



E-Rate

Aruba Switching

Presented to:
Elida Local Schools
Craig Kerns
Technology Coordinator
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419.331.4115

Date Submitted:
March 5, 2020

Presented by:
ITSavvy
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Senior Client Executive
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312.676.5237

Proposal #
75584 / 3325608

ITSavvy SPIN #
143034186



March 5, 2020

Craig Kerns
Technology Coordinator
Elida Local Schools
4380 Sunnydale Ave
Elida, OH 45807

RE: E-Rate 2020 — An Engineered Solution by ITsavvy

Dear Craig:

ITSavvy is pleased to present this E-Rate proposal. We look forward to partnering with Elida Local Schools to deliver reliable and easy to manage solutions that will enhance the learning environment.

We understand that you need security, reliability, scalability and performance in all corners of your facility. That's why our engineering experts will deliver a solution that works the way you do. You'll get improved performance for digital learning.

ITSavvy was built on a commitment to Service, Solutions and Satisfaction. Our strong vendor partnerships and excellence in technical certifications contributed to our selection on CRN's Tech Elite 250, an exclusive group of North American IT solution providers that have earned the highest number of advanced technical certifications from leading technology vendors.

With over a decade of experience and technical leadership, it's no surprise that we have earned the Better Business Bureau A+ Rating for Zero Complaints.

We appreciate your interest in ITSavvy's E-Rate expertise. I am personally committed to helping to achieve the digital learning objectives. ITSavvy looks forward to becoming your partner, trusted IT solutions advisor and IT products provider.

If there is anything further I can do, please feel free to contact me at 312.676.5237.

Sincerely,

Scott Gibson
Senior Client Executive
70 Birch Alley, Suite 240, Bldg B
Beavercreek, OH 45440



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Confidentiality Statement

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savvy®

Aruba Switching

E-Rate

1. Executive Summary

Elida Local Schools depends on digital resources in order to meet the educational goals of the school, staff and parents. Today's mobile devices require an updated network infrastructure to operate efficiently. This upgrade ensures the network can handle the demands of the educators.

Properly configured by ITsavvy engineers, this upgrade will bring performance and reliability to the mobile-first learning campus. This equipment is scalable, secure and ideal for an educational organization. This upgrade will maximize uptime of the schools digital flow and reduce the burden on IT staff.

ITSavvy's Advanced Solution Group (ASG) certified engineers are experienced experts at educational networking implementations and will ensure the school to achieve the goals of this upgrade. Putting the workload on ITSavvy allows the school resources to be utilized on other important initiatives.

ITsavvy, A Trusted IT Advisor and Single-Source IT Products Reseller

We understand the importance in selecting the right IT solutions provider.

It's our experience that IT operations today are looking for technology that not only solves problems but can also transform the organization. This means looking to experts with an integrated approach that is highly efficient and value-driven. This is the ITsavvy approach to IT. In effect, our solutions are designed to take care of the heartbeat of your organization.

We want you to be as confident as we are.

No matter if your IT operation is functional or strategic, you need an integrated solutions partner who can guide you through the process. This will require a great deal of mutual trust. One of our recognized strengths is our ability to build and sustain confident, trusted relationships. We succeed at this by spending time early on to fully understand what is most critical to your organization. Yes, we may be unique in our extraordinary due diligence, but this enables us to propose solutions that are cued in to specific desired outcomes. You will find evidence of our findings in the pages that follow.

We are recognized as an industry leader.

Our vendor-certified solutions architects and engineers will guide your project from architecture to post-deployment training and support. We take great pride in our holistic knowledge of IT operations. This will bring continuity to your infrastructure, and our vendor neutral approach enables us to deliver further value. Our extensive number of premier-level vendor certifications helped us earn a highly prestigious place on CRN's Tech Elite 250 list. CRN also placed ITsavvy on its Managed Service Providers Elite 150 list.

We offer integrated IT solutions and products.

At any time we can leverage the expertise of our [Security Solutions](#), [Engineered Solutions](#), [Managed Services](#), [Cloud Solutions](#), or [Unified Communications](#) teams. It is one of the reasons ITsavvy is becoming the industry model for integrated IT products and solutions. We believe a holistic IT operation is more strategic and more cost-effective. Our clients also find tremendous value in our [IT Products Portal](#), one of the largest of its kind. As an ITsavvy client, you have access to our inventory of well over 1,000,000 IT products and 1,000 brands. Our 46 nationwide product distribution centers deliver products faster and with lower shipping costs.

We listen. Then deliver results. You're the hero.

That's our mission. Taken in total, our integrated approach and decades of expertise lead us toward a solution that delivers impact, performance and value. We are confident of that. In summary, we are excited about the opportunity to work with you on this solution. We will ensure your satisfaction because our goal is to become your trusted IT advisor and single-source IT products partner.

2. Current Technology Situation

Overview

Elida Local Schools utilizes legacy networking equipment that fails to meet the requirements of the students and staff. An upgrade is required in order to keep up with digital demands required by the staff.

3. Proposed Solution

Solution Overview

Project Initiation

- Assign project manager as outlined in section 4
- Provide method for gathering required project information
- Perform pre-configuration settings discovery with client prior to equipment installation

Items specified below to be performed by ITsavvy trusted partner

Onsite Switch Installation

- Remove necessary equipment to provide rack space for proposed equipment
- Racking and labeling of proposed switches
- Configure network addressing and connecting of uplinks
- Connecting of end point patch cables

Onsite Configuration of switches

- Review configuration options per discovery and information requests
- In Band and Out of Band Access
- Authentication
- IP Addressing, Default Gateway, Configure SNMP communities, Timezone and Time,
- Port based VLAN Services
- Layer 2 discovery protocols
- VLAN DHCP relay

Client is responsible for:

- Providing information requested by ITsavvy for successful completion of this project
- Credentials for equipment and remote access as needed for the duration of the project
- Verifying all hardware has been received per order
- Re-addressing of any end-user devices due to subnet changes
- Hardware, software, licensing and engineering services not specified in this proposal



4. Project Management Plan

In addition to the proposed technical solutions, ITsavvy provides detailed project management services with all client engagement activities. Project management activities will include a pro-active communications plan, a dedicated Project Manager to manage and monitor the schedule and resources, and a single point of contact for all project related activities.

Project Initiation and Planning

Prior to the project execution, the Project Manager will work with the client to determine and document the following:

- Requirements and activities related to project execution. These will be documented and reviewed with the client to validate the scope and assign tasks to the client and vendor resources.
- Risks related to the project and resources. A risk action plan will be developed which will include probability, potential impact to project activities, and a mitigation strategy to address all risks that come to fruition during project execution.
- Project Work Breakdown Schedule of activities based on the client's requirements and resource availability.

Project Execution

- Project execution will commence according to the project schedule and when all prerequisite activities and/or resources are identified and in place.
- System testing will occur as part of the project execution activities and will serve as a baseline for determining additional project activities and/or project closure.

Project Monitoring and Control

Project monitoring will occur throughout the duration of the project, and the Project Manager will take the required action on the following items when/if they occur:

- Project delays – will be addressed with the client and assigned resources to determine the best course of action (i.e., schedule re-evaluation, resource additions, and critical path evaluation)
- Project scope control – project scope creep will be addressed with the project sponsor and a resolution will be determined to avoid schedule delays and cost overages.

Project Closure

- Project closure will occur when all tasks and activities have been completed to the satisfaction of the client.
- Documented client acceptance of the project will be required in the form of a signed Project Acceptance and Closure document to be delivered to the client by the Project Manager upon completion.



5. Investment

1) HARDWARE AND SOFTWARE INVESTMENT

Our proposed solution includes the following items:

<u>Quantity</u>	<u>Product</u>
30	Aruba 2540 series switches
6	Aruba 5400 series chassis switches
6	Aruba 3810 series switches

Total Hardware and Software Investment **\$171,828.50**

2) SERVICES INVESTMENT

Professional Implementation Services

Total Services Investment **\$5,546.67**

TOTAL INVESTMENT **\$177,375.17**

(Plus Applicable Tax & Shipping)

- Choose who we want even if higher?
- No bid on fiber - Local Guy for 471
- timeframe? When Approve/Buy

Proposal Acceptance

This proposal and all of its content has been agreed to by the following representatives:

Elida Local Schools

ITsavvy

Signature

Signature

Print Name

Print Name

Title

Title

Date

Date

6. Appendices

The following pages include additional information.

Equipment datasheets

Aruba 2540 series switch

https://www.arubanetworks.com/assets/ds/DS_2540SwitchSeries.pdf

Aruba 5400 series chassis switch

https://www.arubanetworks.com/assets/ds/DS_5400Rzl2SwitchSeries.pdf

Aruba 2540 series switch

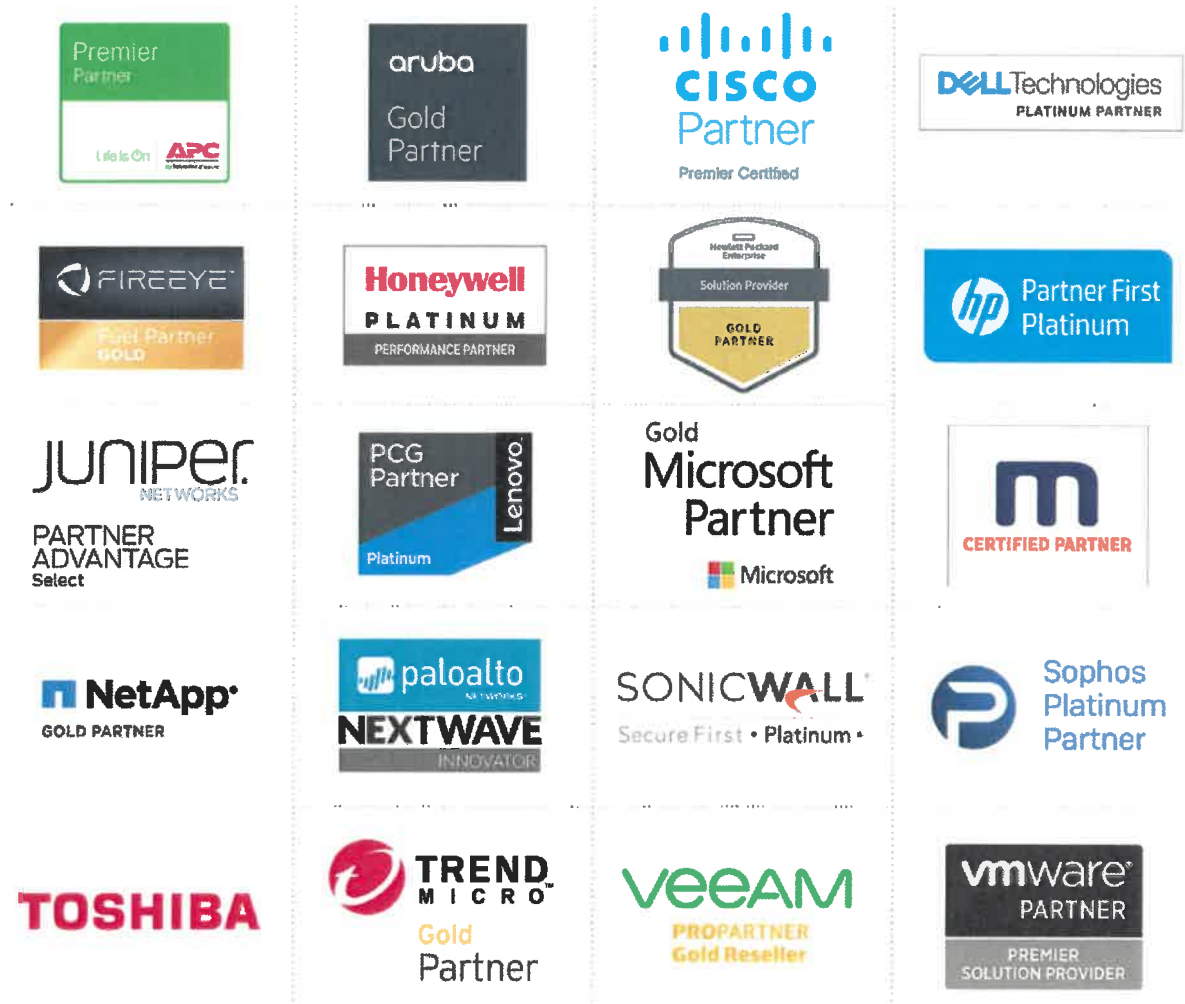
https://www.arubanetworks.com/assets/ds/DS_2540SwitchSeries.pdf

Awards

2019-2016	Tech Elite 250 – <i>CRN</i>
2019-2014	Elite 150 Managed Service Provider 500 – <i>CRN</i>
2019-2007	Solution Provider 500 – <i>CRN</i>
2019-2009	Largest Privately-held Companies in Metro Chicago – <i>Crain's Business</i>
2019-2014	A+ Rating for Zero Complaints – <i>Better Business Bureau</i>
2018	The 20 Most Trusted Cloud Solution providers – <i>Insights Success Magazine</i>
2017, 2016	MSP Mentor 501 – Top Managed Services Provider in the World – <i>MSPmentor</i> #7 in 2017 #15 in 2016
2017	Ten Most Admired Companies in Cloud Computing – <i>Insights Success Magazine</i>
2017	#1 in North America for Innovation in Specialist IT Solutions – <i>CorporateLiveWire</i>
2017	Best IT Infrastructure Management Solution: savvyGuard® - <i>CV Magazine Technology Innovator Awards</i>
2017	Best Technology Solutions Integration Services - USA - <i>CV Magazine Technology Innovator Awards</i>
2017	Best Unified Communications & Managed Services Provider – USA – <i>Softech Intl Awards</i>
2017	Best IT Engineering & Managed Services Provider – Midwest USA – <i>TMT News</i>
2016	50 Best Workplaces of the Year – <i>The Silicon Review</i>
2016	Top 25 Most Recommended Data Backup & Disaster Recovery Solution Providers – <i>Enterprise Services Outlook Magazine</i>
2016	Top 20 Storage Providers – <i>Insights Success Magazine</i>
2016	20 Most Promising Virtualization Solution Providers – <i>CIO Review</i>
2016	20 Most Promising Networking Solution Providers – <i>CIO Review</i>
2015	20 Most Promising UC Solution Providers – <i>CIO Review</i>
2015	Circle of Excellence Award in the U.S. Cloud – <i>ShoreTel</i>
2014-2009	Inc. 5000 Fastest Growing Private Companies in America – <i>Inc. Magazine</i>
2013	Fast Growth 150 – <i>CRN</i>
2013-2011	Fastest Growing Companies in Metro Chicago – <i>Crain's Business</i>
2010	Tech 500 Fastest Growing Technology Companies in the U.S. – <i>Lead 411</i>
2010	CEO Mike Theriault Receives Entrepreneurial Excellence Award in Growth Category – <i>Daily Herald Business Ledger</i>
2009, 2008	Fast Growth 100 – <i>Computer Reseller News</i>

Certifications

Below are some of ITsavvy's partner certifications. Please note, we have strategic partnerships with thousands of hardware, software and other technology companies.





ITSavvy LLC
313 South Rohlwing Road
Addison, IL 60101
www.ITSavvy.com

Quote Details	
Quote #:	3325608
Date:	03/05/2020
Payment Method:	Net 30 Days
Client PO#:	
Cost Center:	
Shipping Method:	Ground

Bill To:

ACCT #: 557148
Elida Local Schools
Accounts Payable
4380 Sunnydale Ave
Elida, OH 45807
United States
419-331-4155

Ship To:

Elida Local Schools
Craig Kerns
4380 Sunnydale St
Elida, OH 45807-9593
United States
419-331-4115

Client Contact:

Craig Kerns
(P) 419-331-4115
craig@elida.k12.oh.us

Client Executive:

Scott Gibson
(P) 312.676.5237
(F) 312.676.5238
sgibson@ITSavvy.com

SPIN: 143034186 - E-RATE

Description: ERATE OH 3.9.2020 ELIDA LOCAL SD 557148 FORM_470_APPLICATION_200021934- Aruba Switches

Item Description	Part #	Qty	Unit Price	Total
High School				
1 HPE Aruba 5406R 44GT PoE+ / 4SFP+ (No PSU) v3 zl2 Switch - managed - 44 x 10/100/1000 (PoE+) + 4 x 1 Gigabit / 10 Gigabit SFP+ - rack-mountable - PoE+ Manufacturer Part #: JL003A	16485101	2	\$3,759.36	\$7,518.72
2 HPE Expansion module - Gigabit Ethernet / 10 Gigabit SFP+ x 8 - for HPE Aruba 5406R 16-port SFP+, 5406R 8-port 1/2.5/5/10GBASE-T PoE+ / 8-port SFP+ Manufacturer Part #: J9993A	16485082	2	\$1,982.96	\$3,965.92
3 HPE Expansion module - Gigabit Ethernet (PoE+) x 20 + Gigabit Ethernet / 10 Gigabit SFP+ x 4 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R zl2, 5412R, 5412R 92, 5412R zl2 Manufacturer Part #: J9990A	16485079	2	\$1,652.47	\$3,304.94
4 HPE Power supply (plug-in module) - 1100 Watt - United States - for HPE Aruba 5406R, 5406R 8-port, 5412R, 5412R 92 Manufacturer Part #: J9829A#ABA	16059192	4	\$507.54	\$2,030.16
5 HPE Aruba 3810M 16SFP+ 2-slot Switch Switch - L3 - managed - 16 x 10 Gigabit SFP+ - rack-mountable Manufacturer Part #: JL075A	16746598	2	\$4,770.51	\$9,541.02
6 HPE Aruba Network stacking module 4 Manufacturer Part #: JL084A	16746603	2	\$454.42	\$908.84
7 HP 3800 1m Stacking Cable Manufacturer Part #: J9665A	14064891	1	\$120.00	\$120.00
8 HPE Aruba X371 Power supply - hot-plug / redundant - AC 100-240 V - 250 Watt - United States - for HPE Aruba 2930M 24G, 2930M 48G, 3810M, 3810M 16SFP+, 3810M 24SFP+ Manufacturer Part #: JL085A#ABA	16746604	2	\$216.00	\$432.00
9 HPE Aruba 2540 48G PoE+ 4SFP+ Switch - managed - 48 x 10/100/1000 (PoE+) + 4 x 10 Gigabit Ethernet / 1 Gigabit Ethernet SFP+ - desktop, rack-mountable, wall-mountable - PoE+ (370 W) Manufacturer Part #: JL357A#ABA	20210805	26	\$1,967.22	\$51,147.72
10 eNet Components Manufacturer Part #: J9151D-ENC SFP+ transceiver module (equivalent to: Aruba J9151D) - 10 GigE - 10GBase-LR - LC single-mode	20829762	4	\$140.00	\$560.00
11 eNet Components Manufacturer Part #: J9150D-ENC SFP+ transceiver module (equivalent to: Aruba J9150D) - 10 GigE - 10GBase-SR - LC multi-mode	20829761	22	\$100.00	\$2,200.00
12 eNet Components Manufacturer Part #: J9283D-ENC 3M 10GBASE-CU SFP+/SFP+ ACTIVE DIRECT-ATTACH CABLE HP COMPATIBLE	20829245	22	\$56.00	\$1,232.00
Subtotal				\$82,961.32

Middle School					
13	HPE Aruba 5406R 44GT PoE+ / 4SFP+ (No PSU) v3 zl2 Switch - managed - 44 x 10/100/1000 (PoE+) + 4 x 1 Gigabit / 10 Gigabit SFP+ - rack-mountable - PoE+ Manufacturer Part #: JL003A	16485101	2	\$3,759.36	\$7,518.72
14	HPE Expansion module - Gigabit Ethernet / 10 Gigabit SFP+ x 8 - for HPE Aruba 5406R 16-port SFP+, 5406R 8-port 1/2.5/5/10GBASE-T PoE+ / 8-port SFP+ Manufacturer Part #: J9993A	16485082	2	\$1,982.96	\$3,965.92
15	HPE Expansion module - Gigabit Ethernet (PoE+) x 20 + Gigabit Ethernet / 10 Gigabit SFP+ x 4 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R zl2, 5412R, 5412R 92, 5412R zl2 Manufacturer Part #: J9990A	16485079	2	\$1,652.47	\$3,304.94
16	HPE Power supply (plug-in module) - 1100 Watt - United States - for HPE Aruba 5406R, 5406R 8-port, 5412R, 5412R 92 Manufacturer Part #: J9829A#ABA	16059192	4	\$507.54	\$2,030.16
17	HPE Aruba 3810M 48G PoE+ 4SFP+ 680W Switch - L3 - managed - 48 x 10/100/1000 (PoE+) - rack-mountable - PoE+ - DC power Manufacturer Part #: JL428A#ABA	20271805	2	\$3,725.92	\$7,451.84
18	HPE Aruba Network stacking module 4 Manufacturer Part #: JL084A	16746603	2	\$454.42	\$908.84
19	HP 3800 1m Stacking Cable Manufacturer Part #: J9665A	14064891	1	\$120.00	\$120.00
20	HPE Aruba X372 Power supply - hot-plug / redundant (plug-in module) - AC 100-240 V - 680 Watt - United States - for HPE Aruba 2930M 24, 2930M 24G, 2930M 40G, 2930M 48G, 3810M 24G, 3810M 40G, 3810M 48G Manufacturer Part #: JL086A#ABA	16746605	2	\$294.69	\$589.38
21	HPE Aruba 2540 48G PoE+ 4SFP+ Switch - managed - 48 x 10/100/1000 (PoE+) + 4 x 10 Gigabit Ethernet / 1 Gigabit Ethernet SFP+ - desktop, rack-mountable, wall-mountable - PoE+ (370 W) Manufacturer Part #: JL357A#ABA	20210805	4	\$1,967.22	\$7,868.88
22	eNet Components Manufacturer Part #: J9151D-ENC SFP+ transceiver module (equivalent to: Aruba J9151D) - 10 GigE - 10GBase-LR - LC single-mode	20829762	4	\$140.00	\$560.00
23	eNet Components Manufacturer Part #: J9283D-ENC 3M 10GBASE-CU SFP+/SFP+ ACTIVE DIRECT-ATTACH CABLE HP COMPATIBLE	20829245	4	\$56.00	\$224.00
				Subtotal	\$34,542.68

Elementary School					
24	HPE Aruba 5406R 44GT PoE+ / 4SFP+ (No PSU) v3 zl2 Switch - managed - 44 x 10/100/1000 (PoE+) + 4 x 1 Gigabit / 10 Gigabit SFP+ - rack-mountable - PoE+ Manufacturer Part #: JL003A	16485101	2	\$3,759.36	\$7,518.72
25	HPE Expansion module - Gigabit Ethernet / 10 Gigabit SFP+ x 8 - for HPE Aruba 5406R 16-port SFP+, 5406R 8-port 1/2.5/5/10GBASE-T PoE+ / 8-port SFP+ Manufacturer Part #: J9993A	16485082	2	\$1,982.96	\$3,965.92
26	HPE Power supply (plug-in module) - 1100 Watt - United States - for HPE Aruba 5406R, 5406R 8-port, 5412R, 5412R 92 Manufacturer Part #: J9829A#ABA	16059192	4	\$507.54	\$2,030.16
27	eNet Components Manufacturer Part #: J9151D-ENC SFP+ transceiver module (equivalent to: Aruba J9151D) - 10 GigE - 10GBase-LR - LC single-mode	20829762	2	\$140.00	\$280.00
28	HPE Expansion module - 40 Gigabit QSFP+ x 2 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R zl2, 5412R, 5412R 92, 5412R zl2 Manufacturer Part #: J9996A	16485084	4	\$2,809.19	\$11,236.76
29	HPE X142 40GBase direct attach cable - QSFP+ to QSFP+ - 10 ft - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH235A	16506178	2	\$222.29	\$444.58
30	eNet Components Manufacturer Part #: J9283D-ENC 3M 10GBASE-CU SFP+/SFP+ ACTIVE DIRECT-ATTACH CABLE HP COMPATIBLE	20829245	2	\$56.00	\$112.00
31	AddOn	22076499	2	\$406.07	\$812.14

QSFP+ transceiver module (equivalent to: HP JH231A) - 40 Gigabit LAN - 40GBASE-SR4 - MPO multi-mode - up to 492 ft - 850 nm - TAA Compliant - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH231A-AO									
32	EDGE QSFP+ transceiver module (equivalent to: HP JH232A) - 40 Gigabit LAN - 40GBase-LR4 - LC single-mode - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH232A-EM	20168082	2	\$1,755.42	\$3,510.84				
33	HPE X142 QSFP+ transceiver module - 40 Gigabit LAN - 40GBase-ESR4 - MPO - up to 984 ft - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH233A	16506176	2	\$1,445.90	\$2,891.80				
				Subtotal	\$32,802.92				
Elementary School- Alt									
34	HPE Aruba 3810M 16SFP+ 2-slot Switch Switch - L3 - managed - 16 x 10 Gigabit SFP+ - rack-mountable Manufacturer Part #: JL075A	16746598	2	\$4,770.51	\$9,541.02				
35	HPE Aruba Expansion module - 40 Gigabit QSFP+ x 2 - for HPE Aruba 3810M 16SFP+ 2-slot Switch Manufacturer Part #: JL079A	16746601	2	\$1,652.47	\$3,304.94				
36	HPE Aruba Network stacking module 4 Manufacturer Part #: JL084A	16746603	2	\$454.42	\$908.84				
37	HP 3800 1m Stacking Cable Manufacturer Part #: J9665A	14064891	1	\$120.00	\$120.00				
38	HPE Aruba X371 Power supply - hot-plug / redundant - AC 100-240 V - 250 Watt - United States - for HPE Aruba 2930M 24G, 2930M 48G, 3810M, 3810M 16SFP+, 3810M 24SFP+ Manufacturer Part #: JL085A#ABA	16746604	2	\$216.00	\$432.00				
39	AddOn QSFP+ transceiver module (equivalent to: HP JH231A) - 40 Gigabit LAN - 40GBASE-SR4 - MPO multi-mode - up to 492 ft - 850 nm - TAA Compliant - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH231A-AO	22076499	2	\$406.07	\$812.14				
40	EDGE QSFP+ transceiver module (equivalent to: HP JH232A) - 40 Gigabit LAN - 40GBase-LR4 - LC single-mode - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH232A-EM	20168082	2	\$1,755.42	\$3,510.84				
41	HPE X142 QSFP+ transceiver module - 40 Gigabit LAN - 40GBase-ESR4 - MPO - up to 984 ft - for HPE Aruba 2930M 24 Smart Rate POE+ 1-Slot, 8325-32C, 8325-48Y8C Manufacturer Part #: JH233A	16506176	2	\$1,445.90	\$2,891.80				
				Subtotal	\$21,521.58				
Professional Services									
42	ITsavvy-ASG Professional Svc Details Specified in SOW Manufacturer Part #: ASG-ES-ENG-OS Switch install includes all associated cabling, modules, and racking / stacking	ASG-ES-ENG-OS	1	\$5,546.67	\$5,546.67				
				Subtotal:	\$177,375.17				
				TOTAL:	\$177,375.17				

ITsavvy is always looking to deliver the lowest cost possible to our clients. This results in fluctuating prices that you will find are lower more often than not. However, prices are subject to increases without notice in the event of a manufacturer or distributor price increase. Available inventory is subject to change without notice. This document is a quotation only and is not an order or offer to sell.

We do accept credit cards for payment. However, if the credit card is provided after the order has been invoiced there will be a charge of 3% of the total purchase.

Unless specifically listed above, these prices do NOT include applicable taxes, insurance, shipping, delivery, setup fees, or any cables or cabling services or material.

All non-recurring services are 50% due upon signing of contract, 40% due upon delivery of equipment, balance due upon install.

ITsavvy's General Terms and Conditions of Sale, which can be found at www.ITsavvy.com/termsandconditions, shall apply to and are incorporated into all agreements with Client, including all Orders.