>	<p>Prices should be typed and shown as instructed on each item's sample price form in the quantity specified in the bid form. The DISTRICT is exempt from all state taxes; therefore, taxes should not be included. All additional fees must be fully explained and listed on the sample pricing forms.</p>

	<p>The DISTRICT also requires ALL E-Rate ineligible items to be listed separately (e.g., Antivirus software, content filtering). Errors may be crossed out and corrections made before bid opening only and must be initialed in ink by the person signing the bid or the bidder's authorized representative. If, during the contract period, there should be a decrease in prices of the items bid (LCP), a corresponding reduction in costs on the balance of the services shall be made to the DISTRICT for as long as the lower prices are in effect.</p>
<p><b>PROTEST OF A SOLICITATION OR AWARD</b></p>	<p>Any person aggrieved in connection with the solicitation or award of a contract shall have an opportunity to protest to the DISTRICT. Protest concerning a solicitation shall be submitted in writing at least two (2) days before the opening of bids. Protest concerning the award of a contract shall be submitted in writing within fourteen (14) days after the contract award.</p>
<p><b>QUANTITY AND QUALITY OF MATERIALS OR SERVICES</b></p>	<p>The successful bidder(s) shall furnish and deliver the services or products designated in the bid. All services or products provided under the contract shall be by the bid specifications. There are no understandings, agreements, representations, or warranties, express or implied, not specified in the Agreement. The DISTRICT may adjust quantities as needed. The amounts are based on the best estimate of the quantities when posting Form 470.</p>
<p><b>TERMINATION OF AGREEMENT</b></p>	<p>The DISTRICT may terminate agreements upon giving thirty days advance written notice of intent to terminate the contract for a worthy cause. (e. g. failure to deliver services, failure to comply with the conditions and specifications within the RFP).</p>
<p><b>MANUFACTURE SUGGESTED RETAIL PRICE (MSRP)</b></p>	<p>The Manufacturer Suggested Retail Price (MSRP) is the price a Manufacturer recommends selling his product to by resellers.</p>

## SCOPE OF WORK

UNION PARISH SCHOOLS would like to receive information and proposals for internal connections, Managed Internal Connections Services (MIBS), and basic maintenance:

Category 2-The District plans to continue upgrading the Wi-Fi networking infrastructure in all school sites over the next 36 to 60 months and to purchase 5-year new and renewal cloud management licenses. The DISTRICT is also seeking 36-month manufacture support warranties for new equipment. The District needs quotes for 5-year cloud management licenses and 3-year support warranties for existing equipment.

This Request for Proposal (RFP) invites Vendors to submit information and proposal(s). Issuance of this RFP in no way constitutes a commitment by the DISTRICT to select a Vendor and award a contract. The DISTRICT reserves the right to accept or reject all proposals submitted. Acceptance of any plan with contractual terms depends on the District School Board's approval, E-Rate funding, and appropriation of funds by the District.

The DISTRICT's technology goals specify that all schools will provide campus-wide wireless and wired local area networks and high-speed Internet access to all students, faculty, and stakeholders. As a strategy for this goal, the DISTRICT will continue to maintain and upgrade internal connections (connections include, but are not limited to, switches, access points, wiring, racks, antennas, and related components, and uninterruptible power supplies) to facilitate data transport to all schools and administrative offices.

The District is seeking bids for Wi-Fi on buses to determine whether this solution is cost-effective. The FCC has issued a [Declaratory Order](#) on October 25, 2023. This Order includes the following statement :

“Consistent with our precedent, we, therefore, clarify that the use of Wi-Fi, or other similar access point technologies, on school buses, as well as any E-Rate-eligible equipment needed to enable these services, meets our definition of an educational purpose and the provision of such services is eligible for E-Rate.”

At the time of this RFP's release, the Eligible Services List (ESL) has not been released; however, in anticipation of the Wi-Fi availability of the services, the district plans have included equipment that will be needed for the service.

## SPECIFICATIONS OF WIRELESS INFRASTRUCTURE.

Access Points (APs) – The DISTRICT is seeking quotes for wireless access points or equivalent with 5-year cloud management licenses to include any required controller and a 3-

year support warranty, if available. Vendors are encouraged to submit proposals for various Meraki or equivalent indoor and outdoor access points. Currently, the District has Meraki MR46 APs, but is interested in more robust wireless access points or equivalents.

### **ACCESS POINT OPTIONS.**

The selected vendor shall make all new access point technologies available when ratified and available to meet the district's needs for the contract term. The District intends to select wireless access points that will be used for a minimum of 5 years.

The selected Vendor shall make available additional access points used explicitly for large areas and outdoor access points to meet the DISTRICT's needs for the contract term.

Anyone or a combination of access points may be selected for implementation.

### **ANTENNA, CONNECTORS, AND RELATED COMPONENTS**

The district will need SFP+ transceivers, cable connector fiber, and Category 6 or equivalent.

### **SYSTEM MANAGEMENT: WIRELESS CONTROLLER**

All proposed solutions shall provide comparable system management solutions.

The installed system shall provide a management application that allows a single configuration point for the entire solution and the ability for a single configuration point per site.

The wireless management application shall support administrative access by multiple users simultaneously.

The wireless controller and management application shall support finding wireless host information by MAC address and IP address.

The installed solution shall be able to classify types of interference observed during any radio frequency monitoring.

The wireless management application shall allow role-based access to user-defined groups.

### **SWITCH OPTIONS**

All switches proposed shall be made available as a part of this RFP for the contract term of 36 months to 60 months. The selected Vendor shall make available additional switches, modules, cables, products, and services not specified that may be required to meet the DISTRICT's needs for the contract term. Any solution must

be interoperable with existing networking equipment and other IP standards-based solutions.

The District currently has Meraki switches and is seeking this opportunity to use the latest Meraki switches or equivalent models. The vendor shall not propose end-of-life products. Please include in the proposal eligible components such as SFP+, optics, and modules

### **FIBER SWITCH MODULE OR CABLE REPLACEMENT OPTION.**

All uplinks from the edge switches shall be 10G. Should a fiber run to an IDF exceed the industry standard acceptable length for 10G throughput on the currently installed OM3 fiber or OS1, the following options shall be provided:

Provide an opportunity to aggregate a fiber run to a remote location and add a 10G 4-Port switch module to ensure 10G throughput on the uplink from the new IEEE 802.3at PoE+ switches to the Switch. This process may include re-routing or adding additional fiber as needed.

Provide an option to replace the fiber location if this option is more financially beneficial for the DISTRICT.

### **CABLING: WIRING AND INSTALLATION.**

Fiber Jumpers to connect LC to LC in 1 m, 3m, and 5 m lengths.

All new access points shall be installed with data wiring as needed.

All cables, fiber jumpers, patch cords and panels, cabinets, connectors, etc., shall be provided as required to connect all installed equipment.

The selected vendor shall make additional/new wiring, wiring installation, and wiring repairs available and specify whether they may be required to meet the DISTRICT's needs for the contract term. This includes an opportunity to re-cable, tone, and test wiring in all MDF and IDF cabinets.

### **EQUIPMENT INSTALLATION, CONFIGURATION, AND TESTING.**

All installations include all project equipment and cables, fiber extenders, power cords, fiber panels, jumpers, copper patch panels, and patch cords.

Provide, install, and label all fiber and copper cables related to the installation.

Describe all uplink connections in software configurations.

Verify routing.

Use a test plan to validate the functionality.

Use a migration plan and migrate to new hardware.

## Union Parish Schools E-RATE 25-26 CAT 2

Review and correct latency or connectivity issues

Provide a testing plan.

Provide all license and support documentation information.

Integration with the existing system as required.

Implement the new wireless solution.

The DISTRICT will collaborate closely with the Vendor to ensure all configurations meet the needs of the DISTRICT.

All configurations shall be adjusted to function properly within the existing DISTRICT network and as specified by the DISTRICT.

The proposer will work closely with the DISTRICT staff to develop all configuration requirements, and The DISTRICT shall approve all configurations.

### **SOFTWARE, SUPPORT, LICENSES, WARRANTY.**

The vendor shall offer software that provides ease of management of networking devices. The software should be requested under the same category as the associated equipment being installed or obtained (e.g., Licenses, Operating).

For any proposed software, provide a detailed functional description of the software modules and the quantity of each, the unit price of the software modules, the unit price of any annual maintenance and support or any other recurring cost, and the total amount of the software.

For the proposed solution, indicate which components (hardware, software, and services) are mandatory. If optional, clearly state what functionality of the proposed solution would be omitted unless the component is included in the proposed solution.

### **FIREWALL**

The District seeks proposals for a basic Firewall; however, it must provide a cost-allocation of eligibility. Ineligible components such as security and antivirus software are not eligible for E-Rate funding. Vendors must contact the manufacturer's E-Rate department or website to determine cost allocations.

### **UPS EQUIPMENT.**

The DISTRICT is seeking bids for 120v and 208v units with built-in network cards. Please quote various options.

## **RACKS**

The District is seeking a deep 42U server rack for the MDFs and IDF; smaller deep server rack models for IDFs; and two-post floor mount 42U switching racks for the IDFs.

## **BASIC MAINTENANCE (RENEWAL OF WARRANTIES)**

The DISTRICT is seeking bids for a 1-year renewal of Support Warranties for quoted Products. All renewals must include any cost allocations. The resulting contract may extend beyond three years; therefore, the DISTRICT is seeking renewal pricing. Under Basic Maintenance, E-Rate will only fund the renewal support for one year.

The District is seeking a support warranty. Please make sure the cost allocation of ineligible support is provided. Please quote one-year and three-year support renewal warranties.

The District desires software that provides upgrades and patches, including bug fixes and security patches. This software falls under the basic maintenance category.

## **INSTALLATION**

The District is seeking a turn-key solution for installation, design and engineering, and project management.

## **MANAGED INTERNAL BROADBAND SERVICES (MIBS)**

The DISTRICT is seeking Managed Internal Broadband Services (MIBS) to be provided by a third party to operate, manage, and monitor E-Rate-eligible equipment owned by the DISTRICT. A list of equipment will be shared AFTER the pre-bid meeting.

Vendors must fully explain how MIBS Services will benefit the DISTRICT and include a list of items they propose to operate, manage, and monitor (e.g., access points, switches, routers). Attached is a list of eligible equipment located in the District.

Vendors are encouraged to propose a solution that includes an assessment of the configurations of E-Rate-eligible equipment. For example, the vendors responsible for ensuring access points roam throughout the wireless network and switches perform optimally.

One-time fees for engineering and configuration changes are E-Rate eligible as a necessary component of the MIBS Service.

The DISTRICT desires a monthly cost model with an easy-to-understand formula, which can be increased or decreased based on adding or removing equipment, student enrollment, school facilities, or other cost-related factors. Proposers are required to explain the cost model being proposed in detail. Under no circumstance will the DISTRICT or the E-Rate program pay for work not performed.

The DISTRICT requires all Proposers to describe in detail the monitoring software that will be used and all equipment that will be visible.

The vendor shall not change passwords without the written consent of the IT Department. Vendors must agree to provide the DISTRICT staff with login access and training on the software. Designated District staff must receive alerts and can view the console.

“E-Rate support is limited to eligible expenses or portions of expenses that directly support and are necessary for broadband connectivity within schools and libraries. Eligible expenses include managing and operating the LAN/WLAN, including installation, activation, initial configuration of eligible components, and on-site training on using eligible equipment.” (ESL 2024-2025)

One-Time Set Up Fee is allowable under the E-Rate rules; however, the District will not pay reoccurring one-time fees during the contract term unless there is documentation and District approval to support a one-time fee after the first year.

### **TRAINING.**

Training on all installed equipment and software shall be provided to the DISTRICT.

The cost of training shall be included in the total price of the proposal.

The Vendor shall provide knowledge transfer to DISTRICT Information Technology staff on all installed hardware/software solutions offered.

The Vendor shall provide an online training course for each hardware/software solution provided.

### **INSTALLATIONS AND STANDARDS**

The DISTRICT shall specify and provide the installation sequence order of all sites.

The Vendor shall install sites in the order specified by the DISTRICT.

It may be necessary for multiple sites to be installed simultaneously.

The number of sites to be installed at any time may vary during the project and shall depend on the acceptance of other completed sites and the Approval to Proceed by the DISTRICT.

It is essential to the DISTRICT that Vendors meet the expectations as outlined in this RFP, especially the requirements for saturated wireless access.

The primary objective of any design should ensure that bottlenecks do not occur at the wireless access point under the specified conditions. The Network should support up to 15,000 or more simultaneously connected devices in classrooms, auditoriums, libraries, gyms, cafeterias, and shared areas. Clients must be able to roam across individual campuses without refreshing DHCP. Should any Vendor propose a solution that does not meet the specifications listed below, the Vendor must provide sufficient documentation that the DISTRICT’s objective will be met with its solution.

The proposal must guarantee performance sufficient to fulfill the needs of the DISTRICT as requested within the RFP.

It is the Vendor's responsibility to ensure that the equipment proposed meets the performance specifications of the manufacturer and the previously stated requirements. The DISTRICT will not release the Vendor from the performance guarantee required above because of malfunctions or defects in equipment due to manufacturer errors or flaws in the material or design. In this case, the vendor is responsible for handling any RMAs with no additional cost (e.g., travel charge, labor).

The DISTRICT requests detailed proposals to accomplish the task because of the diversity of workable solutions. Specifications in this RFP are general and minimal, allowing proposals to be as innovative as possible.

A solution includes all applicable taxes, shipping costs, equipment installation, hardware configuration, support warranties, licenses, technical support, and integration with the existing network where necessary. The turn-key solution may include cabling; however, the DISTRICT reserves the right to consider cabling bids in the full solutions or as a separate bid.

The name of the contractor or subcontractor performing the cabling work must be included in the proposal, and the bid must consist of the cabling company's reference, including direct contact information. Proposals not including this information will be disqualified from bidding.

All technology equipment included in any Vendor's proposal must be new equipment purchased from the manufacturer. No grey market, third-party, or used equipment will be considered.

Proposals must include proof of authorization from the manufacturer to resell and install the proposed products. Proposals that do not include installation and configuration of the equipment offered will not be disqualified from bidding. The District may consider drop shipments.

## PRE-BID MEETING

Due to the importance of all bidders clearly understanding the specifications and scope of work requirements in specific solicitations, attendance for the in-person pre-bid meeting on **Wednesday, December 4, 2024 (10:00 a.m. CST)** at 1206 Marion Hwy Farmerville LA 71241, is a prerequisite for submitting a bid. Bids will only be accepted from those represented at the bid conference. Sign in sheets will be available and used to record attendance.

## REQUIREMENTS.

Proposers must submit a proposal detailing their project plan based on the specifications and information in this RFP attachment.

All questions must be emailed to the contact listed, and the email must contain an attachment on the company letterhead stating the issue(s).

Email questions to: [erate@unionpsd.org](mailto:erate@unionpsd.org)

Vendors emailing questions in the body of an email will not receive a response. **NO PHONE CALLS WILL BE ACCEPTED. ALL CORRESPONDENCE MUST BE IN WRITING.**

#### **MINIMUM CONTRACTOR QUALIFICATIONS.**

The following skill sets and qualifications must be provided. As a person may possess multiple areas of expertise, a Contractor must indicate the proposed resource and each employee or subcontractor's work in a separate spreadsheet.

Each contracted staff member/installer must be able to pass the State Police Background check to gain access to our servers located in the secure computer rooms at all the DISTRICT sites.

Fully qualified to participate in the E-Rate Program

Registered to do business in Louisiana and are in **good standing** with the Louisiana Secretary of State's Office. There are no exceptions to this requirement.

Technical support staff located in Louisiana.

#### **STANDARD TERM AND CONDITIONS**

##### **Request for Proposal Form.**

Unless otherwise provided, all written proposals must be submitted to the RFP package with the required forms provided and adequately signed. Bids submitted in the following manner will not be accepted:

RFP-required forms contain no signature.

Proposal filled out in pencil.

The proposal was not submitted in compliance with the school board's standard proposal package and RFP form.

Proposal sent by Email or Fax

#### **PROPOSAL RESPONSE FORMAT AND DETAILS.**

##### **Executive Summary.**

The one- or two-page executive summary briefly describes the Vendor's proposal. This summary should highlight the noteworthy features of the proposal. It must indicate any requirements that the Vendor cannot meet. The reader should be able to determine the essence of the plan by reading the executive summary. All pages must be numbered consecutively, and the vendor's name should appear in the header or footer.

##### **Detailed Proposal.**

This section should constitute a sizable portion of the proposal and must contain the following:

The proposal must include a complete narrative of the Vendor's assessment of the work to be performed, the Vendor's ability and approach, and the resources necessary to fulfill the requirements. It should demonstrate an understanding of the desired overall performance expectations. Indicate any options or alternatives proposed.

The vendor must respond to each specification. Proposals lacking responses may be rejected. For ease of evaluation, the vendor's response must immediately follow each item/specification (paragraph, sub-paragraph, etc.).

Accept and comply - Follow this response with a brief, concise explanation that adequately details the vendor's ability to meet the specified requirement unless the specification/requirement is clearly (unequivocally) a "yes or no," "can do or can't do," "will or will not comply" type of specification, in which case "Accept and comply," without an accompanying explanation, will suffice.

Accept and comply with an exception – The vendor must clearly state the difference between the specification and the vendor's ability to meet the requirement(s) of the specification.

Cannot comply - Follow this response with sufficient detail that explains why the specification cannot be met.

Exceptions and additions to the Standard Terms and Conditions must be submitted with the proposal response. Exceptions, additions, service level agreements, etc., submitted after the date and time for receipt of proposals will not be considered. The vendor must submit a redline document identifying the proposed exceptions to the RFP terms and conditions with the proposal submission for review and evaluation purposes. The vendor must provide the name, contact information, and access to the person(s) directly involved in legal negotiations of the terms and conditions in the proposal response.

### **Proposal Copies.**

One original and five duplicate copies of each proposal, plus one separate electronic copy in PDF format, must be included in the package. Electronic copies should be submitted on a clearly labeled flash drive. The vendor is responsible for ensuring all documents are uploaded to the drive and readable. All materials submitted in the proposal MUST be included in the electronic copy.

### **Receipt of Proposals.**

The entire RFP must be received at the address specified in this RFP before the Public Bid Opening on December 18, 2024 at 2:00 P.M., Central Standard Time, to be considered. Any bids received after the proposal opening time will be returned unopened.

**Standards of Quality.**

Any product or service proposal shall conform to all applicable federal and state laws and regulations and the specifications contained in the solicitation. Unless otherwise specified in the solicitation, any manufacturer's name, trademark, brand name, or catalog number used in the specifications is to describe the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition. Related products will be accepted. Vendors submitting a proposal must specify the brand and model number of the product offered in their plans. Proposals that do not specify brand and model numbers will not be considered as providing the exact products specified in the solicitation. Objections to the specifications or RFP conditions must be filed in writing and received by the Purchasing Department at least five (5) days before the date of the RFP opening.

**Descriptive Information.**

Vendors submitting a proposal that offers an equivalent brand or model should provide, with the RFP information, such illustrations, descriptive literature, and technical data sufficient for the School Board's Purchasing Department to evaluate quality, suitability, and compliance with the specifications in the RFP. Failure to submit descriptive information may cause the proposal to be rejected. The manufacturer shall validate any change made to the manufacturer's public specifications provided for a product. If an item or items offered do not fully comply with specifications (including brand and product number), Vendors submitting a proposal must state in which respect the item(s) deviate. Failure to note exceptions on the RFP form will not relieve the successful vendor (s) from supplying the requested products or equivalents.

Vendors are required to identify products that Huawei Technologies manufactures or ZTE Corporation (or any subsidiary or affiliate of such entities);. These products, whether under a white label or the Huawei brand, must be identified in the proposal.

Vendors shall provide no technologies that are banned by the National Defense Authorization Act (NDAA).

**Public Bid Opening.**

Vendors submitting a proposal may attend the RFP opening. Still, no information or opinions concerning the ultimate contract award will be given at the RFP opening or during the evaluation process. Whether successful or unsuccessful, vendors submitting a response to the solicitation will be provided with a copy of the tabulated results.

**Withdrawal of Proposals.**

A Vendor submitting a proposal may only withdraw their bid within forty-eight (48) hours after the RFP opening, excluding Saturdays, Sundays, and legal holidays, for good cause as provided in La. R.S. 38:2214 C for obvious, unintentional, and substantial mechanical, clerical, or mathematical errors or errors of accidental omission of a considerable quantity of work, labor, material, or services made directly in compiling the proposal.

**Awards.**

The DISTRICT reserves the right to award items separately, grouped, or on an all-or-none basis, reject proposals, and waive any informalities. The purchase order and contract mailed or delivered to the successful Vendor is the official authorization to provide the materials, supplies, or equipment.

**Deliveries.**

Proposals may be rejected if the delivery time indicated is longer than that specified in the RFP. Platform Delivery FOB Destination means the successful Vendor shall deliver and unload purchased items to the dock of the designated point of receipt. All cartage, drayage, packaging, handling, palletizing, etc., shall be included in the proposal price. Include a copy of the invoice as a packaging list with each shipment.

**Taxes.**

The vendor is responsible for including all applicable taxes in the proposal price. The DISTRICT is exempt from all state and local sales and use taxes. If additional fees are added after the contract is signed, the District reserves the right not to pay undeclared fees in the original proposal.

**New Products.**

Unless specifically called for in the RFP, all products for purchase must be new, never previously used, and in the current model and packaging. No remanufactured, demonstrated, used, end-of-life, or irregular product will be considered for purchase unless otherwise specified in the solicitation. The manufacturer's standard support warranty of 3 years and license agreements of up to five years should be included in the proposal.

**Contract Renewals.**

Upon the agreement of the DISTRICT and the contractor, a term contract may be extended for two additional twelve-month periods at a price in the contract or the annual validated price and the same terms and conditions in the RFP. In such cases, the total contract cannot exceed sixty (60) months.

**Contract Cancellation.**

The DISTRICT has the right to cancel any contract, by its purchasing rules and regulations, for cause, including but not limited to the following:

Failure to deliver within the time specified in the contract.

Failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition.

Misrepresentation by the Contractor.

Fraud, collusion, conspiracy, or other unlawful means of obtaining any contract with the DISTRICT.

Conflict of contract provisions with constitutional or statutory requirements of state or federal law or any other breach of contract.

DISTRICT's lack of funding resources

The Default of the Contractor.

Failure to deliver within the time specified in the RFP will constitute a default and may cause cancellation of the contract. Where the DISTRICT has determined that the contractor is in default, the School Board reserves the right to purchase any products or services covered by the agreement from the next highest scorer, according to the evaluation matrix.

**Order of Priority.**

If there is a conflict between the Instructions for Vendors Submitting a Proposal or Standard Terms and Conditions or Special Terms and Conditions, the Special Terms and Conditions shall govern.

**Applicable Law.**

All contracts shall be construed by and governed by the laws of the State of Louisiana.

Equal Opportunity.

By submitting and signing the proposal, Vendors offering a proposal must agree that the company will not discriminate in rendering services to or employing individuals because of race, religion, sex, age, national origin, handicap, or disability. Vendors submitting a Proposal shall keep informed of and comply with all E-Rate, federal, state, and local laws, ordinances, and regulations that affect Vendor's employees or prospective employees.

**Indemnity.**

The Contractor agrees, upon receipt of written notice of a claim or action, to defend the complaint and to take other appropriate measures to indemnify and hold harmless the DISTRICT, and its members, its officers, its agents, and its employees from and against all claims and actions for bodily injury, death or property damages caused by the fault of a contractor, its officers, its agents, or its employees. The contractor is obligated to repay only to the extent of the responsibility of the contractor, its

officers, its agents, or its employees. However, the contractor shall have no obligation as set forth above concerning any claim or action from bodily injury, death, or property damages arising out of the fault of the DISTRICT, its members, its officers, its agents, or its employees.

## **SPECIAL TERMS AND CONDITIONS (EQUIPMENT, MATERIALS, OR SUPPLIES)**

### **Invoices.**

The contractor will submit invoices to the UNION PARISH SCHOOLS Information Technology Department. The invoice shall refer to the delivery ticket number, delivery date, purchase/release order number, quantity, unit price, and delivery point. A separate invoice for each order delivered and accepted shall be submitted directly and in duplicate to the Purchasing Department by the contractor. Invoices shall show the amount of any cash discount and shall be provided on the contractor's invoice form. No invoice shall be submitted without prior approval of E-Rate funding and by the Information Technology Director or his designee. Invoices MUST show the Funding Request Number, the E-Rate Discount, and the amount billed to the E-Rate Program. All ineligible items must be charged separately.

### **Payment.**

Payment will be made based on the unit price listed in the contract or the annual validated cost. Unless otherwise specified, the DISTRICT's discount share payment will be made within thirty (30) days after receipt of invoice, delivery, and authorized inspection and acceptance, whichever occurs last.

UNION PARISH SCHOOLS System shall be billed for the DISTRICT's E-Rate discount share using the Service Provider Invoice (SPI) billing method. The vendor is responsible for charging Universal Service Administrative Company (USAC) directly, and UNION PARISH SCHOOLS is not responsible for the vendor missing invoice deadlines, vendor billing errors, or related issues that would result in a loss of E-Rate funding due to billing.

### **Suspensions and Debarments.**

Persons and companies convicted of criminal violations or held civilly liable for individual acts arising from their participation in the Schools and Libraries (E-Rate) Program and other federal programs are subject to suspension and debarment from the program. The Federal Communications Commission (FCC) Suspension and Debarment regulations were announced in the Second Report and Order and Further Notice of Proposed Rulemaking ([FCC 03-101](#)  released April 30, 2003).

FCC rules provide that there are two stages to this process.

First, when the FCC becomes aware that a person or company has been convicted of a crime or judged civilly liable for individual acts arising out of that person's participation in the program, the FCC suspends that person or company from activities related to the program. The FCC issues a Public Notice of Suspension and

Proposed Debarment. USAC maintains a list of persons and companies (see below) who have been suspended, along with a link to the notice on the FCC's website. The suspension announcement informs the suspended person or other interested parties that they have 30 days to oppose the proposed debarment.

The second stage of this process is the actual debarment. The FCC will, absent extraordinary circumstances, provide notice of a decision to debar within 90 days of receiving any information from the person proposed for debarment. The notice will specify the duration of the debarment. USAC will maintain a list of persons and companies that have been debarred, along with a link to the announcement on the FCC's website.

**Contractual Period.**

The DISTRICT intends to award all items for an initial period not to exceed thirty-six (36) months with two 12-month optional extensions. Delays in awarding beyond the anticipated starting date may change the contract period. If such a situation occurs, an award may be made for less than thirty-six (36) months.

**Quantities.**

DISTRICT has estimated quantities needed over five (5) years. These estimates are based on changing out products during the contract's life, opening new sites, shifts in enrollments, and adding more end-user devices to the network. These estimates may increase or decrease as more educational technologies emerge.

**Non-Exclusivity Clause.**

This agreement is non-exclusive. It shall not preclude the DISTRICT from entering into similar agreements or arrangements with other Vendors or from acquiring the same, equal, or like goods or services from other entities or sources, including state contracts.

**EVALUATION PROCESS**

All responses received because of this RFP are subject to evaluation by the DISTRICT Evaluation Committee to select a Vendor to provide services and products as described in this RFP.

A committee whose members have expertise in various areas will evaluate proposals that meet the qualifications described in this RFP. Written or oral discussions may be conducted with all Vendors to decide the most cost-effective solution.

**Mandatory Administrative Evaluation**

An Administrative Evaluation Team will review all proposals to determine compliance with compulsory administrative requirements as specified in the RFP. Bids found not to be compliant may be rejected for further consideration.

**Discussions/Presentations**

Written or oral discussions will be conducted with Vendors determined to be qualified for the award selection. Written or oral discussions/presentations for clarifications may be conducted to enhance the DISTRICT’s understanding of any or all components of the proposal submitted. The DISTRICT reserves the right to conduct a Round 1 and 2 Evaluation. The same evaluation criteria will be used in both rounds.

Cancellation.

The DISTRICT reserves the right to cancel any contract within thirty (30) days for a worthy cause.

#### Evaluation Criteria

Proposals that pass the preliminary screening and mandatory requirements will be evaluated on the information provided in the plan. The evaluation of each response will be based on its competence, compliance, format, and organization as it relates to the evaluation criteria below:

	Criteria	Maximum Score
1	Qualifications and Experience	20
2	Approach and Methodology	15
3	Proposed Technology/Solution and Perceived Value	15
4	Management Team Capabilities and Qualifications	20
5	Pricing	30
	Total	100

## PRICING

Lowest Corresponding Price.

Service providers must comply with the FCC rules for the Lowest Corresponding Price (LCP).

For this RFP, the Lowest Corresponding Price (LCP) is the lowest price a service provider charges to nonresidential customers similarly situated to a particular applicant (school, library, or consortium) for similar services. See 47 C.F.R. § 54.500.

A similarly situated applicant is in the service provider's geographic area (i.e., the area where the service provider seeks to serve customers with any of its Schools and Libraries (E-Rate) Program services). See [First Report and Order](#), 12 FCC Rcd 8776, 9032, para. 486.

First Report and Order, 12 FCC Rcd 8776, 9032, para. 485. See also [Fourth Order on Reconsideration](#), Report, and Order 13 FCC Rcd 5318, 5398, para. 133.

Service providers cannot charge applicants a price above the LCP for E-Rate Program services. See 47 C.F.R. § 54.511(b).

Further details on LCP may be obtained at USAC's website:

<http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

Best and Final Offer.

The DISTRICT reserves the right to conduct a BAFO with one or more Proposers determined by the evaluation committee to be susceptible to being selected for an award. If a BAFO is undertaken, the vendor (s) selected will receive written notification of their selection, with a list of specific items to be addressed in the BAFO along with instructions for submission. The BAFO negotiation may be used to assist in clarifying the scope of work or to obtain the most cost-effective pricing available from the Proposers. The evaluation criteria for a BAFO will be the same as those used in the first assessment.

Supply Chain Shortage and Manufacturer Suggested Retail Pricing (MSRP).

The DISTRICT seeks unit pricing proposals for eligible Category 2 E-Rate products and services during an uncertain economic climate due to inflation and supply chain shortages. At the same time, the DISTRICT desires a 36-month contract with two optional extensions.

The DISTRICT realizes future increases in tariffs may lead to increased pricing by manufacturers, and vendors (resellers) may be hesitant to submit quotes for longer than 12-months or, in some cases, may be unable to honor the pricing for the length of the agreement.

For these reasons, the DISTRICT requires all pricing to include the MSRP. The initial MSRP will set the baseline price year and be used to evaluate the impact of future tariffs. If the manufacturer increases its MSRP during the life of any resulting contract, the vendor may request an annual review of the unit pricing for the approved original item. The request must be sent in writing to the Director of Information Technology.

The annual review may only be requested if the proposal INCLUDES the original equipment manufacturer verification of the MSRP in the proposal being submitted in response to this RFP. If the plan does not include the MSRP, the DISTRICT will deny consideration for the review, and the original contract pricing will be used to apply for E-Rate funding annually.

The request MUST be made in writing before December of the upcoming E-Rate funding year. Suppose the manufacturer validates a price increase in writing, and an increase in the MSRP is proven. In that case, the inflation percentage between the baseline price established for E-Rate funding year 2025-26 will be determined. The rate of increase will be used to determine the unit price for the upcoming E-Rate funding year.

The MSRP procedure applies if the vendor is “white labeling” a product in a proposal.

Federal Funding.

For RFPs issued by DISTRICT representing items to be purchased using Federal funding accepting and signing this RFP form certifies that the Vendor submitting a proposal and the names of officers, directors, and any employees of the Vendor do not appear on the EPLS. EPLS is the electronic version of the Lists of Parties Excluded from Federal Procurement and Non-procurement Programs (Lists), which identifies those parties excluded throughout the U.S. Government (unless otherwise noted) from receiving federal contracts or certain subcontracts and from certain types of federal financial and nonfinancial assistance and benefits. <http://epls.arnet.gov/>

Unless otherwise specified by the DISTRICT in the RFP, prices must be full, including transportation prepaid by the Vendor submitting the offer to the destination and firm for acceptance for a minimum of 45 days. If accepted, costs must be firm for the contractual period unless an annual review validates an increase. Proposals other than Platform Delivery F.O.B. destination may be rejected. Prices will be proposed on a unit of measure requested, per item, per hour, per drop, etc., as specified in the RFP.

### **ON-SITE REQUIREMENTS.**

All Vendors shall sign in at the site's main office before beginning activities. Site credentials may be issued and must always be displayed.

All sites must be cleaned daily and returned to the original order. The work area shall always remain clean.

Shipping boxes and other trash and debris shall be removed daily and disposed of off-site.

Dumpsters belonging to the site or surrounding area shall not be used.

### **INTERACTION WITH STUDENTS**

**\*\*\* ANY INTERACTION WITH STUDENTS BY THE VENDOR AND ANY REPRESENTATIVE IS STRICTLY PROHIBITED.**

The Vendor is expected to supervise and exercise control over any employee or subcontractor employed and shall be held responsible for the actions and activities of both employees and Subcontractors.

While working on-site at a DISTRICT school, annex, or another student educational facility, the Vendor, its personnel, and subcontractor(s) staff must wear identification badges or a uniform with a logo always identifying the company when working on any DISTRICT property.

Vendor shall have a passed state police background check on file for all its personnel and subcontractor(s) staff prior to any of them coming on-site.

A Vendor shall not enter any DISTRICT site without a scheduled visit. The visits will be scheduled by the Director of Technology or their designee.

**CUSTOMIZED PROPOSALS AND PRICING CLAUSE.**

Understanding that the initially submitted responses may or may not completely meet the needs of the DISTRICT, the DISTRICT reserves the right to work with one or more selected proposers to customize and refine their proposal as a part of the selection process. This process includes, but is not limited to, the refinement, addition, change, and deletion of products, services, and pricing as the DISTRICT desires. This clause allows the DISTRICT to make the most favorable proposal(s) and customize it to serve the needs of the DISTRICT best.

**PROPOSAL PRICE FORMAT REQUIREMENTS FOR ALL OPTIONS.**

Separate costs for travel and expense charges are not allowed at any time.

The DISTRICT shall not consider or pay Any cost not specified.

All pricing shall be provided as options that may be selected anytime during the contract term.

The following categories list pricing and include unit price and extended cost.

ALL Proposals Must include the pricing form. The pricing form MUST appear in the last section of the proposal and be clearly labeled "PRICING."

**LIST OF ELIGIBLE LOCATIONS**

<b>Entity Name</b>	<b>Entity Number</b>	<b>Entity Type</b>	<b>Physical Address</b>	<b>City</b>	<b>Zip Code</b>
Downsville Community Charter School	81622	School	4787 Highway 151	Downsville	71234
Union Parish Elementary	81627	School	7195 Highway 33	Farmerville	71241
Union Parish High School	81626	School	1126 Highway 33	Farmerville	71241
Union Parish School District Office	17017659	Non-Instructional Facility (Nif)	1206 Marion Hwy	Farmerville	71241

<b>Annex Name</b>	<b>PARENT ORGANIZATION NAME</b>	<b>PARENT ORGANIZATION NUMBER</b>	<b>ANNEX ADDRESS</b>	<b>ANNEX CITY</b>	<b>ANNEX ZIP</b>
UNION PARISH ALTERNATIVE SCHOOL	UNION PARISH HIGH SCHOOL	81626	605 W. BOUNDARY ST	FARMERVILLE	71241

**UNIT PRICE LIST FORM (INCLUDING ALL SHIPPING CHARGES) QUOTE LISTED PRODUCTS OR EQUIVALENT**

PRODUCT OR SERVICE	MAKE AND MODEL	QTY	UNIT PRICE	Install Per Item	MSRP	E-RATE ELIGIBLE, INELIGIBLE, COST ALLOCATION	EXTENDED COST	REFERENCE PAGE NUMBER IN PROPOSAL OR WEBLINK WITH SPECIFICATIONS
<b>Access Points</b>								
Meraki MR46		1						
Option 2		1						
Option 3		1						
<b>5-year bundle licenses</b>								
<b>3-year bundle support</b>								
<b>Switches (POE)</b>		1						
12 Port with 4 SFP+		1						
24 Port with 8 SFP+		1						
48 Port with 8 SFP+		1						
<b>5-year bundle licenses</b>								
<b>3-year bundle support</b>								
<b>Fiber Switches</b>		1						
12 Port 10Gbps SFP+		1						
24 Port 10Gbps SFP+		1						
<b>5-year bundle licenses</b>								
<b>3-year bundle support</b>								
<b>Antenna, Connectors</b>								
Cisco Meraki 10Gbps SFP+ single & multi-mode fiber transceiver LC or equivalent		1						

Union Parish Schools E-RATE 25-26 CAT 2

Cisco Meraki 10Gbps Bi-Directional SFP+ single & multi-mode transceiver LC or equivalent		1						
Brocade ICX compatible 10Gbps SFP+ single & multi-module fiber transceiver LC or equivalent		1						
Brocade ICX compatible 10Gbps Bi-Directional SFP+ single & multi-module fiber transceiver LC or equivalent		1						
10Gbps SFP+ single & multi-module fiber transceiver LC for each switch quoted		1						
10Gbps Bi-Directional SFP+ single & multi-module fiber transceiver LC for each switch quoted		1						
Meraki MS250-48FP, 1m stacking cable options		1						
Meraki MS250-48FP, 3m stacking cable options		1						
1m stacking cable options for each switch model quoted		1						

Union Parish Schools E-RATE 25-26 CAT 2

3m stacking cable options for each switch model quoted		1						
1' CAT.6 snagless patch cable gray		1						
2' CAT.6 snagless patch cable gray		1						
3' CAT.6 snagless patch cable gray		1						
1' CAT.6 snagless patch cable blue		1						
2' CAT.6 snagless patch cable blue		1						
3' CAT.6 snagless patch cable blue		1						
1' CAT.6 snagless patch cable white		1						
2' CAT.6 snagless patch cable white		1						
3' CAT.6 snagless patch cable white		1						
7' CAT.6 snagless patch cable black		1						
10' CAT.6 snagless patch cable black		1						
15' CAT.6 snagless patch cable black		1						
20' CAT.6 snagless patch cable black		1						

Union Parish Schools E-RATE 25-26 CAT 2

1m LC to LC fiber patch single mode		1						
2m LC to LC fiber patch single mode		1						
3m LC to LC fiber patch single mode		1						
5m LC to LC fiber patch single mode		1						
1m LC to LC fiber patch multi-mode		1						
2m LC to LC fiber patch multi-mode		1						
3m LC to LC fiber patch multi-mode		1						
5m LC to LC fiber patch multi-mode		1						
Cisco Meraki 10Gbps SFP+ Copper Twinax Cable, 1m		1						
Cisco Meraki 10Gbps SFP+ Copper Twinax Cable, 3m		1						
Cisco Meraki 10Gbps SFP+ Copper Twinax Cable, 5m		1						
10Gbps SFP+ Copper Twinax Cable, 1m for each switch quoted		1						
10Gbps SFP+ Copper Twinax Cable, 3m for each switch quoted		1						

Union Parish Schools E-RATE 25-26 CAT 2

10Gbps SFP+ Copper Twinax Cable, 5m for each switch quoted		1						
<b>Software</b>								
Operating Software		1						
Manufacture Licenses (60 Months)		1						
Option 1		1						
Option 2		1						
Option 3		1						
<b>SERVER RACKS (Enclosure)</b>								
42U, 32-48"D options		1						
48U, 32-48"D options		1						
Option 3		1						
25 Pack M6 & Cage Nut Hardware Kit		1						
<b>SWITCH RACK (Enclosure)</b>								
12U, 27-30"D wall mount options, must be able to mount Meraki MS250- 48FP		1						
Option 2		1						
Option 3		1						
<b>TWO-POST RACK</b>								
45U, threaded		1						
Option 2		1						
Option 3		1						

Union Parish Schools E-RATE 25-26 CAT 2

25 Pack screws to fit each threaded two-post rack quoted	1						
<b>UPS</b>							
APC SRT2200RMXLA with Network Card	1						
Option 2	1						
Option 3	1						
APC SMT1500RM2UC with Network Card	1						
Option 2	1						
Option 3	1						
Replacement batteries for each APC UPS quoted	1						
<b>Professional Services</b>							
Project Management	1						
Asset Ledger	1						
Tagging of Equipment	1						
<b>Cabling (Conduit)</b>							
50'	1						
100'	1						
200'	1						
300'	1						
<b>Cabling - Cat. 6</b>							
50'	1						
100'	1						
200'	1						
300'	1						

Union Parish Schools E-RATE 25-26 CAT 2

<b>Cabling - Fiber Single Mode</b>								
50'		1						
100'		1						
200'		1						
300'		1						
<b>Cabling - Fiber Multi-Mode</b>								
50'		1						
100'		1						
200'		1						
300'		1						
<b>Rewire Data Closet</b>								
ICC blank 24 & 48 keystone CAT.6 patch panels or equivalent		1						
Option 2		1						
Option 3		1						
25 pack of keystones to fit the blank patch panel quoted in the following colors: blue, gray, white, yellow		1						
<b>Other Options</b>								
Option 1		1						
Option 2		1						
Option 3		1						





**BID FORM (REQUIRED)**

**BIDDERS QUALIFICATIONS  
(FORM OF BUSINESS ORGANIZATION)**

The form of business organization under which this bid is submitted is as follows:

A CORPORATION incorporated under the laws of the State Virginia and is (is not) authorized to do business in the State of Louisiana. Name of the State  
circle

A PARTNERSHIP Name of Partners: \_\_\_\_\_

INDIVIDUAL trading and doing business under a name and style other than his own. The Owner's name is:  
\_\_\_\_\_

The undersigned now affirm that (1) they are duly authorized agent of the vendor, (2) they have term the s and conditions and technical specifications which were made available in conjunction with this solicitation, and fully understand and accepts them unless specific variations have been expressly listed in their offer, (3) that the offer is being submitted on behalf of the vendor following any terms and conditions outlined in this document, and (4) that the vendor will accept any awards made to it as a result of the offer submitted herein for a minimum of ninety calendar days following the date of submission.

**(Please Type or Print Below)**

LEGAL NAME OF BIDDER Presidio Networked Solutions, LLC

MAILING ADDRESS 12120 Sunset Hills Road, Suite 150

CITY, STATE, ZIP CODE Reston, VA 20190

TELEPHONE NUMBER 318-243-9932

EMAIL ADDRESS vtemple@presidio.com

FAX NUMBER 407-455-7843

CONTACT PERSON TITLE Virginia Temple

AUTHORIZED REPRESENTATIVE (SIGNATURE) *Cyndi Barrera*

NAME (TYPE/PRINTED) Cyndi Barrera

TITLE OR SIGNER VP of Sales SLED West

DATE BID SIGNED 10/2/2024

ACKNOWLEDGE OF ANY ADDENDA RECEIVED:

ADDENDUM TO: \_\_\_\_\_ DATE \_\_\_\_\_



ADDENDUM TO: \_\_\_\_\_ DATE \_\_\_\_\_

**NON-COLLUSION STATEMENT**

State of Louisiana

UNION PARISH SCHOOLS

I do at this moment attest that I (a partner of the firm, officer of the corporation, or individual making the preceding proposal) that said proposal is genuine and not collusive or sham; that said Proposer has not colluded, conspired, or agreed directly or indirectly, with any other Proposer or person to put in a sham proposal or to refrain from proposal, collusion, or communication or conference, with any person, to fix the proposal price or to fix any overhead, profit or cost element, or that of any other Proposer, or to secure any advantage against any person interested in the proposed contract, and that all statements contained in the said proposal or proposal are true.

Company: Presidio Networked Solutions, LLC

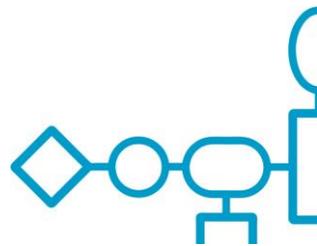
Signature: 

Printed Name: Cyndi Barrera

Title: VP of Sales SLED West

# TAB 2

## Presidio RFP Response



Wednesday, January 15, 2025 by 2PM (CST)

Union Parish School District  
Attn: Mike Tynes  
1206 Marion Highway  
Farmerville, LA 71241

Subject: Cat 2: 2025-2026

Thank you for giving Presidio Networked Solutions Group, LLC (Presidio) the opportunity to respond to the above-referenced solicitation. The Union Parish School District is seeking a partner to provide network solutions using the E-rate program.

Presidio understands the terms and conditions of the scope of services and can provide Union Parish School District with the products and services desired that will meet or exceed your expectations.

With experience in designing and implementing networks of various scales, we are equipped to provide tailored solutions that align perfectly with your needs.

We provide clients, such as Union Parish School District, with complete range of professional services and products to support network infrastructure requirement. Union Parish School District will find what differentiates us from the competitions is the cumulative experience and knowledgebase gained from years of delivering services successfully, on time and within budget. The evidence is Presidio's highly satisfied customer base.

Presidio's dedicated Account Manager of Union Parish School District is Virginia Temple. She is the primary point of contact concerning our proposal content. Her direct contact information is:

**Presidio Networked Solutions Group, LLC**  
**Virginia Temple**  
Senior Account Manager  
**318-243-9932**  
**vtemple@presidio.com**

If you have any questions or concerns regarding our proposal submission, please contact Virginia via the phone number or email address provided above.

We look forward to working with Union Parish School District and are excited to submit our response to your RFP and are confident that our solution will meet your business needs.

Sincerely,



Cyndi Barrera  
Sales VP SLED West

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## 1 Executive Summary

Presidio Networked Solutions, Inc (Presidio)'s proven history displays our ability to deliver on projects. With extensive experience, we meet and exceed project requirements, including networking equipment like Cisco, consistently.

Presidio boasts extensive expertise across IT domains, providing global digital services and secure technology modernization. Our expert teams specialize in cloud, security, networking, and data center infrastructure, enabling customers to acquire and operate impactful technology solutions. As a trusted strategic advisor, we offer flexible, full-lifecycle services for executing, securing, and maintaining technology solutions.

We provide clients, such as Union Parish School District, with a complete range of professional services and products to support network infrastructure requirements. Union Parish School District will find what differentiates us from the competition is the cumulative experience and knowledgebase gained from years of delivering services successfully, on time, and within budget. The evidence is Presidio's highly satisfied customer base. A true network integrator, with gross revenues in excess of \$5.7 billion, our annual growth reflects close partnerships with enterprise clients and an unyielding commitment to our customers.

Our most valuable clients view Presidio as an extension of their organization. We work proactively with them to identify opportunities and apply technology solutions to resolve business challenges, lower costs, and improve business processes. Our clients tell us the Presidio difference can be explained in three words:

- Experience: Decades of hands-on, practical experience building and managing best practice infrastructure solutions.
- Expertise: More than 2,200 certified engineers who hold more than 7,000 individual technical certifications and are true experts in their chosen specializations.
- Execution: Proven project and managed service delivery methodologies, proprietary tools to ensure operational excellence, and the highest quality service for our clients.

In summary, our RFP response comprehensively addresses all the key points outlined in the original RFP released by Union Parish School District, demonstrating our commitment to fulfilling your specific requirements. Additionally, our expertise in deploying Cisco within K12 environments ensures a seamless integration that will enhance your network infrastructure greatly while meeting the unique demands of your educational institution. Union Parish School District can have confidence in Presidio as partner with experience, expertise, and execution.

## 2 Provider Information

### Company Overview

Presidio is one of the largest and most adept providers of advanced technology solutions and services. We are passionate about driving results for our clients, delivering the highest quality of products and services to help them unlock the unlimited potential of a completely connected world.

Some of our business units date back to 1985, and since inception, we have grown from a regional, network-focused provider to a leading U.S. solutions provider to a global solutions provider that offers a comprehensive suite of IT infrastructure solutions.

Our early focus was on expanding our regional presence and skill set expertise through both organic and acquisitive growth. By 2010, we had completed six acquisitions that complemented our core services businesses, which also expanded our presence to 33 offices in 18 states. Since 2010, we have completed several additional acquisitions, creating one of the largest IT services providers in the nation with offices throughout the United States and abroad.

As a global solution provider, Presidio combines experience and stability with regional expertise and service, so Union Parish School District can rest assured we will be there to help you locally with the ability to cover your business needs.

Presidio collaborates with technology vendors who drive innovation and are indisputable leaders of the IT industry. Our significant investment with select strategic partners allows us to achieve broad and deep sets of technical capabilities. Presidio has more than 3,400 IT professionals, 2,200+ of whom are highly certified consulting engineers, based conveniently in offices throughout the U.S. Our 98 percent client retention rate and annual growth rates demonstrate our passion for driving client results. We are not just trusted partners; we enable new thinking that can benefit Union Parish School District now and in the future.



### Person/s Responsible for clarifying responses to this RFP:

Virginia Temple	Account Manger	318-243-9932	vtemple@presidio.com
Brent Charbonnet	Solutions Architect	225-341-5374	bcharbonnet@presidio.com

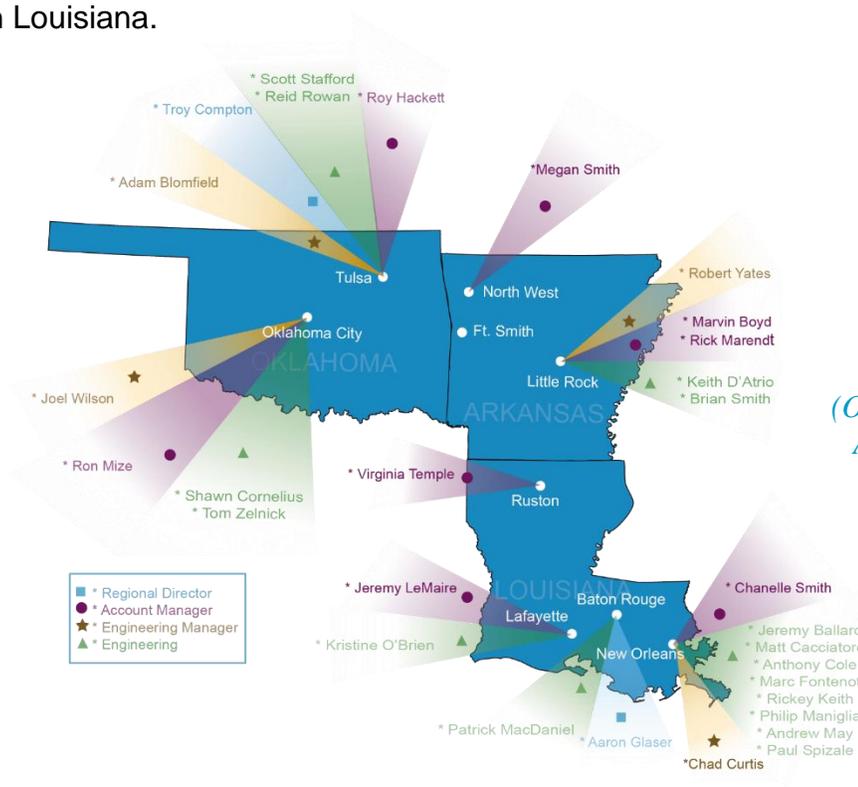
Our Presence

Presidio operates nationally and globally with over 3,400 employees in offices strategically located throughout the U.S. and worldwide. We deliver services to clients outside the U.S. through our subsidiary Arkphire and an international partner network reaching more than 160 countries. Presidio is licensed to do business in all 50 States. Presidio’s headquarters is One Penn Plaza, New York, NY 10119.



For the current list of office locations, see the following page at Presidio.com: <https://www.presidio.com/locations/>

Presidio establishes a strong Louisiana presence through strategically located remote home offices in Ruston, Baton Rouge, and New Orleans. These offices provide comprehensive statewide coverage, enabling seamless engagement with target audiences. Ruston serves as a vital link to northern industries and communities, Baton Rouge supports government affairs and diverse economic activities in the capital city, and New Orleans fosters growth and collaboration in the southern region. Together, these offices enhance our local presence, maximizing opportunities for Presidio and its clients in Louisiana.



Presidio OLA Region (Oklahoma, Louisiana and Arkansas) – Team Map

Qualifications of Support Personnel

Proposed Project Personnel and Qualifications	Typical Project Responsibilities
Virginia Temple Account Manager	Virginia Temple is your Presidio Account Manager who has the ultimate responsibility for account transition and day-to-day operations, understanding the work flow of requirements from engineering, to purchasing, and to logistics, ensuring continuity of processes through customer operations. Your Presidio AM will be responsible for reviewing, analyzing, and measuring cost analysis for the project and overall account success.
Brent Charbonnet Senior Solutions Architect	Brent Charbonnet is a senior solutions architect in the Presidio OLA Territory. His areas of expertise revolve around network infrastructure including but not limited to route, switch, security and collaboration.
<b>Edria Nelson</b> Project Manager	Edria Nelson is responsible for managing the Presidio resources. She will function as the point of contact for the client’s facilities. The PM hold a kick-off meeting to establish project timelines, identify project dependencies and critical path tasks. The PM will create a detailed project plan outlining the project tasks, milestones and resource requirements, and will hold regularly scheduled meetings to track the progress of the project. In addition, the PM also functions as the first line of escalation for any issues related to the project.
<b>Dave Anderson</b> Inside Sales Representative	As the Inside Sales Representative, she is responsible for all aspects of daily interactions with customers for quoting and order support, accounting, and other duties.
Robert Yates Director of Engineering	As the Director of Engineering for Presidio’s OLA Region, all engineers and project managers report to him. His vast experience allows him a deep insight into the needs of clients, vendors, and engineers.
<b>Kristine O’Brien</b> Senior Consulting Principal	Kristine O’Brien is a Senior Network Engineer with comprehensive experience in presales, design, project delivery, project management, and support. She will be used as a remote technical escalation point for the on-site Presidio engineers.

History and Current Organization of Equipment Manufacturer

Area Sales Representative for Cisco:

Ariel Brownridge	Cisco SLED AM	abrownri@cisco.com	
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Cisco has been in business for 25+ years and was started from manufacturing network connectivity equipment and was one of the first to sell commercially successful routers supporting multiple network protocols. Then entered the Ethernet switching market in 1994. Cisco has 50,000+ employees and is a worldwide technology provider with annual sales of 47+ billion. Chuck Robbins as of July 26, 2015 has taken over as the new CEO.

## Financial Summary

Presidio is a financially secure and diversified company generating well over \$5.7B of gross revenue per year. We have an exceptionally strong balance sheet that has enabled us to sustain annual growth rates. At a time when the technology industry in particular has weathered challenging market conditions, Presidio has remained a picture of stability, growth, and excellence in leadership and management. Our financial stability and access to ample credit ensures our ability to support our customers with any resources required.

Our core solutions address a number of technology megatrends, including cloud, security, mobility, Big Data, virtualization, and collaboration. They span the entire IT infrastructure lifecycle, from planning and design to implementation and testing, to managed services and support. Presidio is positioned well to capitalize on favorable industry tailwinds and is a significant beneficiary of the increasing complexity and continued innovation in the IT marketplace.

Presidio serves clients through a unique, localized delivery model and differentiates on technical expertise and the superior breadth of our services and solutions. As the nation's leading IT infrastructure solutions provider, Presidio combines (i) the strategic vision, engineering capabilities, project management, and business acumen generally associated with the largest consulting firms, with (ii) the client service and long-term client partnership orientation of smaller system integrators. This specialized approach has helped drive consistent annual growth and a 98 percent client retention rate.

Presidio has never engaged in any bankruptcy proceedings.

### QUICK FACTS

- Local presence in US offices & global scale – 6,600+ clients in US, Europe, and Asia
- 3,400+ employees – 2,200+ are highly certified consulting engineers with 7,000+ certifications
- Deep, strategic partnerships with leading innovators in the IT industry
- Multi-billion-dollar company with exceptionally strong balance sheet
- Market leadership validated by annual growth rates
- Passion for driving client results – 98 percent client retention, best-in-class client satisfaction

### 3 References

E-Rate business has been a primary focus of Presidio’s for many years, which has increased our fluency with E-Rate, and deepened our experience supporting education sector customers. We supported more than 200 different school districts’ with their technology needs just this past year. Our project managers and engineering resources are experienced in managing and delivering multiple projects for districts of all sizes. Presidio’s ability to design, install, manage, and support highly reliable, highly available, fault-tolerant networks is demonstrated by our vast array of Cisco deployments for multiple commercial, Federal, state and local governmental clients, including K-12 educational entities as demonstrated in the list in Exhibit 1.

<b>Exhibit 1: Partial Listing of Presidio’s K-12 Educational Clients (AR, LA, MS, and OK)</b>		
Banner School District	Greenwood School District	Panama Independent School District
Beauregard Parish School District	IDEA Public Schools Louisiana	Putnam City Independent School District
Bentonville School District	Itawamba County School District	Redesign Schools of Louisiana
Blytheville School District	Jackson Parish School District	Russellville School District
Brookhaven School District	Jenks Independent School District	Sabine Parish School District
Caddo Parish School District	Lafayette Parish School District	Sallisaw Independent School District
Cedar Creek School	Lawton Public School District	Seminole Independent School District
Central Arkansas Library System	Lincoln County School District	Springdale Public School District
Claiborne Parish School District	Lincoln Parish School District	Tulsa Independent School District
Conway Public School District	Little Rock School District	Verdigris Independent School District
Fayetteville School District	Oklahoma City School District	Vicksburg Warren School District
Great Plains Technology Center	Oxford City School District	Western Heights School District

Here are a few of our Cisco Meraki References:

Arkansas Department of Information Systems  
 Rob Dickerson 501-682-4475  
 Four Capitol Mall, Little Rock, AR 72201

Central Arkansas Library System  
 Don Perry 501-851-2551  
 100 Rock Street, Little Rock, AR 72201

Southern University at Shreveport  
 Carolyn Miller 318-670-9900  
 3050 Dr MLK Dr., Shreveport, LA 71107

Claiborne Parish Schools  
 Janet Holland 318-927-3502  
 415 E Main Street, Homer, LA 71040

Delta State University  
 Edwin Craft 662-846-4760  
 Highway 8 West, Cleveland, MS 38733

Sabine Parish Schools  
 Ron Williams 318-256-9228 x202  
 695 Peterson St., Many, LA 71449

Jackson Parish Schools  
 Bill Jones 318-259-4456  
 315 Pershing Hwy, Jonesboro, LA 71251

Lincoln Parish Schools  
 Seth Grigsby 318-255-1430  
 410 South Farmerville, Ruston, LA 71270

**CADDO PARISH SCHOOL DISTRICT**

<b>Address</b>	1961 Midway, Shreveport LA 71130	<b>Project Description:</b> Presidio successfully completed a turnkey E-Rate solution for Caddo Parish Schools that included VLAN assignments on all new Legacy Cisco and Cisco Meraki Switching platforms. This turnkey solution also included both Legacy Cisco and Meraki wireless. This is the largest school districts in North Louisiana comprised of over 65 schools. This project included over 4000 AP's with over 900 switches. Uninterrupted power supplies were from APC
<b>Client</b>	Rickey Jones, IT Director	
<b>Phone #</b>	(318) 603-5604	
<b>Email</b>	rdjones@caddoschools.org	

**CLAIBORNE PARISH SCHOOL DISTRICT**

<b>Address</b>	415 E Main Street, Homer, LA 71040	<b>Project Description:</b> Presidio successfully completed a turnkey E-Rate solution with Cisco Meraki for the full district. This solution also included all hardware, software, cabling, installation, configuration and staff training.
<b>Client</b>	Janet Holland, IT Director	
<b>Phone #</b>	(318) 927-3502	
<b>Email</b>	jholland@claibornepsb.org	

**ARCHDIOCESE OF NEW ORLEANS**

<b>Address</b>	7887 Walmsley, New Orleans, LA 70125	<b>Project Description:</b> Presidio successfully completed many projects for the Archdiocese in New Orleans and all of their individual schools for the past 7 years. From multi years of eRate awards that included all network equipment to helping the Archdiocese of New Orleans to secure ECF Funds that enabled all children to receive a laptop.
<b>Client</b>	David John, IT Director	
<b>Phone #</b>	(504) 596-3064	
<b>Email</b>	<a href="mailto:djohn@arch-no.org">djohn@arch-no.org</a>	

**LITTLE ROCK SCHOOL DISTRICT**

<b>Address</b>	810 W Markham, Little Rock, AR 72201	<b>Project Description:</b> Presidio has successfully completed multiple projects for Little Rock School District ranging from enterprise switching, routing and wireless to security and full datacenter design and implementation.
<b>Client</b>	John Ruffins, Director of IT	
<b>Phone #</b>	(501) 447-1312	
<b>Email</b>	<a href="mailto:John.ruffins@lrzd.org">John.ruffins@lrzd.org</a>	

**JACKSON PARISH SCHOOL BOARD**

<b>Address</b>	315 Pershing Hwy, Jonesboro, LA 71251	<b>Project Description:</b> Presidio successfully completed a turnkey E-Rate solution with Cisco Meraki for the full district in 2016, 2017 & 2019. This solution also included all hardware, software, cabling, installation, configuration and staff training. Presidio was also awarded a 3-year contract for E-Rate FY2020.
<b>Client</b>	Bill Jones	
<b>Phone #</b>	318-259-4456	
<b>Email</b>	<a href="mailto:bill.jones@jpsbschools.us">bill.jones@jpsbschools.us</a>	

**LINCOLN PARISH SCHOOL BOARD**

<b>Address</b>	410 S. Farmerville, Ruston, LA 71270	<b>Project Description:</b> Presidio was awarded a 3-year contract with Lincoln Parish Schools for E-Rate FY2020. This award includes replacing all Xirrus access points and all Juniper switches. Presidio has already completed some of this replacement project with the school's remaining funds from FY2020.
<b>Client</b>	Debbie Pender	
<b>Phone #</b>	318-255-1430	
<b>Email</b>	dgpender@lincolnschools.org	

## 4 Cabling Subcontractors

Below is the information of our cabling subcontractors that may be used during Union Parish School District's project:

**Delta AV Specialists**

105 Overlook Circle  
West Monroe, LA 71291

Owner: Jamie Harris  
Phone: 318-376-4365

School Reference:  
Jackson Parish School Board  
Sabine Parish School Board  
Lincoln Parish School Board

**Data-Tel of Louisiana, Inc**

9164 Comar Drive  
Walker, LA 70785

CEO: Bart LeBlanc  
Phone: 225-445-5413

School Reference:  
East Baton Rouge Parish School Board  
Jefferson Parish School Board  
Thomassee and Associates Engineering

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## 5 Equipment/Software

Presidio is proposing Cisco Meraki Switches and Cisco Meraki Access Points for Union Parish School District

### Meraki MS Switches

Cisco Meraki offers a broad range of switches, built from the ground up to be easy to manage without compromising any of the power and flexibility traditionally found in traditional enterprise-class switches.

Meraki access & aggregation switches are all managed through an elegant, intuitive cloud interface, freeing administrators to spend less time on configuration and more time on meeting business needs.

To set up a Meraki switch, just plug it in; there's no need for repetitive, command-based configuration, and switches can be up and running within minutes of connecting them to the network.

A powerful centralized management interface gives administrators deep visibility into the network and how it is used. See which switches are near capacity across hundreds of sites. Quickly provision and reconfigure switch ports with security, QoS, and more. The Meraki dashboard provides unified policies, event logs, and monitoring, making it easy to manage network deployments without sacrifice

Meraki switches feature high-end hardware and an exceptional feature set, including:

- Options for fixed and modular uplinks. GbE, 10 GbE and 40 GbE uplink ports for high-speed connectivity to aggregation layer switches or other upstream devices
- Optional Multigigabit ports providing up to 10Gbps on a single Ethernet cable, supporting the latest WiFi performance capabilities
- Wire-speed, non-blocking switch fabric (up to 800 Gbps) and 6 dedicated QoS queues for high-performance, converged voice, video, and data deployments
- Power efficient, quiet acoustic designs, and shallow rack depth options, enabling flexible deployment in wiring closets as well as offices and classrooms
- Fanless design on select models
- Power over Ethernet, PoE+ and UPoE options available
- Up to 740 watt PoE budget with PoE+ support for powering APs, phones, cameras, and other PoE enabled devices (124W for 120-8 series), with 830W available on the MS390 UPoE model
- Lifetime hardware warranty and advanced replacement at no additional cost
- Field-replaceable, hot-swappable power supplies and fans. RPS option for mission-critical applications. StackPower on select models for added resilience

Meraki switches include all of the traditional Ethernet features found on the highest end products, including:

- Quality-of-Service (QoS) to prioritize mission critical traffic such as voice and video
- IEEE 802.1X support for port based network access control
- MAC-based RADIUS auth and MAC whitelisting
- Voice VLAN support for simplified VoIP deployments
- Port Mirroring support for monitoring network traffic at line rate
- DHCP snooping to prevent users from adding unauthorized DHCP servers on the network
- IGMP Snooping to optimize network performance with multicast traffic
- Link Aggregation Control Protocol (LACP) for high-capacity trunking, stacking, and increased availability
- Rapid spanning tree, BPDU guard, root guard, and other safeguards to help prevent misconfigurations and reduce convergence time
- Per port VLAN configuration
- Multiple administrative roles with sophisticated security policy management
- High-performance layer 3 routing capabilities on select models

### Meraki Switches:

The **Catalyst 9300-M** addresses the most demanding enterprise applications by combining the simplicity of the Meraki dashboard with powerful switching hardware. To satisfy high-bandwidth applications and the deployment of high-speed 802.11ax/wifi-6 access points, the Catalyst 9300-M provides multigigabit ports, 480G stacking, and modular 10/40G uplinks. The Catalyst 9300-M delivers resiliency with fast stack convergence and StackPower. The Catalyst 9300-M provides Adaptive Policy using an over-the-wire tag which segments traffic into security groups to deliver scalable security. The Catalyst 9300-M is integrated under the Meraki dashboard to provide a simply powerful solution to the most demanding wired access applications. Available in 24 and 48 port switches.

The **Catalyst 9300L-M** addresses the most demanding enterprise applications by combining the simplicity of the Meraki dashboard with powerful switching hardware. To satisfy high-bandwidth applications and the deployment of high-speed 802.11ax/wifi-6 access points, the Catalyst 9300L-M provides multigigabit ports, 320GB stacking with four fixed 10G uplinks. The Catalyst 9300L-M delivers resiliency with fast stack convergence. The Catalyst 9300L-M provides Adaptive Policy using an over-the-wire tag which segments traffic into security groups to deliver scalable security. The Catalyst 9300L-M is integrated under the Meraki dashboard to provide a simply powerful solution to the most demanding wired access applications. Available in 24 and 48 port switches

The **Catalyst 9300X-M** addresses the most demanding enterprise applications by combining the simplicity of the Meraki dashboard with powerful switching hardware. To satisfy high-bandwidth applications and the deployment of high-speed 802.11ax/wifi-6 access points, the Catalyst 9300X-M provides multigigabit ports, 1TB stacking, and modular 10/25 or 40/100G uplinks. The Catalyst 9300X-M delivers resiliency with fast stack convergence and StackPower. The Catalyst 9300X-M provides Adaptive Policy using an over-the-wire tag which segments traffic into security groups to deliver scalable security. The Catalyst 9300X-M is integrated under the Meraki dashboard to provide a simply powerful solution to the most demanding wired access applications. Available in 12, 24 and 48 port switches

**Cisco Meraki MS130** switches provide Layer 2 access switching, ideal for branch and campus deployments. The MS130 series features a variety of options designed to meet the diverse needs of branch and campus deployments. With 10 different models, capable of providing up to 740W of power over a variety of port densities, including SFP+ capable uplinks, the MS130 line is fully ready to support future wireless infrastructure deployments across a variety of different environments.

**Cisco Meraki MS130R** extends reliable and secure layer 2 connectivity to ruggedized environments. The MS130R provides up to 240W of PoE and IP30 protection, making it perfect for connecting outdoor access points, cameras, and devices in extreme temperatures (-40°C to 70°C or -40°F to 158°F) and tight spaces. Designed for adapting to non-traditional environments, the diverse mounting and power options offer deployment flexibility. The powerful Meraki cloud-native platform enables seamless and remote deployment and management of entire Meraki product suite through one centralized dashboard.

The **Cisco Meraki MS210** switches provide Layer 2 access switching for branch and small campus locations. The MS210 includes 4 x 1G SFP uplinks and physically stacks with the MS225 to gain access to its 10G uplink. This family also supports an optional, rack-mountable PSU (Cisco RPS-2300) for power redundancy requirements. MS210 is available in 24 and 48 ports.

The **Cisco Meraki MS225** series switches provide layer 2 access switching and are ideal for deploying to branch locations. With stacking capabilities and 10G SFP+ uplinks on every model, performance is guaranteed. This family also supports an optional, rack-mountable remote PSU (Cisco RPS-2300) for power redundancy requirements. MS225 is available in 24 and 48 ports.

**Full vendor product specification sheets have been provided behind Tab 4 of our RFP response**

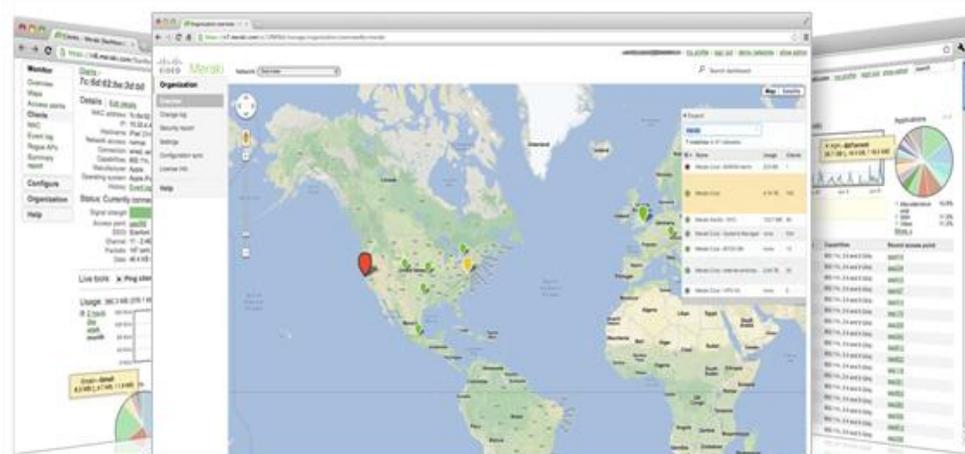
## Meraki Access Points

Meraki's architecture provides feature rich network management without on-site management appliances or WiFi controllers. Every Meraki device - including wireless access points, Ethernet switches, and security appliances - connects over the Internet to Meraki's datacenters, which run Meraki's cloud management platform. These connections, secured via SSL, utilize a patented protocol that provides real time visibility and control, yet uses minimal bandwidth overhead (typically 1 kbps or less.)

In place of traditional command-line based network configuration, Meraki provides a rich web based dashboard, providing visibility and control over up to tens of thousands of Meraki devices, anywhere in the world. Tools, designed to scale to large and distributed networks, make policy changes, firmware updates, deploying new branches, etc. simple and expedient, regardless of size or location. Meraki's real time protocols combine the immediacy of on-premise management applications with the simplicity and centralized control of a cloud application.

Every Meraki device is engineered for cloud management. Specifically, this means that Meraki devices are designed with memory and CPU resources to perform packet processing, QoS, layer 3-7 security, encryption, etc. at the network edge. As a result, no network traffic passes through the cloud, with the cloud providing management functionality out of the data path. This architecture enables networks to scale horizontally, adding capacity simply by adding more endpoints, without concern for centralized bottlenecks or chokepoints. Equally important, since all packet processing is performed on premise, end-user functionality is not compromised if the network's connection to the cloud is interrupted.

Meraki's cloud platform is designed to spread computation and storage across independent server clusters in geographically isolated datacenters. Any server or datacenter can fail without affecting customers or the rest of the system. Additionally, Meraki's datacenter design is field proven to support tens of thousands of endpoints.



Meraki Access Point Options:

**Wi-Fi 6E indoor models**

- CW9162 2x2:2 MU-MIMO, Tri Band, One Multigigabit 2.5G interface
- CW9164 2x2:2 MU-MIMO (2.4Ghz) Four 4x4 MU-MIMO, Tri Band, One Multigigabit 2.5G
- CW9166 4x4:4 MU-MIMO, Tri Band, One Multigigabit 5G interface
- CW9166D1 2x2:2 MU-MIMO, Tri Band, One Multigigabit 5G interface, with integrated directional antenna
- MR57 4x4:4 MU-MIMO, Tri Band, Dual multigigabit 5G interface

**Wi-Fi 6 indoor models**

- MR28 2x2:2 MU-MIMO and OFDMA, 1x Gigabit Ethernet port
- MR36 2x2:2 MU-MIMO and OFDMA, 1x Gigabit Ethernet port
- MR36H 2x2:2 MU-MIMO and OFDMA, 1x Gigabit Ethernet port, 2 x Gigabit LAN ports
- MR44 2x2:2 + 4x4:4 UL/DL MU-MIMO and OFDMA, 1x 2.5 Multigigabit Ethernet port
- MR46 & MR46E 4x4:4 UL/DL MU-MIMO and OFDMA, 1x 2.5 Multigigabit Ethernet port
- MR56 8x8:8 UL/DL MU-MIMO and OFDMA, 1x 5 Multigigabit Ethernet port

**Wi-Fi 6/6E Outdoor models**

- MR76 2x2:2 MU-MIMO and OFDMA, 1x Gigabit Ethernet port
- MR78 2x2:2 MU-MIMO and OFDMA, 1x Gigabit Ethernet port
- MR86 4x4:4 MU-MIMO and OFDMA, 1x 2.5 Multigigabit Ethernet port
- CW9163E – Wi-Fi 6E, 2x2x2 MU-MIMO and OFDMA, 1x 2.5 Multigigabit Ethernet port

**Full vendor product specification sheets have been provided behind Tab 4 of our RFP response**

## 6 Customer Service Support Plan

Presidio is pleased to propose Cisco Meraki, a cloud-managed edge and branch networking solution that helps simplify enterprise-class networks. Wireless, switching, security, and mobile devices are centrally managed from the cloud to optimize ease-of-use. This comprehensive portfolio of wireless, security and mobile device management (MDM) gives administrators optimal visibility and control into the network. These networking products can scale from small branch to campus deployments and provide up-to-date features while helping to reduce OpEx.

We are proposing the CISCO MERAKI Cloud based switching technology as we have seen many districts adopting this technology that has limited staff to support this. Presidio is a MERAKI Manager Services Provider and can provide a Remote NOC option for support.

We will work with Union Parish School District to design the Project Plan to meet the deadlines site. The equipment is all readily available and once notification of award, a specific site by site project plan will be presented to **Union** Parish School District for approval. Project plan will break down the work to be performed into manageable phases, activities and tasks as appropriate. The Project plan will provide expected start and completion dates. We have the ability to support (technical and training) with onsite engineers, over the phone, and via WebEx with video. Our normal operating hours are Monday to Friday 8-5pm.

Meraki also offers 24 hour a day access to training along with help desk support for general questions. Meraki has a next-day replacement warranty on all equipment and has a 365 day, 24 hour help desk located in San Francisco.

There will be a Project Manager (normal business hours and planned afterhours if needed), Inside Sales Representative (normal business hours), and your account manager (normal business hours and when needed) assigned to support the staff.

## 7 Presidio Installation

### Presidio / Cisco Meraki Wireless

Presidio will perform the following task in relation to the deployment of Cisco Meraki Wireless Access Points. Any task not mentioned within this task list should be assumed "Out-of-Scope" unless otherwise mention to be handled by a subcontractor with this RFP response.

- Perform an initial design session with the customer
- Review existing architecture
- Provision Meraki Dashboard
  - Note: Any routing/firewall rules to allow for dashboard/cloud connections are the responsibility of the customer
- Load Access Points into dashboard
  - Assign Static IP Address (provided by the school district)
  - Assign Unique name
- Build up to 4 SSID's with one of the below connection policy methods
  - Active directory Authentication
    - Note: Will configure up to 4 separate Active Directory authentication groups
    - Note: Endpoint configuration is the customers responsibility
  - PSK (Pre-Shared Key)
  - Up to 4 login splash screens (Any customized images will be the responsibility of the school district)
- Create a test plan
- Work with the staff to perform limited location wireless connectivity testing (Complete coverage mapping & testing is not included in this scope of work)
- Perform knowledge transfer with the IT staff to ensure basic understanding of the implementation of the solution
- Create hand off documentation to include IP address, MAC Address, and a location description
  - Note: If maps of AP placements are required the customer will be required to provide the maps in advance to the cabling provider for documentation.

### Presidio / Cisco Meraki Switches

Presidio will perform the following task in relation to the deployment of Cisco Meraki MS Switches. Any task not mentioned within this task list should be assumed "Out-of-Scope" unless otherwise mention to be handled by a subcontractor with this RFP response.

- Perform an initial design session with the customer
- Review existing architecture
- Provision Meraki Dashboard
  - Note: Any routing/firewall rules to allow for dashboard/cloud connections are the responsibility of the customer
- Load switches into dashboard
  - Assign Static IP
  - Assign Unique name
- Build up to 4 separate VLAN's
- Create a cutover plan
- Communicate the cutover with the cabling provider to be executed

- Work with the staff to perform limited location wired connectivity testing (Complete testing is not included in this scope of work)
- Perform knowledge transfer with the IT staff to ensure basic understanding of the implementation of the solution
- Create hand off documentation to include IP address, MAC Address, and a location description
  - Note: If maps of switch placements are required the customer will be required to provide the maps in advance to the cabling provider form documentation.

## 8 Presidio Project Management

Presidio Project Manager fees for installation and/or configuration projects will be determined on the number of UNITS being installed and/or configured as well as tied to the number of schools in each project.

The definition of "Units" includes access points, switches, UPS units, cabling drops, and rack installations. Essentially, it encompasses any equipment that the Presidio team needs to physically handle or configure for the school district.

For schools ordering under 100 UNITS a One-time fee of \$1480.00 will be assigned for our project coordination team.

For schools ordering over 100 UNITS the fee will be \$1480.00 per school location.

Example of 100 UNITS could be 40 access points, 10 switches, 40 cable runs, 5 racks and 5 UPS units:  
(40 + 10 + 40 + 5 + 5 = 100 Units)

Example of over 100 UNITS being installed at only 6 school sites:

$$6 \text{ Sites} \times \$1480.00 = \$8,880.00 \text{ Total PM Fee}$$

The fee will be assigned based on the complexity and scope of managing the project across multiple locations, ensuring that the Project Manager is adequately compensated for the coordination, oversight, and successful implementation of the project at each school site. We feel the UNIT approach allows for a fair and transparent assessment, aligning the fee with the scale and intricacies associated with the project's size and geographical spread.

It is important to note that our Project Manager fee will not exceed the total cost of the equipment ordered and being installed. Furthermore, we do not charge Project Manager fees for procuring equipment alone; fees are applicable only when equipment needs to be installed or configured.

Presidio will provide a Project Manager (PM), who will be single point of contact for all project support issues within the scope of this project. The PM is experienced in project management best practice methodologies and familiar with the technology involved. This Project Manager is responsible for timely completion of the scope, schedule and budget utilizing Presidio's Project Management Method. Included for our standard Project Management offering for this engagement are the following:

- Remote only, no onsite project management
- Project kickoff meeting (Remote)
- Deliverable/milestone tracking
- Resource scheduling and oversight
- Project closeout

## 9 Presidio Legal Adds or Changes

### **Warranty**

Upon award, Presidio requests to add a warranty section. All applicable manufacturer warranties, certifications and guarantees are passed through directly to the District. Presidio serves as a single point of contact between the applicable OEM and the District to enforce such passed through warranties but does not provide additional warranties related to the applicable-provided OEM products. Professional Services performed by Presidio will be performed in a good and workmanlike manner and will meet or exceed industry standards. Below is our standard warranty language:

PRESIDIO WARRANTS ALL SERVICES WILL BE PROVIDED IN A PROFESSIONAL AND WORKMANLIKE MANNER CONSISTENT WITH INDUSTRY STANDARDS. PRESIDIO SERVICES ARE WARRANTED FOR THIRTY (30) DAYS FROM THE DATE OF FINAL DELIVERY OF THE SERVICES, DURING WHICH PERIOD PRESIDIO SHALL PROMPTLY CORRECT ANY DEFECTIVE WORKMANSHIP AT NO ADDITIONAL COST TO CLIENT AS CLIENT'S SOLE AND EXCLUSIVE REMEDY. ALL PRODUCTS PROVIDED BY PRESIDIO ARE PROVIDED "AS IS" SUBJECT TO THE WARRANTY PROVIDED BY MANUFACTURER EXCEPT AS EXPRESSLY PROVIDED IN THIS AGREEMENT, PRESIDIO MAKES NO WARRANTIES, EXPRESS OR IMPLIED, AND SPECIFICALLY DISCLAIMS ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, TITLE OR NON-INFRINGEMENT OR ANY WARRANTY ARISING BY USAGE OF TRADE, COURSE OF DEALINGS OR COURSE OF PERFORMANCE. ANY AND ALL ORIGINAL EQUIPMENT MANUFACTURER ("OEM") WARRANTIES, CERTIFICATIONS AND GUARANTEES ARE PASSED THROUGH TO CLIENT. PRESIDIO SERVES AS A SINGLE POINT OF CONTACT BETWEEN THIRD PARTY OEMS AND CLIENT TO ENFORCE SUCH PASSED THROUGH WARRANTIES, IF ANY. CLIENT AGREES THAT ANY HARDWARE OR SOFTWARE PRODUCTS PROVIDED TO CLIENT UNDER THIS AGREEMENT WILL CARRY THE WARRANTY PROVIDED BY THE MANUFACTURER AND PRESIDIO MAKES NO INDEPENDENT WARRANTY WITH RESPECT TO SUCH HARDWARE OR SOFTWARE PRODUCTS.

### **Limitation of Liability**

To the extent allowed by law, Presidio requests the ability to include an industry standard reciprocal limitation on liability upon award, such as the language below:

TO THE EXTENT ALLOWED BY LAW, IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR ANY INDIRECT, INCIDENTAL SPECIAL, EXEMPLARY, PUNITIVE OR CONSEQUENTIAL DAMAGES, OR DAMAGES FOR LOSS OF PROFITS, REVENUE, DATA, OR USE, INCURRED BY CLIENT OR ANY THIRD PARTY, WHETHER IN AN ACTION IN CONTRACT, TORT, STATUTORY OR OTHERWISE (ANY LEGAL THEORY), EVEN IF THE OTHER PARTY OR ANY OTHER PERSON HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

TO THE EXTENT ALLOWED BY LAW AND EXCEPT IN THE EVENT OF A PARTY'S GROSS NEGLIGENCE OR WILLFUL MISCONDUCT EACH PARTY'S ENTIRE LIABILITY AND EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY CLIENT FOR SERVICES OR PRODUCTS UNDER THE APPLICABLE ORDER.

Indemnity

THE ENTIRE LIABILITY OF CONTRACTOR AND THE DISTRICT'S EXCLUSIVE REMEDY UNDER THIS AGREEMENT SHALL BE LIMITED TO THE TOTAL AMOUNT PAID BY THE DISTRICT UNDER THIS AGREEMENT OVER THE TWELVE MONTHS PRECEDING THE CLAIM IN QUESTION. THE LIABILITY OF CONTRACTOR SHALL BE CUMULATIVE AND NOT PER INCIDENT. THESE LIMITATIONS, EXCLUSIONS AND DISCLAIMERS SHALL APPLY TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, EVEN IF ANY REMEDY FAILS ITS ESSENTIAL PURPOSE.

IN NO EVENT SHALL CONTRACTOR BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, EXEMPLARY, PUNITIVE, OR CONSEQUENTIAL DAMAGES WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, COSTS FOR PROCUREMENT OF SUBSTITUTE SERVICES OR DAMAGES FOR LOSS OF PROFITS, REVENUE, DATA, USE, OR BUSINESS INTERRUPTION INCURRED BY THE BOARD OR ANY THIRD PARTY, WHETHER OR NOT ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

## 10 Presidio & eRate

Presidio has been a dedicated participant in the E-Rate program since 1998, consistently demonstrating its commitment to providing essential technological support to educational institutions. As a testament to its unwavering dedication, Presidio currently holds the prestigious Green Light status with the Federal Communications Commission (FCC). This esteemed status underscores Presidio's continuous efforts to ensure that schools and educational organizations receive the necessary resources and services required to enhance their digital infrastructure and educational capabilities. With nearly two and a half decades of active involvement in the E-Rate program, Presidio continues to play a pivotal role in advancing the connectivity and technological empowerment of educational institutions across the country.

Presidio is a leading solution provider with more than 30 years of experience specializing in designing, planning, and implementing a wide range of Tier-1 manufacturers' advanced technology solutions. We have a solid history of serving the needs of countless K-12 customers. Our extensive experience provides us with an enhanced understanding and first-hand customer knowledge of the unique challenges faced by these organizations.

Over the past several years, E-Rate business has been a primary focus for Presidio, and we have a successful E-Rate history. As a participant in the E-Rate program since 1998 with more than 1,000 E-Rate projects totaling approximately \$80M during the past three funding years alone, Presidio has considerable E-Rate knowledge and experience. We have demonstrated the ability to deliver reliable solutions and services to school districts nationwide through the E-Rate program. Presidio is knowledgeable and well-practiced in the E-Rate process and maintains long-lasting relationships with our E-Rate customers. Our successful E-Rate projects allow for client support outside of the E-Rate program for projects that are necessary, yet do not qualify as E-Rate eligible.

Presidio has implemented E-Rate projects that range in size from 4 to 40 campuses. Presidio's engineers have maintained and fulfilled the needs of our customers consistently, and we are able to respond in a timely and efficient manner to unforeseen needs that may arise, particularly with regard to network infrastructure. Presidio is committed to providing <Client Name> the same level of exceptional support and customer service that other K-12 clients currently receive from us.

Our dedicated E-Rate staff has received training provided by the Universal Service Administrative Co. (USAC). We ensure compliance with all E-Rate program rules and regulations using the information provided by USAC online tools and through our subscription for the Funds for Learning E-Rate Manager. As a qualified E-Rate vendor (SPIN: 143024659 and FCC/FRN: 0011597333), Presidio provides all the necessary documentation and applies billing in accordance with the terms of the E-Rate program.

<https://apps.fcc.gov/cores/userLogin.do>

## FRN Financial

[Manage FRNs](#)

**FRN Financial**

Show  entries Search:

FRN	FRN Name	Red Light Status	Action
0011597333	Presidio Networked Solutions LLC	Green Light	<a href="#">View/Make Payments</a>
0024373342	Presidio Network Solutions Group, LLC	Green Light	<a href="#">View/Make Payments</a>

Showing 1 to 2 of 2 entries Previous1Next

[Go Back](#)

[Close Window](#)

### Registration Detail

FRN:	0011597333
Registration Date:	10/01/2004 03:10:06 PM
Last Updated:	09/16/2020 10:52:23 AM
Entity Name:	Presidio Networked Solutions LLC
Entity Type:	Private Sector , Limited Liability Corporation
Contact Organization:	
Contact Position:	Tax Director
Contact Name:	Cindy Kelly
Contact Address:	12120 Sunset Hills Road SUITE 202 Reston, VA 20190 United States
Contact Email:	taxdept@PRESIDIO.COM
ContactPhone:	(703) 870-3117
ContactFax:	(703) 435-3004

[Close Window](#)

### Registration Detail

FRN:	0024373342
Registration Date:	02/26/2015 02:59:00 PM
Last Updated:	12/09/2020 04:36:24 PM
Entity Name:	Presidio Network Solutions Group, LLC
Entity Type:	Federal Agency , Commission
Contact Organization:	Presidio Networked Solutions LLC
Contact Position:	Collections Associate/Administrator for USAC
Contact Name:	Susan E Lanbert
Contact Address:	8161 Maple Lawn Blvd Suite 150 Fulton, MD 20759 United States
Contact Email:	slambert@presidio.com
ContactPhone:	(301) 313-2038
ContactFax:	

10/24/23, 3:49 PM

Service Provider Download Tool



## Schools and Libraries

USAC Home | Schools and Libraries Program | Search Tools | Service Provider Download Tool

### SERVICE PROVIDER DOWNLOAD TOOL

This tool provides service provider data for USAC's Schools and Libraries Program. Enter your search criteria then select "Search". If you wish to view and download all service provider data do not enter any search criteria. Click on the hyperlink for the SPIN to view all details associated with a service provider. You can download all data in a CSV (commas separated value) file by clicking the "Export" button.

You can find a detailed data map and definitions for all fields in the [Service Provider Download Tool User Guide](#).

#### Search Criteria

Service Provider Name	<input type="text" value="Presidio"/>	<small>e.g. full or partial name</small>	<small>Data is updated nightly and includes the latest updates to EPC service provider profile data.</small>
SPIN	<input type="text" value="143015315"/>		
Status	<input type="text" value="All"/>	<input type="button" value="v"/>	
City	<input type="text"/>		
State	<input type="text" value="All State"/>	<input type="button" value="v"/>	
Zip Code	<input type="text"/>	<small>e.g. 12346</small>	

[Reset](#) [Search](#)

[Export](#)

Show  entries

Search:

SPIN	Service Provider Name	Doing Business As	Status	Contact Name	Email	Phone	Spac Filed (FCC Form 473)
<a href="#">143015315</a>	Presidio Networked Solutions LLC	same as above	Active	Susan Lambert	slambert@presidio.com	301-313-2038	1998,1999,2000,2001,2002,2003,2004,2005,2006,2007,2008,2009,2010,2011,2012,2013,2014,2015,2016,2017,2018,2019,2020,2021,2022,2023

Showing 1 to 1 of 1 entries

Previous  Next

11 Presidio Certificate





**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)  
 9/27/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> McGriff Insurance Services 150 S. Warner Road Suite 480 King Of Prussia PA 19406-2639	<b>CONTACT NAME:</b> Christine Richardson	
	<b>PHONE (A/C No. Ext):</b> 810-279-8550	<b>FAX (A/C No.):</b> 810-279-8543
<b>E-MAIL ADDRESS:</b> crichardson@mcgriff.com		
<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
<b>INSURER A:</b> Federal Insurance Company		20281
<b>INSURER B:</b> Great Northern Insurance Company		20303
<b>INSURER C:</b> Chubb Custom Insurance Company		38989
<b>INSURER D:</b> American Zurich Insurance Company		40142
<b>INSURER E:</b>		
<b>INSURER F:</b>		

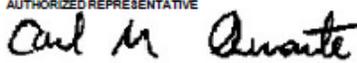
**INSURED**  
 BCEC-Port Holdings (Delaware) LP  
 Presidio Inc.  
 12100 Sunset Hills Road - Suite 300  
 Reston VA 20190

**COVERAGES**      **CERTIFICATE NUMBER:** 1110304077      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			35852422BAL	10/1/2023	10/1/2024	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COM/PROP AGG \$2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> Comp \$1,000 <input checked="" type="checkbox"/> Coll \$1,000			73543321	10/1/2023	10/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ n			79857023	10/1/2023	10/1/2024	EACH OCCURRENCE \$25,000,000 AGGREGATE \$25,000,000
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory In NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	WC980925909	3/1/2023	3/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	ProfESIO, Cyber			D95452796	10/1/2023	10/1/2024	Per claim/Agg \$10,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES** (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 Named Insureds:  
 BCEC-Port Holdings (Delaware) LP  
 Port Holdo Inc.  
 Port Midco, LLC  
 Presidio, Inc.  
 Presidio Holdings Inc.  
 Presidio IS LLC  
 Presidio LLC  
 See Attached...

<b>CERTIFICATE HOLDER</b>  BCEC-Port Holdings (Delaware), LP, Presidio Inc. 12100 Sunset Hills Road - Suite 300 Reston VA 20190	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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AGENCY CUSTOMER ID: 150PRESIINC

LOC #: \_\_\_\_\_



ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY McGriff Insurance Services		NAMED INSURED BCEC-Port Holdings (Delaware) LP Presidio Inc. 12100 Sunset Hills Road - Suite 300 Reston VA 20190	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.  
 FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

Presidio Capital Funding LLC  
 Presidio Networked Solutions LLC  
 Presidio Technology Capital, LLC  
 Presidio Government Solutions LLC  
 Presidio Networked Solutions Group, LLC  
 3rd Ave. Creative Marketing & Branding LLC  
 Rove, LLC  
 CloudiX, Inc.

Evidence of coverage for 8161 Maple Lawn Blvd. Suite 150, Fulton, MD 20759

## 12 Presidio and Cisco

Presidio and Cisco have developed a comprehensive partnership to provide robust and reliable solutions to our clients. This is accomplished by Presidio establishing deep technical expertise in the entire Cisco portfolio and by a unique collaborative relationship that results in co-developing innovative solutions and having CEO-level access. In 2000, Presidio was awarded a Premier partnership with Cisco, which was upgraded to Gold Partner status in 2001. In 2021, Cisco changed its partner program designations and Presidio is now a Cisco Gold Integrator and Gold Provider. The integrator role is for partners that are selling Cisco technology and services and adding their own unique value to solve critical customer business challenges.

Presidio's Customer ID with Cisco (aka Reseller number) # 11978



From cybersecurity to collaboration, the Cisco portfolio is vast, thorough, and everexpanding. At Presidio, we have a comprehensive understanding of Cisco's unparalleled products and services. This, coupled with our commitment to remain ahead of the curve on digital trends, allows us to be uniquely positioned to provide the most reliable Cisco solutions for our clients.

### TOGETHER, WE BRIDGE THE POSSIBLE

 <b>Multi-Cloud</b> Innovative freedom with consistency using networking, security, analytics and management to deliver a seamless experience	 <b>Security</b> Security is a priority in everything we do. We give you the scope, scale and capabilities to keep up with the complexity and volume of threats	 <b>SD-WAN</b> Provides a predictable application experience, simplicity at enterprise scale, a secure platform and flexibility with a cloud –first architecture
 <b>Cross Architecture Automation</b> Simplify operations by centrally managing your infrastructure, orchestrating and automating updates and receiving real time status and alerts	 <b>Simplicity of Policy Management</b> Policy driven architecture to simplify, optimize and accelerate the entire application deployment life	 <b>Intelligent Fabric</b> Simplify the deployment of data center fabric and automate consumption of network services

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#### OUR JOINT SOLUTIONS

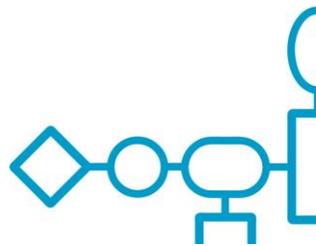
- Enterprise Networking
- Collaboration
- Security
- Data Center Virtualization

#### QUICK FACTS

- 30+ Cisco Specializations
- 2,200+ Cisco Technical Certifications
- 160+ Individuals, 250+ CCIE
- 2022 Global Customer Experience Partner of the Year
- 2022 Americas Cisco Capital Partner of the Year
- 2022 Americas Meraki Partner of the Year
- 2022 Americas Public Sector Partner of the Year

# TAB 3

## Pricing Sheets



Product Header	Product Sub	Location or Years	Band or License level	Part Number	Product Description	MSRP	Customer Unit Price	eRate Eligibility	Reference Page
Meraki AP	WiFi 6E	Indoor	WiFi 6E	CW9162I-MR	Catalyst 9162I AP (W6E, tri-band 2x2) w/Meraki	\$1,251.23	\$ 450.44	100%	meraki.com
Meraki AP	WiFi 6E	Indoor	WiFi 6E	CW9164I-MR	Catalyst 9164I AP (W6E, tri-band 4x4 + 2x2) w/Meraki	\$2,205.98	\$ 794.15	100%	meraki.com
Meraki AP	WiFi 6E	Indoor	WiFi 6E	CW9166I-MR	Catalyst 9166I AP (W6E, tri-band 4x4) w/Meraki	\$2,507.48	\$ 902.69	100%	meraki.com
Meraki AP	WiFi 6E	Indoor	WiFi 6E	CW9166D1-MR	Catalyst 9166D1 AP (W6E, tri-band 4x4) w/MERAKI	\$2,808.98	\$ 1,011.23		
Meraki AP	WiFi 6E	Indoor	WiFi 6E	MR57-HW	Meraki MR57 Wi-Fi 6E Indoor AP (W6E, tri-band 4x4)	\$2,808.98	\$ 1,011.23	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR56-HW	Meraki MR56 Wi-Fi 6 Indoor AP (W6, 8x8:8)	\$2,359.86	\$ 849.55	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR46-HW	Meraki MR46 Wi-Fi 6 Indoor AP (W6, 4x4:4)	\$1,886.71	\$ 679.22	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR46E-HW	Meraki MR46E Wi-Fi 6 Indoor AP w External Antenna Connectors (W6, 4x4:4)	\$1,886.71	\$ 679.22	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR44-HW	Meraki MR44 WiFi 6 Indoor AP (W6, 2x2:2 + 4x4:4)	\$1,297.75	\$ 467.19	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR36-HW	Meraki MR36 Wi-Fi 6 Indoor AP (W6, 2x2:2)	\$797.31	\$ 287.03	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR36H-HW	Meraki MR36H Wi-Fi 6 Indoor AP w/ 4 port switch (W6, 2x2:2)	\$946.31	\$ 340.67	100%	meraki.com
Meraki AP	WiFi 6	Indoor	WiFi 6	MR28-HW	Meraki MR28 Wi-Fi 6 Indoor AP (W6, 2x2:2)	\$501.50	\$ 180.54	100%	meraki.com
Meraki AP	WiFi 6	Outdoor	WiFi 6	MR86-HW	Meraki MR86 Wi-Fi 6 Outdoor AP (W6, 4x4:4)	\$2,898.07	\$ 1,043.31	100%	meraki.com
Meraki AP	WiFi 6	Outdoor	WiFi 6	MR78-HW	Meraki MR78 Wi-Fi 6 Outdoor AP (W6, 2x2:2)	\$1,506.50	\$ 542.34	100%	meraki.com
Meraki AP	WiFi 6	Outdoor	WiFi 6	MR76-HW	Meraki MR76 Wi-Fi 6 Outdoor AP External Antenna Connectors (W6, 2x2:2)	\$2,081.88	\$ 749.48	100%	meraki.com
Meraki AP	WiFi 6E	Outdoor	WiFi 6E	CW9163E-MR	Catalyst 9163E AP (W6E, tri-band 2x2) w/Meraki (Antennas required)	\$3,009.98	\$ 1,083.59	100%	meraki.com
Meraki AP	License	1 year	Enterprise	LIC-ENT-1YR	Meraki MR Enterprise License, 1YR	\$200.70	\$ 72.25	100%	meraki.com
Meraki AP	License	3 years	Enterprise	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	\$451.58	\$ 162.57	100%	meraki.com
Meraki AP	License	5 years	Enterprise	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	\$752.63	\$ 270.95	100%	meraki.com
Meraki AP	License	7 years	Enterprise	LIC-ENT-7YR	Meraki MR Enterprise License, 7YR	\$1,053.68	\$ 379.32	100%	meraki.com
Meraki AP	License	10 years	Enterprise	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	\$1,505.25	\$ 541.89	100%	meraki.com
Meraki AP	License	1 year	Advanced	LIC-MR-ADV-1Y	Meraki MR Advanced License and Support, 1YR	\$401.40	\$ 144.50	50%	meraki.com
Meraki AP	License	3 years	Advanced	LIC-MR-ADV-3Y	Meraki MR Advanced License and Support, 3YR	\$903.15	\$ 325.13	50%	meraki.com
Meraki AP	License	5 years	Advanced	LIC-MR-ADV-5Y	Meraki MR Advanced License and Support, 5YR	\$1,505.25	\$ 541.89	50%	meraki.com
Meraki AP	License	1 year	Advanced	LIC-MR-UPGR-1Y	Meraki MR Advanced License Upgrade and Support 1YR	\$200.70	\$ 72.25	0%	meraki.com
Meraki AP	License	3 years	Advanced	LIC-MR-UPGR-3Y	Meraki MR Advanced License Upgrade and Support 3YR	\$451.58	\$ 162.57	0%	meraki.com
Meraki AP	License	5 years	Advanced	LIC-MR-UPGR-5Y	Meraki MR Advanced License Upgrade and Support 5YR	\$752.63	\$ 270.95	0%	meraki.com
Meraki AP	Antenna			MA-ANT-20	Meraki Dual-band Omni Antennas	\$235.39	\$ 84.74	100%	meraki.com
Meraki AP	Antenna			MA-ANT-21	Meraki 5GHz Sector Antenna	\$412.82	\$ 148.62	100%	meraki.com
Meraki AP	Antenna			MA-ANT-23	Meraki 2.4GHz Sector Antenna	\$412.82	\$ 148.62	100%	meraki.com
Meraki AP	Antenna			MA-ANT-25	Meraki Dual Band Patch Antenna	\$412.82	\$ 148.62	100%	meraki.com
Meraki AP	Antenna			MA-ANT-27	Meraki Dual Band Sector Antenna	\$412.82	\$ 148.62	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-A1	Meraki Indoor Dual-band Dipole Antenna	\$46.13	\$ 16.61	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-A5	Meraki Indoor Dual-band Dipole Antennas, 5-pack for MR42E	\$199.90	\$ 71.96	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-A6	Meraki Indoor Dual-band Dipole Ant, 6-pack for MR46E/MR53E	\$235.39	\$ 84.74	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-B1	Meraki Indoor Bendable Dual-band Dipole Antenna	\$46.13	\$ 16.61	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-B5	Meraki Indoor Bendable Dual-band Dipole Ant 5pk for MR42E	\$199.90	\$ 71.96	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-B6	Meraki Indoor Bendable Dual-band Dipole Ant 6pk MR46E/MR53E	\$235.39	\$ 84.74	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-C5	Meraki Indoor Dual-band Panel Omni Antenna, 5-port for MR42E	\$471.97	\$ 169.91	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-C6	Meraki Indoor Dual-band Panel Omni Ant, 6port MR46E/MR53E	\$590.26	\$ 212.49	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-D5	Meraki Indoor Dual-band Downtilt Omni Antenna 5port (MR42E)	\$495.45	\$ 178.36	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-D6	Meraki Indoor Dual-band Downtilt Omni Ant, 6port MR46E/MR53E	\$619.62	\$ 223.06	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-E5	Meraki Indoor Dual-band Wide Patch Antenna, 5-port for MR42E	\$743.80	\$ 267.77	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-E6	Meraki Indoor Dual-band Wide Patch Ant, 6port MR46E/MR53E	\$743.80	\$ 267.77	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-F5	Meraki Indoor Dual-band Narrow Patch Antenna, 5-port (MR42E)	\$1,737.18	\$ 625.38	100%	meraki.com
Meraki AP	Antenna			MA-ANT-3-F6	Meraki Indoor Dual-band Narrow Patch Ant, 6-port MR46E/MR53E	\$1,737.18	\$ 625.38	100%	meraki.com
Catalyst	Antenna			CW-ANT-O1-NS-00	Catalyst and Meraki 4/8/8 dBi Omni Dipole, N connector (1 per pack)	\$251.25	\$ 90.45	100%	meraki.com
Catalyst	Antenna			CW-ANT-GPS2-00	Catalyst and Meraki GPS/GNSS Antenna, Outdoor, SMA connector, (1 per pack)	\$341.70	\$ 123.01	100%	meraki.com
Meraki AP	Mount			CW-MNT-ART2-00	Articulating AP Arm	\$201.00	\$ 72.36	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-1	Meraki Standard Mounting Arm for E & F Series Patch Antenna	\$235.39	\$ 84.74	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-2	Meraki Long Mounting Arm for E & F Series Patch Antenna	\$235.39	\$ 84.74	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-3	Meraki Horizontal Mnting Bracket - C & D Series Omni Antenna	\$117.10	\$ 42.16	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-4	Meraki Vertical Mounting Bracket - C & D Series Omni Antenna	\$117.10	\$ 42.16	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-5	Meraki Extension Arm for all Antennas	\$146.23	\$ 52.64	100%	meraki.com
Meraki AP	Mount			MA-MNT-ANT-6	Meraki Outdoor Antenna Mount Kit	\$99.50	\$ 35.82	100%	meraki.com
Meraki AP	Mount			MA-MNT-CLG-1	Meraki T-Rail Channel Adapter Mount Kit	\$29.58	\$ 10.65	100%	meraki.com
Meraki AP	Mount			MA-MNT-MR-1	Meraki Replacement Mounting Kit for MR12/MR16	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount			MA-MNT-MR-10	Meraki Replacement Mounting Kit for MR84	\$81.62	\$ 29.38	100%	meraki.com
Meraki AP	Mount			MA-MNT-MR-11	Meraki Replacement Mounting Kit for MR33	\$57.96	\$ 20.87	100%	meraki.com

Meraki AP	Mount		MA-MNT-MR-12	Meraki Replacement Mount Plate for MR20 AP	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-13	Meraki Replacement Mount Plate for MR70 AP	\$81.62	\$ 29.38	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-14	Meraki Replacement Mounting Kit for MR55	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-15	Meraki Replacement Mounting Kit for MR45	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-16	Meraki Replacement Mounting Kit for MR76/MR86	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-17	Meraki Replacement Mounting Kit for MR36	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-18	Meraki Replacement Mounting Kit for MR46E	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-2	Meraki Replacement Mounting Kit for MR62/MR66	\$81.62	\$ 29.38	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-3	Meraki Replacement Mounting Kit for MR34	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-4	Meraki Replacement Mounting Kit for MR18	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-5	Meraki Replacement Mounting Kit for MR26	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-6	Meraki Replacement Mounting Kit for MR32	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-7	Meraki Replacement Mounting Kit for MR72/MR74	\$81.62	\$ 29.38	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-8	Meraki Replacement Mounting Kit for MR42 and MR42E	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-9	Meraki Replacement Mounting Kit for MR52/MR53 and 53E	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-H1A	Meraki Replacement Wall plate Mounting Kit for MR30H/MR36H	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-H2	Meraki Surface Mounting Kit for MR30H	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-MNT-MR-H3A	Meraki Wired Guest Port Cover - Mounting Kit for MR30H/MR36H	\$57.96	\$ 20.87	100%	meraki.com
Meraki AP	Mount		MA-UMNT-MR-A2	Meraki MR Adaptor for Cisco Universal Mounts	\$35.49	\$ 12.78	100%	meraki.com
Meraki AP	Mount		MA-UMNT-MR-A3	Meraki MR Adaptor for Aruba Universal Mounts	\$35.49	\$ 12.78	100%	meraki.com
Meraki AP	Power		MA-INJ-4	Meraki MR 802.3at PoE Injector (Power Cord Not Included)	\$152.59	\$ 54.93	100%	meraki.com
Meraki AP	Power		MA-INJ-6	Meraki mGig 802.3bt PoE Injector (Power Cord Not Included)	\$448.31	\$ 161.39	100%	meraki.com
Meraki AP	Power		MA-PWR-30W-US	Meraki AC Adapter for MR Wireless Access Points (US Plug)	\$42.83	\$ 15.42	100%	meraki.com

Product Header	Product Family	Port Count	L2 or L3	POE	Part Number	Product Description	MSRP	Customer Unit Price	eRate Eligibility	Reference Page
Switch	MS150*	24	Layer 2		MS150-24T-4G	Meraki MS150-24T-4G L2 Stck Cld-Mngd 24GE Switch	\$ 3,094.00	\$ 1,113.84	100%	meraki.com
Switch	MS150*	24	Layer 2	PoE	MS150-24P-4G	Meraki MS150-24P-4G L2 Stck Cld-Mngd 24GE 370W PoE Switch	\$ 3,851.00	\$ 1,386.36	100%	meraki.com
Switch	MS150*	48	Layer 2		MS150-48T-4G	Meraki MS150-48T-4G L2 Stck Cld-Mngd 48GE Switch	\$ 4,421.00	\$ 1,591.56	100%	meraki.com
Switch	MS150*	48	Layer 2	PoE	MS150-48LP-4G	Meraki MS150-48LP-4G L2 Stck Cld-Mngd 48GE 370W PoE Switch	\$ 5,179.00	\$ 1,864.44	100%	meraki.com
Switch	MS150*	48	Layer 2	PoE	MS150-48FP-4G	Meraki MS150-48FP-4G L2 Stck Cld-Mngd 48GE Switch	\$ 4,609.00	\$ 1,659.24	100%	meraki.com
Switch	MS150*	24	Layer 2	PoE	MS150-24T-4X	Meraki MS150-24T-4X L2 Stck Cld-Mngd 24GE 370W PoE Switch	\$ 5,982.00	\$ 2,153.52	100%	meraki.com
Switch	MS150*	24	Layer 2	PoE	MS150-24P-4X	Meraki MS150-24P-4X L2 Stck Cld-Mngd 48GE 740W PoE Switch	\$ 6,885.00	\$ 2,478.60	100%	meraki.com
Switch	MS150*	48	Layer 2		MS150-48T-4X	Meraki MS150-48T-4X L2 Stck Cld-Mngd 48GE Switch	\$ 5,937.00	\$ 2,137.32	100%	meraki.com
Switch	MS150*	48	Layer 2	PoE	MS150-48LP-4X	Meraki MS150-48LP-4X L2 Stck Cld-Mngd 48GE 370W PoE Switch	\$ 7,309.00	\$ 2,631.24	100%	meraki.com
Switch	MS150*	48	Layer 2	PoE	MS150-48FP-4X	Meraki MS150-48FP-4X L2 Stck Cld-Mngd 48GE 740W PoE Switch	\$ 8,312.00	\$ 2,992.32	100%	meraki.com
Switch	MS150*	24	Layer 2	PoE	MS150-24MP-4X	Meraki MS150-24MP-4X Cld-Mngd 16GE + 8(5GE) 370W PoE Switch	\$ 9,449.00	\$ 3,401.64	100%	meraki.com
Switch	MS150*	48	Layer 2	PoE	MS150-48MP-4X	Meraki MS150-48MP-4X Cld-Mngd 32GE + 12(5GE) 740W PoE Switch	\$ 13,966.00	\$ 5,027.76	100%	meraki.com
License	MS150*				LIC-MS150-24-1Y	Meraki MS150-24 Enterprise License and Support, 1 Year	\$ 172.00	\$ 61.92	100%	meraki.com
License	MS150*				LIC-MS150-24-3Y	Meraki MS150-24 Enterprise License and Support, 3 Year	\$ 387.00	\$ 139.32	100%	meraki.com
License	MS150*				LIC-MS150-24-5Y	Meraki MS150-24 Enterprise License and Support, 5 Year	\$ 645.00	\$ 232.20	100%	meraki.com
License	MS150*				LIC-MS150-48-1Y	Meraki MS150-48 Enterprise License and Support, 1 Year	\$ 297.00	\$ 106.92	100%	meraki.com
License	MS150*				LIC-MS150-48-3Y	Meraki MS150-48 Enterprise License and Support, 3 Year	\$ 669.00	\$ 240.84	100%	meraki.com
License	MS150*				LIC-MS150-48-5Y	Meraki MS150-48 Enterprise License and Support, 5 Year	\$ 1,116.00	\$ 401.76	100%	meraki.com
**** MS150 is in "pre release stages" - as of this RFP response it will be orderable in February 2025 - MSRP is NOT fully confirmed and could change ****										
Switch	MS130	8	Layer 2	Data	MS130-8-HW	Meraki MS130-8 Cloud Managed 8GE Switch	\$ 804.00	\$ 289.44	100%	meraki.com
Switch	MS130	8	Layer 2	PoE+	MS130-8P-HW	Meraki MS130-8P Cloud Managed 8GE 120W PoE Switch	\$ 1,381.88	\$ 497.48	100%	meraki.com
Switch	MS130	8	Layer 2	PoE+	MS130-8X-HW	Meraki MS130-8X Cloud Mgd. 6GE + 2x(2.5GE) 120W PoE Switch	\$ 2,185.88	\$ 786.92	100%	meraki.com
License	MS130				LIC-MS130-CMPT-1Y	Meraki MS130-CMPT Enterprise License and Support, 1 Year	\$ 67.23	\$ 24.20	100%	meraki.com
License	MS130				LIC-MS130-CMPT-3Y	Meraki MS130-CMPT Enterprise License and Support, 3 Year	\$ 150.53	\$ 54.19	100%	meraki.com
License	MS130				LIC-MS130-CMPT-5Y	Meraki MS130-CMPT Enterprise License and Support, 5 Year	\$ 249.87	\$ 89.95	100%	meraki.com
Switch	MS130	12	Layer 2	PoE+	MS130-12X-HW	Meraki MS130-12X Cloud Mgd. 8GE + 4x(2.5GE) 240W PoE Switch	\$ 2,763.75	\$ 994.95	100%	meraki.com
Switch	MS130	24	Layer 2	Data	MS130-24-HW	Meraki MS130-24 Cloud Managed 24GE Switch	\$ 1,869.30	\$ 672.95	100%	meraki.com
Switch	MS130	24	Layer 2	PoE+	MS130-24P-HW	Meraki MS130-24P Cloud Managed 24GE 370W PoE Switch	\$ 3,009.98	\$ 1,083.59	100%	meraki.com
Switch	MS130	24	Layer 2	PoE+	MS130-24X-HW	Meraki MS130-24X Cloud Mgd. 18GE + 6x(2.5GE) 370W PoE Switch	\$ 5,527.50	\$ 1,989.90	100%	meraki.com
License	MS130				LIC-MS130-24-1Y	Meraki MS130-24 Enterprise License and Support, 1 Year	\$ 172.60	\$ 62.14	100%	meraki.com
License	MS130				LIC-MS130-24-3Y	Meraki MS130-24 Enterprise License and Support, 3 Year	\$ 388.35	\$ 139.81	100%	meraki.com
License	MS130				LIC-MS130-24-5Y	Meraki MS130-24 Enterprise License and Support, 5 Year	\$ 647.26	\$ 233.01	100%	meraki.com
Switch	MS130	48	Layer 2	Data	MS130-48-HW	Meraki MS130-48 Cloud Managed 48GE Switch	\$ 3,316.50	\$ 1,193.94	100%	meraki.com
Switch	MS130	48	Layer 2	PoE+	MS130-48P-HW	Meraki MS130-48P Cloud Managed 48GE 740W PoE Switch	\$ 5,376.75	\$ 1,935.63	100%	meraki.com
Switch	MS130	48	Layer 2	PoE+	MS130-48X-HW	Meraki MS130-48X Cloud Mgd. 40GE + 8x(2.5GE) 740W PoE Switch	\$ 8,241.00	\$ 2,966.76	100%	meraki.com
License	MS130				LIC-MS130-48-1Y	Meraki MS130-48 Enterprise License and Support, 1 Year	\$ 298.04	\$ 107.29	100%	meraki.com
License	MS130				LIC-MS130-48-3Y	Meraki MS130-48 Enterprise License and Support, 3 Year	\$ 671.34	\$ 241.68	100%	meraki.com
License	MS130				LIC-MS130-48-5Y	Meraki MS130-48 Enterprise License and Support, 5 Year	\$ 1,119.91	\$ 403.17	100%	meraki.com
Switch	MS130R	8	Layer 2	PoE	MS130R-8P-HW	Meraki MS130R-8P Cloud Mgd Ruggedized 8GE 240W PoE Switch	\$ 3,516.50	\$ 1,265.94	100%	meraki.com
License	MS130R				LIC-MS130-CMPT-1Y	Meraki MS130-CMPT Enterprise License and Support, 1 Year	\$ 67.23	\$ 24.20	100%	meraki.com
License	MS130R				LIC-MS130-CMPT-3Y	Meraki MS130-CMPT Enterprise License and Support, 3 Year	\$ 150.53	\$ 54.19	100%	meraki.com
License	MS130R				LIC-MS130-CMPT-5Y	Meraki MS130-CMPT Enterprise License and Support, 5 Year	\$ 249.87	\$ 89.95	100%	meraki.com
Switch	MS210	24	Layer 2	Data	MS210-24-HW	Meraki MS210-24 1G L2 Cld-Mngd 24x GigE Switch	\$ 4,424.97	\$ 1,592.99	100%	meraki.com
License	MS210				LIC-MS210-24-1YR	Meraki MS210-24 Enterprise License and Support, 1 Year	\$ 200.70	\$ 72.25	100%	meraki.com
License	MS210				LIC-MS210-24-3YR	Meraki MS210-24 Enterprise License and Support, 3 Year	\$ 451.58	\$ 162.57	100%	meraki.com
License	MS210				LIC-MS210-24-5YR	Meraki MS210-24 Enterprise License and Support, 5 Year	\$ 752.63	\$ 270.95	100%	meraki.com
Switch	MS210	24	Layer 2	PoE+	MS210-24P-HW	Meraki MS210-24P 1G L2 Cld-Mngd 24x GigE 370W PoE Switch	\$ 5,430.95	\$ 1,955.14	100%	meraki.com
License	MS210				LIC-MS210-24P-1YR	Meraki MS210-24P Enterprise License and Support, 1 Year	\$ 247.86	\$ 89.23	100%	meraki.com
License	MS210				LIC-MS210-24P-3YR	Meraki MS210-24P Enterprise License and Support, 3 Year	\$ 557.95	\$ 200.86	100%	meraki.com
License	MS210				LIC-MS210-24P-5YR	Meraki MS210-24P Enterprise License and Support, 5 Year	\$ 929.24	\$ 334.53	100%	meraki.com
Switch	MS210	48	Layer 2	Data	MS210-48-HW	Meraki MS210-48 1G L2 Cld-Mngd 48x GigE Switch	\$ 5,825.71	\$ 2,097.26	100%	meraki.com

License	MS210				LIC-MS210-48-1YR	Meraki MS210-48 Enterprise License and Support, 1 Year	\$ 307.07	\$ 110.55	100%	meraki.com
License	MS210				LIC-MS210-48-3YR	Meraki MS210-48 Enterprise License and Support, 3 Year	\$ 691.41	\$ 248.91	100%	meraki.com
License	MS210				LIC-MS210-48-5YR	Meraki MS210-48 Enterprise License and Support, 5 Year	\$ 1,152.02	\$ 414.73	100%	meraki.com
Switch	MS210	48	Layer 2	PoE+ Low	MS210-48LP-HW	Meraki MS210-48LP 1G L2 Cld-Mngd 48x GigE 370W PoE Switch	\$ 7,375.29	\$ 2,655.10	100%	meraki.com
License	MS210				LIC-MS210-48LP-1YR	Meraki MS210-48LP Enterprise License and Support, 1 Year	\$ 384.34	\$ 138.36	100%	meraki.com
License	MS210				LIC-MS210-48LP-3YR	Meraki MS210-48LP Enterprise License and Support, 3 Year	\$ 865.02	\$ 311.41	100%	meraki.com
License	MS210				LIC-MS210-48LP-5YR	Meraki MS210-48LP Enterprise License and Support, 5 Year	\$ 1,441.03	\$ 518.77	100%	meraki.com
Switch	MS210	48	Layer 2	PoE+	MS210-48FP-HW	Meraki MS210-48FP 1G L2 Cld-Mngd 48x GigE 740W PoE Switch	\$ 9,733.55	\$ 3,504.08	100%	meraki.com
License	MS210				LIC-MS210-48FP-1YR	Meraki MS210-48FP Enterprise License and Support, 1 Year	\$ 436.52	\$ 157.15	100%	meraki.com
License	MS210				LIC-MS210-48FP-3YR	Meraki MS210-48FP Enterprise License and Support, 3 Year	\$ 982.43	\$ 353.67	100%	meraki.com
License	MS210				LIC-MS210-48FP-5YR	Meraki MS210-48FP Enterprise License and Support, 5 Year	\$ 1,636.71	\$ 589.22	100%	meraki.com
Switch	MS225	24	Layer 2	Data	MS225-24-HW	Meraki MS225-24 L2 Stck Cld-Mngd 24x GigE Switch	\$ 5,535.90	\$ 1,992.92	100%	meraki.com
License	MS225				LIC-MS225-24-1YR	Meraki MS225-24 Enterprise License and Support, 1YR	\$ 310.08	\$ 111.63	100%	meraki.com
License	MS225				LIC-MS225-24-3YR	Meraki MS225-24 Enterprise License and Support, 3YR	\$ 697.43	\$ 251.07	100%	meraki.com
License	MS225				LIC-MS225-24-5YR	Meraki MS225-24 Enterprise License and Support, 5YR	\$ 1,163.06	\$ 418.70	100%	meraki.com
Switch	MS225	24	Layer 2	PoE+	MS225-24P-HW	Meraki MS225-24P L2 Stck Cld-Mngd 24x GigE 370W PoE Switch	\$ 6,446.72	\$ 2,320.82	100%	meraki.com
License	MS225				LIC-MS225-24P-1YR	Meraki MS225-24P Enterprise License and Support, 1YR	\$ 359.25	\$ 129.33	100%	meraki.com
License	MS225				LIC-MS225-24P-3YR	Meraki MS225-24P Enterprise License and Support, 3YR	\$ 808.82	\$ 291.18	100%	meraki.com
License	MS225				LIC-MS225-24P-5YR	Meraki MS225-24P Enterprise License and Support, 5YR	\$ 1,347.70	\$ 485.17	100%	meraki.com
Switch	MS225	48	Layer 2	PoE+	MS225-48-HW	Meraki MS225-48 L2 Stck Cld-Mngd 48x GigE Switch	\$ 7,576.38	\$ 2,727.50	100%	meraki.com
License	MS225				LIC-MS225-48-1YR	Meraki MS225-48 Enterprise License and Support, 1YR	\$ 427.49	\$ 153.90	100%	meraki.com
License	MS225				LIC-MS225-48-3YR	Meraki MS225-48 Enterprise License and Support, 3YR	\$ 962.36	\$ 346.45	100%	meraki.com
License	MS225				LIC-MS225-48-5YR	Meraki MS225-48 Enterprise License and Support, 5YR	\$ 1,603.59	\$ 577.29	100%	meraki.com
Switch	MS225	48	Layer 2	PoE+ Low	MS225-48LP-HW	Meraki MS225-48LP L2 Stck Cld-Mngd 48x GigE 370W PoE Switch	\$ 9,161.45	\$ 3,298.12	100%	meraki.com
License	MS225				LIC-MS225-48LP-1YR	Meraki MS225-48LP Enterprise License and Support, 1YR	\$ 514.80	\$ 185.33	100%	meraki.com
License	MS225				LIC-MS225-48LP-3YR	Meraki MS225-48LP Enterprise License and Support, 3YR	\$ 1,158.04	\$ 416.89	100%	meraki.com
License	MS225				LIC-MS225-48LP-5YR	Meraki MS225-48LP Enterprise License and Support, 5YR	\$ 1,930.73	\$ 695.06	100%	meraki.com
Switch	MS225	48	Layer 2	PoE+	MS225-48FP-HW	Meraki MS225-48FP L2 Stck Cld-Mngd 48x GigE 740W PoE Switch	\$ 10,291.10	\$ 3,704.80	100%	meraki.com
License	MS225				LIC-MS225-48FP-1YR	Meraki MS225-48FP Enterprise License and Support, 1YR	\$ 577.01	\$ 207.72	100%	meraki.com
License	MS225				LIC-MS225-48FP-3YR	Meraki MS225-48FP Enterprise License and Support, 3YR	\$ 1,298.53	\$ 467.47	100%	meraki.com
License	MS225				LIC-MS225-48FP-5YR	Meraki MS225-48FP Enterprise License and Support, 5YR	\$ 2,163.55	\$ 778.88	100%	meraki.com
Switch	C9300-M	24	Layer 3	Fiber	C9300-24S-M	C9300 24x1GE SFP, 715wac PS, w/MERAKI	\$ 26,058.65	\$ 9,381.11	100%	meraki.com
Switch	C9300-M	24	Layer 3	Data Only	C9300-24T-M	C9300 24-port data only, 350wac PS, w/MERAKI	\$ 5,606.90	\$ 2,018.48	100%	meraki.com
Switch	C9300-M	24	Layer 3	POE+	C9300-24P-M	C9300 24-port, PoE+, 715wac PS, w/MERAKI	\$ 6,583.76	\$ 2,370.15	100%	meraki.com
Switch	C9300-M	24	Layer 3	GbE UPoE	C9300-24U-M	C9300 24-port UPOE, 1100wac PS, w/MERAKI	\$ 7,192.79	\$ 2,589.40	100%	meraki.com
Switch	C9300-M	24	Layer 3	mGbE UPoE	C9300-24UX-M	C9300 24-port mGig, UPOE, 1100wPS, w/MERAKI	\$ 14,952.39	\$ 5,382.86	100%	meraki.com
Switch	C9300-M	48	Layer 3	Fiber	C9300-48S-M	C9300 48x1GE SFP, 715wac PS, w/MERAKI	\$ 29,098.77	\$ 10,475.56	100%	meraki.com
Switch	C9300-M	48	Layer 3	Data Only	C9300-48T-M	C9300 48-port data only, 350wac PS, w/MERAKI	\$ 9,415.85	\$ 3,389.71	100%	meraki.com
Switch	C9300-M	48	Layer 3	POE+	C9300-48P-M	C9300 48-port, PoE+, 715wac PS, w/MERAKI	\$ 11,333.39	\$ 4,080.02	100%	meraki.com
Switch	C9300-M	48	Layer 3	GbE UPoE	C9300-48U-M	C9300 48-port UPOE, 1100wac PS, w/MERAKI	\$ 12,550.44	\$ 4,518.16	100%	meraki.com
Switch	C9300-M	48	Layer 3	5GbE UPoE	C9300-48UN-M	C9300 48-port of 5Gbps, UPOE, 1100wac PS, w/MERAKI	\$ 15,377.51	\$ 5,535.90	100%	meraki.com
Switch	C9300-M	48	Layer 3	mGbE UPoE	C9300-48UXM-M	C9300 48port (12mGig&36 2.5Gbps), UPOE, 1100wac PS, w/MERAKI	\$ 14,952.39	\$ 5,382.86	100%	meraki.com
Switch	C9300L-M	24	Layer 3	Data Only	C9300L-24P-4X-M	C9300L 24-port PoE, 4x10G Uplink, 715wac PS, w/MERAKI	\$ 7,502.33	\$ 2,700.84	100%	meraki.com
Switch	C9300L-M	24	Layer 3	1 GbE POE+	C9300L-24T-4X-M	C9300L 24-port data, 4x10G Uplink, 350wac PS, w/MERAKI	\$ 6,881.24	\$ 2,477.25	100%	meraki.com
Switch	C9300L-M	24	Layer 3	UPOE	C9300L-24UXG-4X-M	C9300L 24-port, 8mGig, 4x10G Uplink, 1100wac PS, w/MERAKI	\$ 10,110.30	\$ 3,639.71	100%	meraki.com
Switch	C9300L-M	48	Layer 3	Data Only	C9300L-48P-4X-M	C9300L 48-port PoE, 4x10G Uplink, 715wac PS, w/MERAKI	\$ 11,028.87	\$ 3,970.39	100%	meraki.com
Switch	C9300L-M	48	Layer 3	1 GbE POE+	C9300L-48PF-4X-M	C9300L 48-port Full PoE, 4x10G Uplink, 1100wac PS, w/MERAKI	\$ 12,271.05	\$ 4,417.58	100%	meraki.com
Switch	C9300L-M	48	Layer 3	1 GbE POE+	C9300L-48T-4X-M	C9300L 48-port data, 4x10G Uplink, 350wac PS, w/MERAKI	\$ 9,290.22	\$ 3,344.48	100%	meraki.com
Switch	C9300L-M	48	Layer 3	UPOE	C9300L-48UXG-4X-M	C9300L 48-port, 12mGig, 4x10G Uplink, 1100wac PS, w/MERAKI	\$ 16,121.21	\$ 5,803.64	100%	meraki.com
Switch	C9300X-M	12	Layer 3	Fiber	C9300X-12Y-M	C9300X 12x25GE SFP+, 715wac PS, w/MERAKI	\$ 20,109.05	\$ 7,239.26	100%	meraki.com
Switch	C9300X-M	24	Layer 3	Fiber	C9300X-24Y-M	C9300X 24x25GE SFP+, 715wac PS, w/MERAKI	\$ 29,572.13	\$ 10,645.97	100%	meraki.com
Switch	C9300X-M	24	Layer 3	UPOE+	C9300X-24HX-M	C9300X 24-port mGig UPoE+, 1100wac PS, w/MERAKI	\$ 15,339.32	\$ 5,522.16	100%	meraki.com
Switch	C9300X-M	48	Layer 3	mGig	C9300X-48TX-M	C9300X 48-port mGig data only, 715wac PS, w/MERAKI	\$ 16,113.17	\$ 5,800.74	100%	meraki.com

Switch	C9300X-M	48	Layer 3	UPOE+	C9300X-48HX-M	C9300X 48-port mGig UPOE+, 1100wac PS, w/MERAKI	\$ 17,660.87	\$ 6,357.91	100%	meraki.com
Switch	C9300X-M	48	Layer 3	UPOE+	C9300X-48HXN-M	C9300X 48-port, 8xmGig+40x5G UPOE+, 1100wac PS, w/MERAKI	\$ 16,113.17	\$ 5,800.74	100%	meraki.com
License	C9300	E	License		LIC-C9300-24E-1Y	Meraki Enterprise License for C9300-M 24-port, 1 year	\$ 748.73	\$ 269.54	100%	meraki.com
License	C9300	E	License		LIC-C9300-24E-3Y	Meraki Enterprise License for C9300-M 24-port, 3 year	\$ 1,412.03	\$ 508.33	100%	meraki.com
License	C9300	E	License		LIC-C9300-24E-5Y	Meraki Enterprise License for C9300-M 24-port, 5 year	\$ 2,361.75	\$ 850.23	100%	meraki.com
License	C9300	A	License		LIC-C9300-24A-1Y	Meraki Advanced License for C9300-M 24-port, 1 year	\$ 1,985.88	\$ 714.92	100%	meraki.com
License	C9300	A	License		LIC-C9300-24A-3Y	Meraki Advanced License for C9300-M 24-port, 3 year	\$ 3,849.15	\$ 1,385.69	100%	meraki.com
License	C9300	A	License		LIC-C9300-24A-5Y	Meraki Advanced License for C9300-M 24-port, 5 year	\$ 6,414.92	\$ 2,309.37	100%	meraki.com
License	C9300	E	License		LIC-C9300-48E-1Y	Meraki Enterprise License for C9300-M 48-port, 1 year	\$ 1,374.84	\$ 494.94	100%	meraki.com
License	C9300	E	License		LIC-C9300-48E-3Y	Meraki Enterprise License for C9300-M 48-port, 3 year	\$ 2,593.91	\$ 933.81	100%	meraki.com
License	C9300	E	License		LIC-C9300-48E-5Y	Meraki Enterprise License for C9300-M 48-port, 5 year	\$ 4,330.55	\$ 1,559.00	100%	meraki.com
License	C9300	A	License		LIC-C9300-48A-1Y	Meraki Advanced License for C9300-M 48-port, 1 year	\$ 3,646.14	\$ 1,312.61	100%	meraki.com
License	C9300	A	License		LIC-C9300-48A-3Y	Meraki Advanced License for C9300-M 48-port, 3 year	\$ 6,979.73	\$ 2,512.70	100%	meraki.com
License	C9300	A	License		LIC-C9300-48A-5Y	Meraki Advanced License for C9300-M 48-port, 5 year	\$ 11,627.85	\$ 4,186.03	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-100G-1M	Meraki 100GbE QSFP Cable, 1 Meter	\$ 780.35	\$ 280.93	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-100G-3M	Meraki 100GbE QSFP Cable, 3 Meter	\$ 780.35	\$ 280.93	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-100G-50CM	Meraki 100GbE QSFP Cable, 0.5 Meter	\$ 780.35	\$ 280.93	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-120G-1M	Meraki MS390 120G Data-Stack Cable, 1 meter	\$ 295.72	\$ 106.46	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-120G-3M	Meraki MS390 120G Data-Stack Cable, 3 meter	\$ 443.59	\$ 159.69	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-120G-50CM	Meraki MS390 120G Data-Stack Cable, 50 centimeter	\$ 147.87	\$ 53.23	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-40G-1M	Meraki 40GbE QSFP Cable, 1 Meter	\$ 260.12	\$ 93.64	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-40G-3M	Meraki 40GbE QSFP Cable, 3 Meter	\$ 390.18	\$ 140.46	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable, 0.5 Meter	\$ 130.06	\$ 46.82	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 1 Meter	\$ 130.06	\$ 46.82	100%	meraki.com
Accessory	Switch		Cable		MA-CBL-TA-3M	Meraki 10 GbE Twinax Cable with SFP+ Modules, 3 Meter	\$ 195.09	\$ 70.23	100%	meraki.com
Accessory	Switch		Fan		MA-FAN-16K	Meraki Front-to-Back Fan, 16K RPM	\$ 369.28	\$ 132.94	100%	meraki.com
Accessory	Switch		Fan		MA-FAN-16K2	Meraki MS390 Fan	\$ 354.87	\$ 127.75	100%	meraki.com
Accessory	Switch		Fan		MA-FAN-18K	Meraki Front-to-Back Fan, 18K RPM	\$ 369.28	\$ 132.94	100%	meraki.com
Accessory	Switch		Module		C9300-NM-8X-M	C9300 8 x 10GE Network Module, w/MERAKI	\$ 3,016.01	\$ 1,085.76	100%	meraki.com
Accessory	Switch		Module		C9300-NM-2Q-M	C9300 2 x 40GE Network Module, w/MERAKI	\$ 3,016.01	\$ 1,085.76	100%	meraki.com
Accessory	Switch		Module		C9300-NM-2Y-M	C9300 2-port 1/10/25G Network Module, w/MERAKI	\$ 3,029.07	\$ 1,090.47	100%	meraki.com
Accessory	Switch		Module		MA-MOD-2X40G	Meraki MS390 2x40GE Module	\$ 3,016.36	\$ 1,085.89	100%	meraki.com
Accessory	Switch		Module		MA-MOD-8X10G	Meraki MS390 8x10GE Module	\$ 3,128.17	\$ 1,126.14	100%	meraki.com
Accessory	Switch		Module		MA-SFP-10GB-ER	Meraki 10G Base ER Module	\$ 11,828.85	\$ 4,258.39	100%	meraki.com
Accessory	Switch		Module		MA-SFP-10GB-LR	Meraki 10G Base LR Single-Mode	\$ 4,725.63	\$ 1,701.23	100%	meraki.com
Accessory	Switch		Module		MA-SFP-10GB-LRM	Meraki 10G Base LRM Multi-Mode	\$ 1,176.98	\$ 423.71	100%	meraki.com
Accessory	Switch		Module		MA-SFP-10GB-SR	Meraki 10G Base SR Multi-Mode	\$ 1,176.98	\$ 423.71	100%	meraki.com
Accessory	Switch		Module		MA-SFP-10GB-ZR	Meraki 10G Base ZR Module	\$ 18,926.16	\$ 6,813.42	100%	meraki.com
Accessory	Switch		Module		MA-SFP-1GB-LX10	Meraki 1000Base LX10 Single-Mode	\$ 1,176.98	\$ 423.71	100%	meraki.com
Accessory	Switch		Module		MA-SFP-1GB-SX	Meraki 1000Base SX Multi-Mode	\$ 591.44	\$ 212.92	100%	meraki.com
Accessory	Switch		Module		MA-SFP-1GB-TX	Meraki 1 GbE SFP Copper Module	\$ 513.74	\$ 184.95	100%	meraki.com
Accessory	Switch		Power		CAB-SPWR-150CM-M	Meraki C9000 Stack Power Cable 150 CM	\$ 254.27	\$ 91.54	100%	meraki.com
Accessory	Switch		Power		CAB-SPWR-30CM-M	Meraki C9000 Stack Power Cable 30 CM	\$ 124.62	\$ 44.86	100%	meraki.com
Accessory	Switch		Power		MA-PWR-100WAC-A	Meraki MX75 Replacement Power Adapter (100 WAC)	\$ 190.95	\$ 68.74	100%	meraki.com
Accessory	Switch		Power		MA-PWR-1025WAC	Meraki 1025WAC PSU	\$ 2,141.85	\$ 771.07	100%	meraki.com
Accessory	Switch		Power		MA-PWR-1100WAC	Meraki MS390 1100W AC Power Supply	\$ 2,329.87	\$ 838.75	100%	meraki.com
Accessory	Switch		Power		MA-PWR-150WAC-ADP	Meraki 150W AC Power Adaptor	\$ 401.00	\$ 144.36	100%	meraki.com
Accessory	Switch		Power		MA-PWR-250WAC	Meraki 250WAC PSU	\$ 664.71	\$ 239.30	100%	meraki.com
Accessory	Switch		Power		MA-PWR-300WAC-ADP	Meraki 300W AC Power Adaptor	\$ 602.00	\$ 216.72	100%	meraki.com
Accessory	Switch		Power		MA-PWR-350WAC	Meraki MS390 350W AC Power Supply	\$ 798.30	\$ 287.39	100%	meraki.com
Accessory	Switch		Power		MA-PWR-640WAC	Meraki 640WAC PSU	\$ 1,403.28	\$ 505.18	100%	meraki.com
Accessory	Switch		Power		MA-PWR-715WAC	Meraki MS390 715W AC Power Supply	\$ 1,531.57	\$ 551.37	100%	meraki.com
Accessory	Switch		Power		MA-PWR-CORD-US	Meraki AC Power Cord for MX and MS (US Plug)	\$ 28.06	\$ 10.10	100%	meraki.com

Accessory	Switch	Power	PWR-C1-1100WAC-P-M	Meraki C9000 1100W AC Platinum Power Supply	\$ 2,247.18	\$ 808.98	100%	meraki.com
Accessory	Switch	Power	PWR-C1-350WAC-P-M	Meraki C9000 350W AC Platinum Power Supply	\$ 768.83	\$ 276.78	100%	meraki.com
Accessory	Switch	Rack Kit	4PT-KIT-T2-M	Meraki 4 Post Rack Mount Kit	\$ 264.32	\$ 95.16	100%	meraki.com
Accessory	Switch	Rack Kit	MA-MNT-MID-1	Meraki MS225 and MS250 Mid-Mount Kit	\$ 88.72	\$ 31.94	100%	meraki.com
Accessory	Switch	Rack Kit	MA-RCKMNT	Meraki MS390 4-post Rack Mount Kit	\$ 401.75	\$ 144.63	100%	meraki.com
Accessory	Switch	Stack	MA-CBL-SPWR-150CM	Meraki MS390 Power-Stack Cable, 150 centimeter	\$ 266.10	\$ 95.80	100%	meraki.com
Accessory	Switch	Stack	MA-CBL-SPWR-30CM	Meraki MS390 Power-Stack Cable, 30 centimeter	\$ 130.09	\$ 46.83	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-1M-M	Meraki C9000 1M Type 1 Stacking Cable	\$ 232.16	\$ 83.58	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-3M-M	Meraki C9000 3M Type 1 Stacking Cable	\$ 410.04	\$ 147.61	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-50CM-M	Meraki 50CM Type 1 Stack Cable	\$ 124.62	\$ 44.86	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-100G-LR4	Meraki LR4 QSFP 100G Transceiver	\$ 39,011.05	\$ 14,043.98	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-100G-SR4	Meraki SR4 QSFP 100G Transceiver	\$ 2,594.67	\$ 934.08	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-CSR4	Meraki CSR4 QSFP 40G Transceiver	\$ 3,895.26	\$ 1,402.29	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-LR4	Meraki LR4 QSFP 40G Transceiver	\$ 12,893.45	\$ 4,641.64	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-SR4	Meraki SR4 QSFP 40G Transceiver	\$ 3,895.26	\$ 1,402.29	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-SR-BD	Meraki SR-BD QSFP 40G Transceiver	\$ 1,295.26	\$ 466.29	100%	meraki.com
Accessory	Switch	AddOn	CBL-TA-1M-AO	AddOn Brand Cable Option	\$ 51.43	\$ 25.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-100G-1M-AO	Add On Brand - Meraki 100GbE QSFP Cable, 1 Meter	\$ 214.29	\$ 107.14	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-100G-3M-AO	Add On Brand - Meraki 100GbE QSFP Cable, 3 Meter	\$ 242.86	\$ 121.43	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-100G-50CM-AO	AddOn Brand - Meraki 100GbE QSFP Cable, 0.5 Meter	\$ 185.71	\$ 92.86	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-100G-5M-AO	Add On Brand Cable - Meraki 100GbE QSFP Cable, 5 Meter	\$ 257.14	\$ 128.57	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-1G-1M-AO	Add On Brand Cable	\$ 51.43	\$ 25.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-1G-3M-AO	Add On Brand Cable	\$ 71.43	\$ 35.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-1G-5M-AO	Add On Brand Cable	\$ 85.71	\$ 42.86	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-1-5M-AO	Add On Brand Cable	\$ 157.14	\$ 78.57	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-1M-AO	Add On Brand - Meraki 40GbE QSFP Cable, 1 Meter	\$ 157.14	\$ 78.57	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-2M-AO	Add On Brand - Meraki 40GbE QSFP Cable, 2 Meter	\$ 171.43	\$ 85.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-3M-AO	Add On Brand - Meraki 40GbE QSFP Cable, 3 Meter	\$ 185.71	\$ 92.86	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-50CM-AO	Add On Brand - Meraki 40GbE QSFP Cable, 50 Meter	\$ 100.00	\$ 50.00	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-5M-AO	Add On Brand - Meraki 40GbE QSFP Cable, 5 Meter	\$ 200.00	\$ 100.00	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-40G-6M-AO	Add On Brand - Meraki 40GbE QSFP Cable, 6 Meter	\$ 228.57	\$ 114.29	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-1M-AO	Add On Brand - Meraki TAbe QSFP Cable, 1 Meter	\$ 51.43	\$ 25.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-2M-AO	Add On Brand - Meraki TAbe QSFP Cable, 2 Meter	\$ 57.14	\$ 28.57	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-3M-AO	Add On Brand - Meraki TAbe QSFP Cable, 3 Meter	\$ 71.43	\$ 35.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-50CM-AO	Add On Brand - Meraki TAbe QSFP Cable, 50 Meter	\$ 51.43	\$ 25.71	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-5M-AO	Add On Brand - Meraki TAbe QSFP Cable, 5 Meter	\$ 85.71	\$ 42.86	100%	addon.com
Accessory	Switch	AddOn	MA-CBL-TA-7M-AO	Add On Brand - Meraki TAbe QSFP Cable, 7 Meter	\$ 114.29	\$ 57.14	100%	addon.com
Accessory	Switch	AddOn	MA-QSFP-40G-CSR4-AO	Add On Brand - Meraki 40GbE QSFP Qable, CSR4 Meter	\$ 457.14	\$ 228.57	100%	addon.com
Accessory	Switch	AddOn	MA-QSFP-40G-LR4-40-AO	Add On Brand - Meraki 40G-LR4be QSFP Qable, 40 Meter	\$ 4,428.57	\$ 2,214.29	100%	addon.com
Accessory	Switch	AddOn	MA-QSFP-40G-LR4-AO	Add On Brand - Meraki 40GbE QSFP Qable, LR4 Meter	\$ 1,128.57	\$ 564.29	100%	addon.com
Accessory	Switch	AddOn	MA-QSFP-40G-SR4-AO	Add On Brand - Meraki 40GbE QSFP Qable, SR4 Meter	\$ 357.14	\$ 178.57	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-ER-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 714.29	\$ 357.14	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-LR-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 357.14	\$ 178.57	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-LRM-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 371.43	\$ 185.71	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-SR-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 200.00	\$ 100.00	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-T-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 357.14	\$ 178.57	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10GB-ZR-AO	Add On Brand - Meraki 10GBbe QSFP Sable, Meter	\$ 857.14	\$ 428.57	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-10G-SR-AO	Add On Brand - Meraki 10GbE QSFP Sable, S Meter	\$ 200.00	\$ 100.00	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-BX-D-AO	Add On Brand - Meraki 1GB-BXbe QSFP Sable, B Meter	\$ 185.71	\$ 92.86	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-BX-U-AO	Add On Brand - Meraki 1GB-BXbe QSFP Sable, B Meter	\$ 185.71	\$ 92.86	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-LX10-AO	Add On Brand - Meraki 1GBbe QSFP Sable, LX10 Meter	\$ 77.14	\$ 38.57	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-LX40-AO	Add On Brand - Meraki 1GBbe QSFP Sable, LX40 Meter	\$ 185.71	\$ 92.86	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-LX80-AO	Add On Brand - Meraki 1GBbe QSFP Sable, LX80 Meter	\$ 200.00	\$ 100.00	100%	addon.com

Accessory	Switch	AddOn	MA-SFP-1GB-SX-AO	Add On Brand - Meraki 1GBbE QSFP Sable, S Meter	\$ 65.71	\$ 32.86	100%	addon.com
Accessory	Switch	AddOn	MA-SFP-1GB-TX-AO	Add On Brand - Meraki 1GBbE QSFP Sable, T Meter	\$ 100.00	\$ 50.00	100%	addon.com
Accessory	Switch	AddOn	SFP-10GB-LR-AO	Add On Brand - Seraki LRbE QSFP 1able, LR- Seter	\$ 357.14	\$ 178.57	100%	addon.com
Accessory	Switch	AddOn	SFP-10GB-SR-AO	Add On Brand - Seraki SRbE QSFP 1able, SR- Seter	\$ 200.00	\$ 100.00	100%	addon.com
Accessory	Switch	AddOn	SFP-1GB-LX10-AO	Add On Brand - Seraki LX10bE QSFP 1able, LX10 Seter	\$ 77.14	\$ 38.57	100%	addon.com
Accessory	Switch	AddOn	SFP-1GB-LX-AO	Add On Brand - Seraki LXbE QSFP 1able, LX-A Seter	\$ 77.14	\$ 38.57	100%	addon.com
Accessory	Switch	AddOn	SFP-1GB-SX-AO	Add On Brand - Seraki SXbE QSFP 1able, SX-A Seter	\$ 65.71	\$ 32.86	100%	addon.com
Accessory	Switch	AddOn	SFP-1GB-TX-AO	Add On Brand - Seraki TXbE QSFP 1able, TX-A Seter	\$ 100.00	\$ 50.00	100%	addon.com
Accessory	Switch	Power	MA-PWR-CORD-US	Meraki AC Power Cord for MX and MS (US Plug)	\$ 28.06	\$ 10.10	100%	meraki.com
Accessory	Switch	Power	PWR-C1-1100WAC-P-M	Meraki C9000 1100W AC Platinum Power Supply	\$ 2,247.18	\$ 808.98	100%	meraki.com
Accessory	Switch	Power	PWR-C1-350WAC-P-M	Meraki C9000 350W AC Platinum Power Supply	\$ 768.83	\$ 276.78	100%	meraki.com
Accessory	Switch	Rack Kit	4PT-KIT-T2-M	Meraki 4 Post Rack Mount Kit	\$ 264.32	\$ 95.16	100%	meraki.com
Accessory	Switch	Rack Kit	MA-MNT-MID-1	Meraki MS225 and MS250 Mid-Mount Kit	\$ 88.72	\$ 31.94	100%	meraki.com
Accessory	Switch	Rack Kit	MA-RCKMNT	Meraki MS390 4-post Rack Mount Kit	\$ 401.75	\$ 144.63	100%	meraki.com
Accessory	Switch	Stack	MA-CBL-SPWR-150CM	Meraki MS390 Power-Stack Cable, 150 centimeter	\$ 266.10	\$ 95.80	100%	meraki.com
Accessory	Switch	Stack	MA-CBL-SPWR-30CM	Meraki MS390 Power-Stack Cable, 30 centimeter	\$ 130.09	\$ 46.83	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-1M-M	Meraki C9000 1M Type 1 Stacking Cable	\$ 232.16	\$ 83.58	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-3M-M	Meraki C9000 3M Type 1 Stacking Cable	\$ 410.04	\$ 147.61	100%	meraki.com
Accessory	Switch	Stack	STACK-T1-50CM-M	Meraki 50CM Type 1 Stack Cable	\$ 124.62	\$ 44.86	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-100G-LR4	Meraki LR4 QSFP 100G Transceiver	\$ 39,011.05	\$ 14,043.98	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-100G-SR4	Meraki SR4 QSFP 100G Transceiver	\$ 2,594.67	\$ 934.08	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-CSR4	Meraki CSR4 QSFP 40G Transceiver	\$ 3,895.26	\$ 1,402.29	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-LR4	Meraki LR4 QSFP 40G Transceiver	\$ 12,893.45	\$ 4,641.64	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-SR4	Meraki SR4 QSFP 40G Transceiver	\$ 3,895.26	\$ 1,402.29	100%	meraki.com
Accessory	Switch	Transceiver	MA-QSFP-40G-SR-BD	Meraki SR-BD QSFP 40G Transceiver	\$ 1,295.26	\$ 466.29	100%	meraki.com
Accessory	Switch	AddOn	10G-SFPP-BXU-AO	AddOn Brocade 10G-SFPP-BXU Compatible TAA Compliant 10GBase-BX SFP+ Transceiver (SMF, 1270nmTx/1330nmRx, 10km, DOM, 0 to 70C, LC	\$ 858.00	\$ 118.75	100%	addon.com
Accessory	Switch	AddOn	10G-SFPP-BXD-AO	AddOn Brocade 10G-SFPP-BXD Compatible TAA Compliant 10GBase-BX SFP+ Transceiver (SMF, 1330nmTx/1270nmRx, 10km, DOM, 0 to 70C, LC	\$ 858.00	\$ 118.75	100%	addon.com
Accessory	Switch	AddOn	10G-SFPP-SR-AO	AddOn Brocade (Formerly) 10G-SFPP-SR Compatible TAA Compliant 10GBase-SR SFP+ Transceiver (MMF, 850nm, 300m, DOM, 0 to 70C, LC)	\$ 330.00	\$ 93.75	200%	addon.com
Accessory	Switch	AddOn	10G-SFPP-LR-AO	AddOn Brocade (Formerly) 10G-SFPP-LR Compatible TAA Compliant 10GBase-LR SFP+ Transceiver (SMF, 1310nm, 10km, DOM, LC	\$ 500.00	\$ 156.25	300%	addon.com

Product Header	Product Sub	Product Family	Product Number	Product Description	MSRP	Customer Unit Price	(Option) Install Price	(Option) Install & Config	Shipping Fee	E-Rate Eligibility	Customer Extended Price (No Install)	Reference Page
UPS	Rack Mount	SMT1000	SMT1000RM2UC	APC Smart-UPS 1000VA LCD RM 2U 120V with SmartConnect	\$963.00	\$610.89	\$180.00	\$380.00		100%	\$610.89	<a href="#">apc.com</a>
UPS	Battery	SMT1000	APCRBC132	APC Replacement Battery Cartridge #132	\$461.00	\$301.03				100%	\$301.03	<a href="#">apc.com</a>
UPS	Rack Mount	SMT1500	SMT1500RM2UC	APC Smart-UPS 1500VA LCD RM 2U 120V with SmartConnect	\$1,295.00	\$819.81	\$180.00	\$380.00		100%	\$819.81	<a href="#">apc.com</a>
UPS	Battery	SMT1500	APCRBC133	APC Replacement Battery Cartridge #133	\$413.00	\$270.22				100%	\$270.22	<a href="#">apc.com</a>
UPS	Rack Mount	SMT2200	SMT2200RM2UNC	APC Smart-UPS 2200VA LCD RM 2U 120V with Network Card	\$3,375.00	\$2,138.61	\$180.00	\$380.00		100%	\$2,138.61	<a href="#">apc.com</a>
UPS	Battery	SMT2200	RBC43	APC Replacement Battery Cartridge #43	\$489.00	\$458.17				100%	\$458.17	<a href="#">apc.com</a>
UPS	Rack Mount	SRT2200	SRT2200RMXLA	APC Smart-UPS SRT 2200VA RM 120V (No Network Card)	\$2,830.00	\$1,793.96	\$180.00	\$380.00		100%	\$1,793.96	<a href="#">apc.com</a>
UPS	Battery		APCRBC141	APC Replacement Battery Cartridge #141	\$480.00	\$314.22				100%	\$314.22	<a href="#">apc.com</a>
			AP9640	UPS Network Management Card 3 with PowerChute Network Shutdown	\$538.00	\$347.20					\$347.20	
UPS	Rack Mount	SMT3000	SMT3000RM2UC	APC Smart-UPS 3000VA LCD RM 2U 120V with Network Card	\$2,785.00	\$1,766.38	\$180.00	\$380.00		100%	\$1,766.38	<a href="#">apc.com</a>
UPS	Battery	SMT3000	RBC43	APC Replacement Battery Cartridge #43	\$489.00	\$458.17				100%	\$458.17	<a href="#">apc.com</a>
UPS	Rack Mount	SMT3000	SMT3000RM2UNC	APC Smart-UPS 3000VA LCD RM 2U 120V with Network Card	\$3,025.00	\$1,916.67	\$180.00	\$380.00		100%	\$1,916.67	<a href="#">apc.com</a>
UPS	Battery	SMT3000	RBC43	APC Replacement Battery Cartridge #43	\$489.00	\$458.17				100%	\$458.17	<a href="#">apc.com</a>
UPS	Rack Mount	SMT750	SMT750RM2UC	APC SMART-UPS 750VA RM 2U 120V with SmartConnect	\$846.00	\$536.63	\$180.00	\$380.00		100%	\$536.63	<a href="#">apc.com</a>
UPS	Battery	SMT750	APCRBC123	APC Replacement Battery Cartridge # 123	\$129.00	\$81.60				100%	\$81.60	<a href="#">apc.com</a>
UPS	Rack Mount	SMTL1000	SMTL1000RM2UC	APC Smart-UPS Lithium Ion, Short Depth 1000VA, 120V with SmartConnect	\$2,485.00	\$1,602.90	\$180.00	\$380.00		100%	\$1,602.90	<a href="#">apc.com</a>
UPS	Rack Mount	SMTL1500	SMTL1500RM3UC	APC Smart-UPS Lithium Ion, Short Depth 1500VA, 120V with SmartConnect	\$3,020.00	\$1,947.76	\$180.00	\$380.00		100%	\$1,947.76	<a href="#">apc.com</a>
UPS	Rack Mount	SMTL750	SMTL750RM2UC	APC Smart-UPS Lithium Ion, Short Depth 750VA, 120V with SmartConnect	\$1,655.00	\$1,046.82	\$180.00	\$380.00		100%	\$1,046.82	<a href="#">apc.com</a>
UPS	Battery	SMX1500	APCRBC115	APC Replacement Battery Cartridge #115	\$486.00	\$317.88				100%	\$317.88	<a href="#">apc.com</a>
Rack	Wall Mount	6U	AR106SH6	APC NetShelter WX 6U Single Hinged Wall-mount Enclosure 600mm Deep	\$573.00	\$376.51	\$187.50		Shipping Fee	100%	\$376.51	<a href="#">apc.com</a>
Rack	Wall Mount	9U	AR109	NetShelter WX 9U Wall Mount Cabinet	\$422.00	\$277.65	\$187.50		Shipping Fee	100%	\$277.65	<a href="#">apc.com</a>
Rack	Wall Mount	9U	AR109SH6	APC NetShelter WX 9U Single Hinged Wall-mount Enclosure 600mm Deep	\$653.00	\$428.96	\$187.50		Shipping Fee	100%	\$428.96	<a href="#">apc.com</a>
Rack	Wall Mount	12U	AR112	NetShelter WX 12U Wall Mount Cabinet	\$571.00	\$375.82	\$187.50		Shipping Fee	100%	\$375.82	<a href="#">apc.com</a>
Rack	Wall Mount	12U	AR112SH6	APC NetShelter WX 12U Single Hinged Wall-mount Enclosure 600mm Deep	\$712.00	\$467.19	\$187.50		Shipping Fee	100%	\$467.19	<a href="#">apc.com</a>
Rack	Floor Mount	42U	AR3100	APC NetShelter SX 42U Server Rack Enclosure 600mm x 1070mm w/ Sides Black	\$2,570.00	\$1,704.34	\$187.50		Shipping Fee	100%	\$1,704.34	<a href="#">apc.com</a>
Rack	Floor Mount	45U	AR3155	NetShelter SX 45U 750mm Wide x 1070mm Deep Enclosure with Sides Black	\$3,490.00	\$2,309.77	\$187.50		Shipping Fee	100%	\$2,309.77	<a href="#">apc.com</a>
Rack	Floor Mount	42U	AR3300	NetShelter SX 42U/600mm/1200mm Enclosure with Roof and Sides Black	\$3,415.00	\$2,253.44	\$187.50		Shipping Fee	100%	\$2,253.44	<a href="#">apc.com</a>
Rack	Floor Mount	45U	AR3305	NetShelter SX 45U 600mm Wide x 1200mm Deep Enclosure with Sides Black	\$3,670.00	\$2,421.16	\$187.50		Shipping Fee	100%	\$2,421.16	<a href="#">apc.com</a>
Rack	Floor Mount	48U	AR3307	NetShelter SX 48U 600mm Wide x 1200mm Deep Enclosure with Sides Black	\$4,055.00	\$2,673.74	\$187.50		Shipping Fee	100%	\$2,673.74	<a href="#">apc.com</a>
Rack	Floor Mount	42U	AR3350	NetShelter SX 42U 750mm Wide x 1200mm Deep Enclosure with Sides Black	\$4,340.00	\$2,861.98	\$187.50		Shipping Fee	100%	\$2,861.98	<a href="#">apc.com</a>
Rack	Floor Mount	45U	AR3355	NetShelter SX 45U 750mm Wide x 1200mm Deep Enclosure with Sides Black	\$4,595.00	\$3,028.16	\$187.50		Shipping Fee	100%	\$3,028.16	<a href="#">apc.com</a>
Rack	Floor Mount	48U	AR3357	NetShelter SX 48U 750mm Wide x 1200mm Deep Enclosure	\$4,980.00	\$3,284.11	\$187.50		Shipping Fee	100%	\$3,284.11	<a href="#">apc.com</a>
Rack	Floor Mount	45U	SR2POST	Tripp Lite Series 45U SmartRack 2-Post Open Frame Rack	\$359.42	\$207.47	\$187.50		Shipping Fee	100%	\$207.47	<a href="#">tripplite.com</a>
Rack	Floor Mount	13U	SR4POST13	Tripp Lite 13U 4 Post Open Frame Rack Cabinet - 13U - Floor Mount	\$497.02	\$293.90	\$187.50		Shipping Fee	100%	\$293.90	<a href="#">tripplite.com</a>
Rack	Floor Mount	48U	SR4POST48HD	Tripp Lite 48U 4 Post Open Frame Rack Cabinet - 48U - Floor Mount	\$1,073.00	\$634.49	\$187.50		Shipping Fee	100%	\$634.49	<a href="#">tripplite.com</a>
Rack	Wall Mount	12U	SRW012US2	Tripp Lite 12U Wall Mount SmartRack 2 post open frame rack, hinged front	\$506.61	\$299.58	\$187.50		Shipping Fee	100%	\$299.58	<a href="#">tripplite.com</a>
Rack	Wall Mount	12U	SRW12UHD	Tripp Lite SmartRack 12U Heavy-Duty ever-Depth Side-Mount Wall-Mount Rack Enclosure	\$936.00	\$540.29	\$187.50		Shipping Fee	100%	\$540.29	<a href="#">tripplite.com</a>
Rack	Wall Mount	8U / 12U / 22U	SRW08U22DP	Tripp Lite 8U 12U 22U 2 Post Open Frame Rack Cabinet Expandable 23.5" Depth	\$258.03	\$152.58	\$187.50		Shipping Fee	100%	\$152.58	<a href="#">tripplite.com</a>
Rack	Wall Mount	16U	SRW016US	Tripp Lite 16U Wall Mount SmartRack 2 post open frame rack, hinged front	\$576.58	\$340.95	\$187.50		Shipping Fee	100%	\$340.95	<a href="#">tripplite.com</a>
Rack	Floor Mount	42U	SR42UB	Tripp Lite SmartRack 42U Standard-Depth Rack Enclosure Cabinet Max Depth: 37"	\$2,118.00	\$1,222.58	\$187.50		Shipping Fee	100%	\$1,222.58	<a href="#">tripplite.com</a>
Rack	Floor Mount	48U	SR48UB	Tripp Lite 48U SmartRack Standard-Depth Rack Enclosure Cabinet Max Depth: 37"	\$2,709.00	\$1,563.72	\$187.50		Shipping Fee	100%	\$1,563.72	<a href="#">tripplite.com</a>
Other	Cage Nuts		SRSCREWS	Tripp Lite Series SmartRack Threaded Hole Hardware Kit - 50 each #12-24 screws	\$22.57	\$13.03				100%	\$13.03	<a href="#">tripplite.com</a>
Other	Cage Nuts		SRCAGENUTS	Tripp Lite Series SmartRack Square Hole Hardware Kit with 50 M6 screws and washers	\$42.12	\$24.31				200%	\$24.31	<a href="#">tripplite.com</a>
Other	Cage Nuts		12637-001	Chatsworth - Mounting Hardware Kit - Cage Nuts, M6, Package of 25	\$57.91	\$39.97				100%	\$39.97	<a href="#">chatsworth.com</a>
Other	Patch Panel	Patch Panel	TC-KP24	Trendnet Patch Panel - 24-port blank keystone patch panel	\$19.99	\$19.35		100%	\$19.35			
Other	Patch Panel	Patch Panel	TC-KP48	Trendnet Patch Panel - 48 port blank keystone patch panel	\$29.99	\$20.42		100%	\$20.42			
Other	Keystone Jack	Keystone Jack	TC-K25C6	Trendnet Keystone Jack - 25 Pack Cat6 RJ-45 - White - 90 angle termination	\$34.99	\$32.25		100%	\$32.25			
Other	Keystone Jack	Keystone Jack	TC-K25C6BK	Trendnet Keystone Jack - 25 Pack Cat6 RJ-45 - Black - 90 angle termination	\$34.99	\$32.25			\$32.25			
Other	Keystone Jack	Keystone Jack	N238-025-BL	Tripp Lite Cat6/Cat5e 110 Style Punch Down Keystone Jack - Blue, 25-Pack	\$160.00	\$54.15			\$54.15			
Other	Keystone Jack	Keystone Jack	N238-025-WH	Tripp Lite Cat6/Cat5e 110 Style Punch Down Keystone Jack - White, 25-Pack	\$160.00	\$54.15			\$54.15			
Other	Keystone Jack	Keystone Jack	FMT633-R3-25PAK	CAT6 Keystone Jack - Unshielded, 110 Punchdown Type, TAA, Gray, 25-Pack	\$149.99	\$110.88			\$110.88			
Other	Keystone Jack	Keystone Jack	FMT630-R3-25PAK	CAT6 Keystone Jack - Unshielded, 110 Punchdown Type, TAA, Blue, 25-Pack	\$149.00	\$110.88			\$110.88			
Other	Keystone Jack	Keystone Jack	N238-001-YW	Tripp Lite Cat6/Cat5e 110 Style Punch Down Keystone Jack - Yellow (Single)	\$7.10	\$2.46			\$2.46			
Other	Cables	Patch Cables	CEXC6V4F1B-CGY001F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/GRAY / 1'		\$3.64			\$3.64			
Other	Cables	Patch Cables	CEXC6V4F1B-CGY002F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/GRAY / 2'		\$3.96			\$3.96			
Other	Cables	Patch Cables	CEXC6V4F1B-CGY003F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/GRAY / 3'		\$4.27			\$4.27			
Other	Cables	Patch Cables	CEXC6V4F1B-CBU001F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLUE / 1'		\$3.64			\$3.64			

Product Header	Product Sub	Product Family	Product Number	Product Description	MSRP	Customer Unit Price	(Option) Install Price	(Option) Install & Config	Shipping Fee	E-Rate Eligibility	Customer Extended Price (No Install)	Reference Page
Other	Cables	Patch Cables	CEXC6V4F1B-CBU002F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLUE / 2'		\$3.96			\$3.96			
Other	Cables	Patch Cables	CEXC6V4F1B-CBU003F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLUE / 3'		\$4.27			\$4.27			
Other	Cables	Patch Cables	CEXC6V4F1B-CWH001F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/WHITE / 1'		\$3.64			\$3.64			
Other	Cables	Patch Cables	CEXC6V4F1B-CWH002F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/WHITE / 2'		\$3.96			\$3.96			
Other	Cables	Patch Cables	CEXC6V4F1B-CWH003F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/WHITE / 3'		\$4.27			\$4.27			
Other	Cables	Patch Cables	CEXC6V4F1B-CBK007F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLACK / 7'		\$5.51			\$5.51			
Other	Cables	Patch Cables	CEXC6V4F1B-CBK010F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLACK / 10'		\$6.44			\$6.44			
Other	Cables	Patch Cables	CEXC6V4F1B-CBK015F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLACK / 15'		\$8.00			\$8.00			
Other	Cables	Patch Cables	CEXC6V4F1B-CBK020F	CAT6/CM/24AWG/RJ45-RJ45(568B)/CLEAR SNAGLESS BOOTS/BLACK / 20'		\$9.56			\$9.56			
Other	Cables	Patch Cables	CEX-LCLCSMD-001M	2F/SINGLEMODE/OFNR/LC(UPC)-LC(UPC)/DUPLEX/YELLOW/2MM / 1M		\$20.40			\$20.40			
Other	Cables	Patch Cables	CEX-LCLCSMD-002M	2F/SINGLEMODE/OFNR/LC(UPC)-LC(UPC)/DUPLEX/YELLOW/2MM / 2M		\$19.69			\$19.69			
Other	Cables	Patch Cables	CEX-LCLCSMD-003M	2F/SINGLEMODE/OFNR/LC(UPC)-LC(UPC)/DUPLEX/YELLOW/2MM / 3M		\$21.20			\$21.20			
Other	Cables	Patch Cables	CEX-LCLCSMD-005M	2F/SINGLEMODE/OFNR/LC(UPC)-LC(UPC)/DUPLEX/YELLOW/2MM / 5M		\$22.00			\$22.00			
Other	Cables	Patch Cables	CEX-LCLCOM4D-001M	2F/OM4/OFNR/LC(UPC)-LC(UPC)/DUPLEX/AQUA/2MM / 1M		\$20.91			\$20.91			
Other	Cables	Patch Cables	CEX-LCLCOM4D-002M	2F/OM4/OFNR/LC(UPC)-LC(UPC)/DUPLEX/AQUA/2MM / 2M		\$21.82			\$21.82			
Other	Cables	Patch Cables	CEX-LCLCOM4D-003M	2F/OM4/OFNR/LC(UPC)-LC(UPC)/DUPLEX/AQUA/2MM / 3M		\$22.73			\$22.73			
Other	Cables	Patch Cables	CEX-LCLCOM4D-005M	2F/OM4/OFNR/LC(UPC)-LC(UPC)/DUPLEX/AQUA/2MM / 5M		\$24.56			\$24.56			

Product Header	Product Sub	Product Family	Product Number	Product Description	MSRP	Customer Unit Price	Install Price	E-Rate Eligibility	Customer Extended Price	Reference Page
Services	Services	Access Points	P-INSTALL-AP	Presidio Installation and Configuration - Per Access Point	\$315.00		\$180.00	100%	\$180.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	Switch	P-INSTALL-SW	Presidio Installation and Configuration - Per Switch	\$665.00		\$380.00	100%	\$380.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	Firewall	P-INSTALL-FW	Presidio Installation and Configuration - Per Firewall / Router	\$4,375.00		\$2,500.00	100%	\$2,500.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	UPS	P-INSTALL-UPS1	Presidio Installation and Configuration - Install and Configuration	\$665.00		\$380.00	100%	\$380.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	UPS	P-INSTALL-UPS2	Presidio Installation and Configuration - Install Only	\$315.00		\$180.00	100%	\$180.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	Rack (Wall)	P-INSTALL-WRACK	Presidio Installation	\$328.13		\$187.50	100%	\$187.50	<a href="http://presidio.com">presidio.com</a>
Services	Services	Rack (Floor)	P-INSTALL-FRACK	Presidio Installation	\$525.00		\$300.00	100%	\$300.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	Project Mgmt	P-P-PM	Presidio Project Management - One Time fee - Under 100 UNITS ordered	\$2,220.00		\$1,480.00	100%	\$1,480.00	<a href="http://presidio.com">presidio.com</a>
Services	Services	Project Mgmt	P-FULL-PM	Presidio Project Management - Per site fee - 100 UNITS or more (\$1480 per site)	\$0.00		\$0.00	100%	\$0.00	<a href="http://presidio.com">presidio.com</a>
Cabling	Cabling	Cabling (Fiber)		12/Armored Plenum - 50' - Per Run	\$5,401.79	\$4,321.43		100%	\$4,321.43	
Cabling	Cabling	Cabling (Fiber)		12/Armored Plenum - 100' - Per Run	\$6,598.21	\$5,278.57		100%	\$5,278.57	
Cabling	Cabling	Cabling (Fiber)		12/Armored Plenum - 200' - Per Run	\$8,794.64	\$7,035.71		100%	\$7,035.71	
Cabling	Cabling	Cabling (Fiber)		12/Armored Plenum - 300' - Per Run	\$10,928.57	\$8,742.86		100%	\$8,742.86	
Cabling	Cabling	Cabling (Fiber)		12/Armored non Plenum - 50' - Per Run	\$5,196.43	\$4,157.14		100%	\$4,157.14	
Cabling	Cabling	Cabling (Fiber)		12/Armored non Plenum - 100' - Per Run	\$6,214.29	\$4,971.43		100%	\$4,971.43	
Cabling	Cabling	Cabling (Fiber)		12/Armored non Plenum - 200' - Per Run	\$8,348.21	\$6,678.57		100%	\$6,678.57	
Cabling	Cabling	Cabling (Fiber)		12/Armored non Plenum - 300' - Per Run	\$10,696.43	\$8,557.14		100%	\$8,557.14	
Cabling	Cabling	Cat 6E Copper Runs		Non Plenum Cat 6E - 50' - Per Run	\$419.64	\$150.00		100%	\$142.86	
Cabling	Cabling	Cat 6E Copper Runs		Non Plenum Cat 6E - 100' - Per Run	\$491.07	\$200.00		100%	\$192.86	
Cabling	Cabling	Cat 6E Copper Runs		Non Plenum Cat 6E - 200' - Per Run	\$550.00	\$230.00		100%	\$228.57	
Cabling	Cabling	Cat 6E Copper Runs		Non Plenum Cat 6E - 300' - Per Run	\$607.14	\$290.00		100%	\$285.71	
Cabling	Cabling	Cat 6E Copper Runs		Plenum Cat 6E - 50' - Per Run	\$485.71	\$200.00		100%	\$200.00	
Cabling	Cabling	Cat 6E Copper Runs		Plenum Cat 6E - 100' - Per Run	\$562.50	\$240.00		100%	\$235.71	
Cabling	Cabling	Cat 6E Copper Runs		Plenum Cat 6E - 200' - Per Run	\$589.29	\$290.00		100%	\$285.71	
Cabling	Cabling	Cat 6E Copper Runs		Plenum Cat 6E - 300' - Per Run	\$1,107.14	\$360.00		100%	\$885.71	
Conduit	Conduit	Conduit		1" EMT Conduit - 50' - Per Run	\$1,107.14	\$886.00		100%	\$885.71	
Conduit	Conduit	Conduit		1" EMT Conduit - 100' - Per Run	\$2,000.00	\$1,600.00		100%	\$1,600.00	
Conduit	Conduit	Conduit		1" EMT Conduit - 200' - Per Run	\$3,241.07	\$2,600.00		100%	\$2,592.86	
Conduit	Conduit	Conduit		1" EMT Conduit - 300' - Per Run	\$4,678.57	\$3,745.00		100%	\$3,742.86	
		Conduit		1,25" Directional Bore - Per Foot	\$43.21	\$35.00		100%	\$34.57	
Cabling	Cabling	Existing Cable		Test and certify existing cable	\$26.79	\$22.00		100%	\$21.43	
Cabling	Cabling	Existing Cable		Re-route existing cable	\$89.29	\$72.00		100%	\$71.43	
Cabling	Cabling	Existing Cable		Re-route and Terminate 12 strand Fiber	\$1,821.43	\$1,457.14		100%	\$1,457.14	
Other	Other	Asset Tagging		Asset Tagging with Asset Tags	\$26.79	\$21.43		100%	\$21.43	
Cabling	Cabling	Patch Cable		1 Meter Fiber Patch cord	\$60.71	\$48.57		100%	\$48.57	
Cabling	Cabling	Patch Cable		2 Meter Fiber Patch cord	\$63.39	\$50.71		100%	\$50.71	
Cabling	Cabling	Patch Cable		3 Meter Fiber Patch cord	\$67.86	\$54.29		100%	\$54.29	
Cabling	Cabling	Patch Cable		Cat 6 Patch Cables 1 foot	\$10.71	\$8.57		100%	\$8.57	
Cabling	Cabling	Patch Cable		Cat 6 Patch Cables 3 foot	\$11.16	\$8.93		100%	\$8.93	
Cabling	Cabling	Patch Cable		Cat 6 Patch Cables 10 foot	\$12.50	\$10.00		100%	\$10.00	
Cabling	Cabling	Patch Cable		Cat 6 Patch Cables 14 foot	\$14.02	\$11.21		100%	\$11.21	
Cabling	Cabling	Patch Panel		24 port Cat 6 Patch Panel - Generic	\$109.99	\$65.00		100%	\$64.29	
Cabling	Cabling	Patch Panel		48 port Cat 6 Patch Panel - Generic	\$169.99	\$109.00		100%	\$107.14	

## Special Cabling Project for Union Parish School District

The following pages reflect custom pricing based on each network closet that was visited and documented with photographs during the mandatory site visit on December 4, 2024.

With the information gathered from this site visits, Presidio has proposed pricing options for upgrades to some of the network closets.

The first option includes the installation of new 24-port patch panels equipped with colored keystones, as well as a thorough cleaning of the racks.

The second option builds on the first by also including the removal of all existing equipment and the reorganization of each rack according to the customer's standards.

However, if an existing closet was already neatly organized, only the first option was provided.

The specific keystone colors—blue, gray, white, and yellow—will be finalized at the time of ordering.

If additional closets are required, they must be visited and assessed individually prior to the submission of Form 471, as each closet is completely unique.

IDF 1 – Closet



	Descriptions of Service	Price
Option 1	4U for panels, install 4 panels	\$2,375.00
Option 2	2 post rack, install rack, 4 panels, 3 switches & UPS	\$2,850.00
Option 3	9U open wall rack, install rack, 4 panels, 3 switches & UPS	\$2,800.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

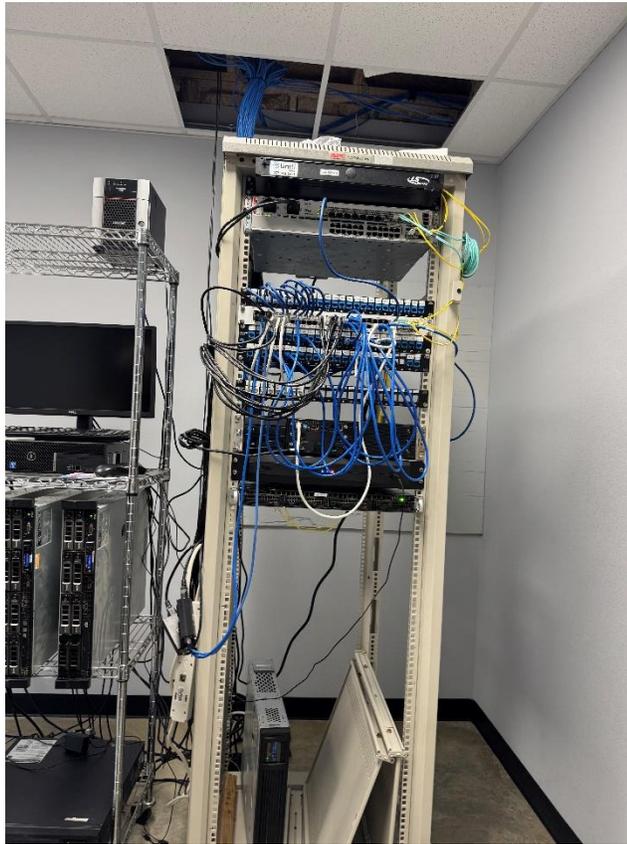
IDF 2



	Descriptions of Service	Price
Option 1	4 (24) port patch panel, 3 switches – clean only - no rearranging of rack	\$2,375.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

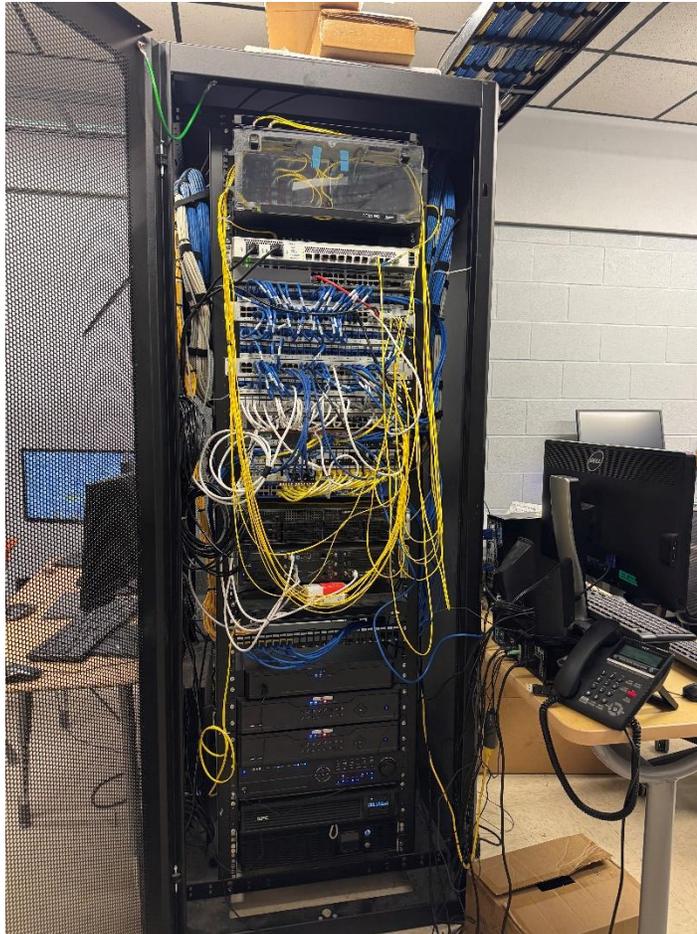
IDF 3



	Descriptions of Service	Price
Option 1	4 (24) port patch panel – clean only – no rearranging of rack	\$2,300.00
Option 2	4 (24) port patch panel – removal of equipment and re-arranging per customer’s standards	\$3,300.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

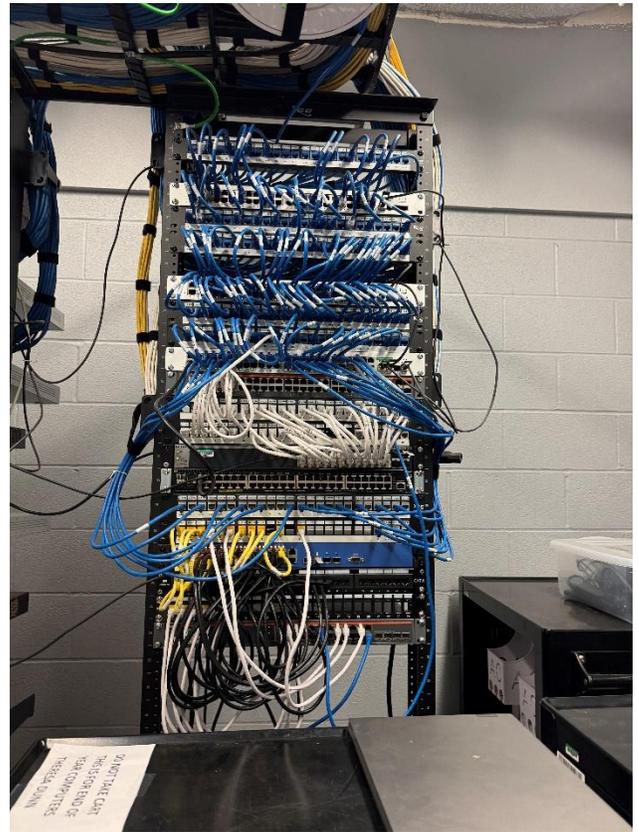
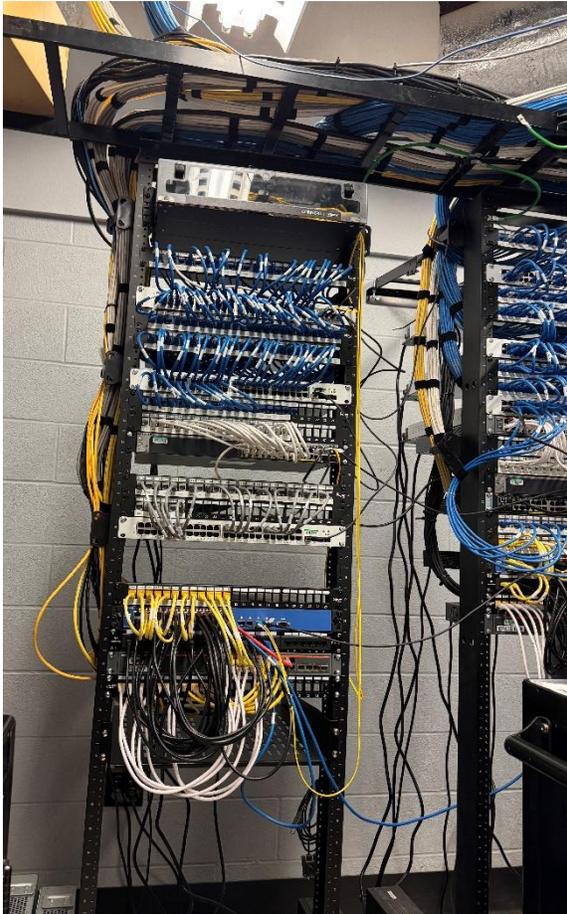
IDF 4



	Descriptions of Service	Price
Option 1	8 (24) port patch panel – clean only – no rearranging of rack	\$4,600.00
Option 2	8 (24) port patch panel – removal of equipment and re-arranging per customer’s standards	\$7,460.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

IDF 5



	Descriptions of Service	Price
Option 1	Rack #1 10 (24) port patch panel – clean only – no rearranging of rack Rack # 2 12 (24 port patch panel – clean only – no rearranging of rack	\$12,115.00
Option 2	Rack #1 10 (24) port patch panel – removal of equipment and re-arranging per customer’s standards Rack # 2 12 (24 port patch panel – removal of equipment and re-arranging per customer’s standards	\$14,115.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

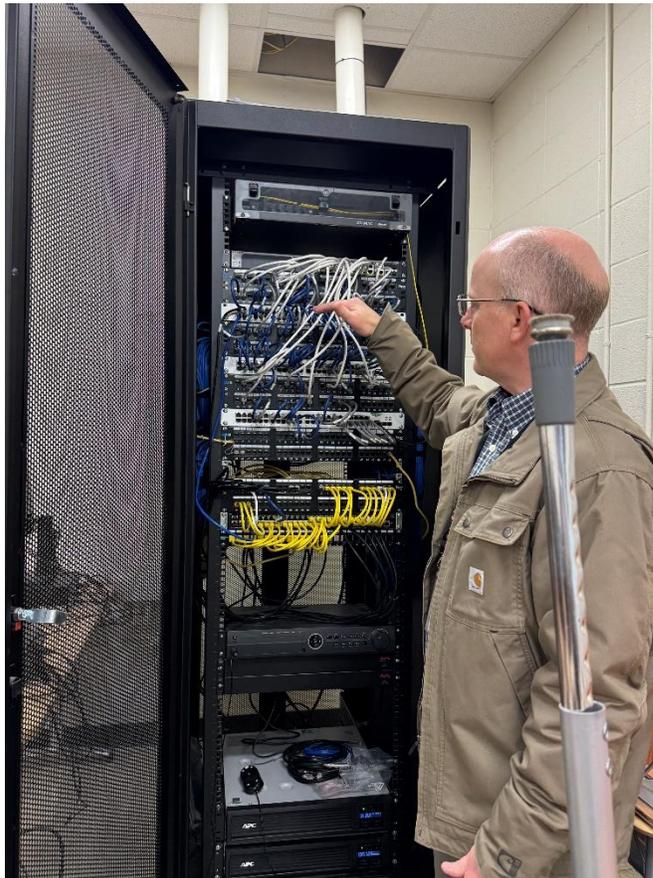
IDF 6



	Descriptions of Service	Price
Option 1	5 (24) port patch panel – clean only – no rearranging of rack	\$2,860.00
Option 2	5 (24) port patch panel – removal of equipment and re-arranging per customer’s standards	\$4,500.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

IDF 7



	Descriptions of Service	Price
Option 1	11 (24) port patch panel – clean only – no rearranging of rack	\$5,700.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

IDF 8



	Descriptions of Service	Price
Option 1	13 (24) port patch panel – clean only – no rearranging of rack	\$6,886.00
Option 2	13 (24) port patch panel – removal of equipment and re-arranging per customer’s standards	\$7,743.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

IDF 9



	Descriptions of Service	Price
Option 1	9 (24) port patch panel – clean only – no rearranging of rack	\$4,800.00

\*Panels include: Brand new 24 port Patch panel with (Qty 24) keystones – colors to be determined at time of ordering.

Fiber Run:

During the mandatory walk through the customer requested a fiber run the length of a basketball gym plus approximately 80 feet. They stated there was conduit under the slab that could be used.

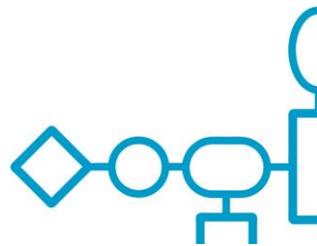
Below is the pricing for this fiber run:

Description:	Price
200' OM4 12 strand indoor plenum rated fiber with patch panels at each end and fiber patch cables. Using existing conduit.	\$2,290.00

\* Alternative fiber options are available (e.g., OM3) along with various strand counts (e.g., 6, 24). These options can be reviewed and priced prior to the 471 submission. For RFP submittal purposes, we have quoted OM4 with 12 strands.

# TAB 4

## Proposed Product Specifications



To minimize the length of our RFP response, all product specification sheets for the proposed items can be found at:

<https://meraki.cisco.com/>