Erate Network Equipment RFP

Northern York School District – DUE DATE 3/3/17

integra**ONE**
www.integra1.net

Judy Messer
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5.1 Provide a description of the nature and scope of your firm's business endeavors, including history of company

integraONE is committed to client satisfaction, to building long-lasting relationships with our clients, and to providing professional service and overall excellence in all that we do.

Founded in 1990, integraONE provides clients throughout Pennsylvania, New York, New Jersey, Delaware and Maryland with a full range of networking and technology solutions around the following core competencies: network infrastructure, unified communications, security technologies, data center solutions, and technical services. Headquartered in Allentown, PA since our inception, we have grown to include satellite offices in Wormleysburg, PA near Harrisburg and in Saxonburg, PA near Pittsburgh.

Our client base is comprised of organizations in the Higher Education, K–12, Local Government, Commercial, Financial and Healthcare markets.

integraONE has a high ratio of service-to-sales staff (3:1) compared to other systems integrators in the region which means if you have a problem that arises in your network, we have an entire staff of professional, certified technology experts on-had to get you back to business fast – saving you time and money.

We pride ourselves on being responsive to our clients' needs whether it be over a long period of time as we work together on large-scale projects or for immediate, disaster recovery-type situations. We do whatever it takes to meet our clients' needs and help keep their critical data systems running.

Our award-winning service department services nearly everything we sell, including most major brands. We handle more than 400 HP repairs per month alone and many more repairs to dozens of other manufacturers.

integraONE also offers its own Managed Services solution, FusionONE which offers backup and disaster recovery solutions; server care; email in the cloud; desktop and user care; proactive network monitoring and management services; and its own private cloud solution, cloudONE powered by Xtium.

Our commitment is to advance and organization's technology capabilities with professional counsel, flexible solutions that grow with the organization, and the ongoing support to ensure their success.

5.2 Provide a description of your firm's previous and ongoing relationship, if any, with the District.

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integraONE first began working with Northern York School District 2011

Since then we have assisted with Cisco switching, routing, wireless, security and unified communication. Our engineering team has been instrumental in designing solutions that meet the needs of the district with clear consideration of their budgets and priorities moving forward. We have worked to develop a network that can be seamlessly supported and enhanced throughout the life time of the equipment. The state of the art technology has kept Northern York School District in a situation where they can address the needs of the Student and Teacher population and the demands the require to teach and learn in today's world of enhancements. integraONE presales engineers have worked closely with your team to help meet the districts future goals in conjunction with the initiatives set for by the Northern York IT Director and Staff.

5.3 Provide proof that the Vendor and all subcontractors are authorized to do business in Pennsylvania.

Integra Business Center, INC. (dba integraONE) Commonwealth of Pennsylvania Department of State Certificate of Good Standing following Appendix A.

5.4 Provide the names and contact information of at least 5 current Pennsylvania K-12 clients of similar size to the District that can attest to the quality of work provided by your company using or procuring similar goods and/or services as requested in this RFP.

1) Mifflin County School District – Doug Cunningham drc28@mcsdk12.org

2) Conestoga Valley School District – Ed Sherretta   Edward_Sherretta@conestogavalley.org

3) Twin Valley School District – Jeff Buettler buettler@tvsd.org

4) East Stroudsburg School District – Brian Borosh   brian-borosh@esasd.net

5) Elizabethtown College – Steve Rutter ruttersm@etown.edu

5.5 Provide a description of the firm's experience with the federal E-rate program.

integraONE received a SPIN number the first year Erate was created. We have been working with Pennsylvania school districts on Erate projects ever since. integraONE understands the unique challenges facing education today. Our long history of helping schools includes a professional relationship with over 300 districts throughout the region.

Our team works with each school to reduce operational costs by positioning updated and more secure networks and continually adapt to the changing technology demands. Our expertise with the K-12 environment, strategic vendor partnerships, consultative resources, and unwavering commitment to your success is what sets us apart from other technology companies.

5.6 Provide federal Tax ID Number, E-rate SPIN Number, and FCC Registration Number (FCCRN).

Federal Tax ID Number - EIN # 23-2749794

E-rate SPIN Number – 143004753

FCC Registration Number – N/A

5.7 Provide certification that the Vendor currently is not subject to the Red Light Rule and will notify the District if they are placed on Red Light Status with the FCC.

The Red Light Status does not apply to integraONE, therefore not applicable.

5.8 Provide contact name and contact information for person authorized to negotiate terms and conditions.

Marty Andrefski
President
integraONE
484-223-3480 x 1160

5.9 Provide contact name and contact information where questions related to the proposal can be directed with statement certifying that this person (or his/her authorized representative) will be available in to assist with the completion of the District's E-rate applications, as requested. All questions related to this proposal can be directed to:

Judy Messer
Business Development Manager
integraONE
800-582-6399 x 1182

Judy Messer has been an integraONE employee since 2001 and is in good standing with integraONE

5.10 Provide copy of terms and conditions for proposed contract.

Contract will be supplied when awarded the Bid.   Pricing is subject to the manufacturer. Restock fees will apply for any items returned. Returns must be made within 21 days of receipt of items unopened.

5.11 Pennsylvania Right-to-Know Law

The information provided in this RFP is the property of integraONE and Spring Grove School District to do with as they see fit.

Northern York School District
E-rate Network Equipment Proposal
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Date: 28-Feb-2017

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Part Number	Description	Unit Price	Qty	Extended Price	Eligibility %
C1-C4506-E	Cisco ONE Cat4500 E-Series 6-Slot	2,497.50	1	2,497.50	100.00
CON-SW-C1C4506E	SNTC-NO RMA Cisco One Cat4500 E-	0.00	1	0.00	0.00
S45EUK9-S8-38E	CAT4500e SUP8e Universal Crypto	0.00	1	0.00	0.00
C4K-SLOT-CVR-E	Catalyst 4500 E-Series Family Slot Cover	0.00	2	0.00	0.00
C1FBPCAT4500S	Cisco ONE Foundation Perpetual Cat4500	5,250.00	1	5,250.00	82.00
CON-ECMU-C1FBC45S	SWSS UPGRADES C1 FND Perpetual	1,147.50	1	1,147.50	83.00
C4500E-IPB-C1	Cisco ONE IP Base license	0.00	1	0.00	0.00
C1-PI-LFAS-4K6K-K9	Cisco ONE PI Device License for LF & AS	0.00	1	0.00	0.00
C1-EGW-150-K9	Cisco ONE Energy Mgmt Perpetual Lic -	0.00	1	0.00	0.00
C1-ISE-BASE-CAT4K	Cisco ONE Identity Services Engine 150	0.00	1	0.00	0.00
C1-X45-SUP8-E	Cisco One Catalyst 4500 E-Series	6,000.00	1	6,000.00	100.00
WS-X4712-SFP+E	Catalyst 4500 E-Series 12-Port 10GbE	13,497.50	1	13,497.50	100.00
WS-X4712-SFP+E	Catalyst 4500 E-Series 12-Port 10GbE	13,497.50	1	13,497.50	100.00
WS-X4748-RJ45V+E	Catalyst 4500E 48-Port PoE 802.3at	4,497.50	1	4,497.50	100.00
PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply	997.50	1	997.50	100.00
CAB-AC-2800W-6-20	Non-locking NEMA Cord For The	0.00	2	0.00	0.00
PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply	997.50	1	997.50	100.00
SFP-10G-SR	10GBASE-SR SFP Module	497.50	1	497.50	100.00
GLC-LH-SMD	1000BASE-LX/LH SFP transceiver	497.50	5	2,487.50	100.00
GLC-SX-MMD	1000BASE-SX SFP transceiver module,	250.00	8	2,000.00	100.00
GLC-SX-MMD	1000BASE-SX SFP transceiver module,	250.00	8	2,000.00	100.00
C1-LC-100-1Y	Cisco ONE StealthWatch 100 FPS Lic 1	0.00	1	0.00	0.00
C1FBVCAT4500S-03	Tracker PID v03 Fnd Perpetual	0.00	1	0.00	0.00
SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-	325.00	4	1,300.00	100.00
				$ 56,667.50	

** Optional THIRD PARTY - NOT recommended and could cause out of compliance with Cisco Warranty or Smartnet

N286-10GSR-SLC   Tripp Lite Cisco SFP-10G-SR   196.00   4.00

** Optional ERATE Support Offer - NO CHARGE

  ** Although 7x24x4 Smartnet Purchase is typically recommend on Core Switch products

CON-SW-C1C4506E   SNTC-NO RMA Cisco ONE Catalyst $0.00   4 $0.00   100.00

- 12 months software updates & TAC Support
- Best effort for NBD replacement (but not 100% guarantee) up to 10 business day replacement possibility
- After 12 month period a purchase of SNT or SNTP contract is recommended

Subject: Cisco Policy on 3rd Party Components - SFPs

Northern York – Erate Network Equipment RFP

integra**O**NE
Judy Messer –
RE: Cisco Policy on 3rd Party Components – SFPs

Cisco Guideline: Third Party Components Support

The Cisco guideline for support and warranty services for the use of third-party memory, cables, gigabit interface controllers (GBICs), filters, or other non-Cisco components is as follows:

- . When a customer reports a product fault or defect and Cisco believes the fault or defect can be traced to the use of third-party memory products, cables, GBIC's, filters, or other non-Cisco components by a customer or reseller, then, at Cisco's discretion, Cisco may withhold support under warranty or a Cisco support program such as SMARTnet™ service.
- When a product fault or defect occurs in the network, and Cisco concludes that the fault or defect is not attributable to the use of third-party memory, cables, GBICs, filters, or other non-Cisco components installed by a customer or reseller, Cisco will continue to provide support for the affected product under warranty or covered by a Cisco support program.

The nature of the defect or error is the key to determining Cisco support obligations.

Cisco also reserves the right to charge the customer per then current time and material rates for services provided to the customer when Cisco determines, after having provided such services, that the root cause of the defective product was caused by a third party vendor supplied product.

If a Cisco Partner is reselling 3rd party component for Cisco products then we need to review that reseller in detail.

PRODUCTS THAT ARE NOT BRANDED BY CISCO WITH THE CISCO TRADEMARK OR SERVICE MARK ARE NOT COVERED BY THE CISCO WARRANTY. INSTEAD, SUCH THIRD-PARTY PRODUCTS MADE AVAILABLE WITH CISCO PRODUCTS AND SOLUTIONS, INCLUDING BUT NOT LIMITED TO THE UNIFIED COMPUTING SYSTEMS ("UCS") SOLUTION, SHALL BE COVERED BY THEIR OWN MANUFACTURER'S WARRANTY.

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CISCO

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