



REQUEST FOR PROPOSAL

for

Network Upgrade for South Whidbey School District

Proposal Due Date: March 7, 2025

E-Rate **FORM** 470 # <>

South Whidbey School District

5476 Maxwellton Road, Langley, WA 98260

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1 OVERVIEW

South Whidbey School District (BEN 145227) (“District”) is requesting proposals to install new network switches and access points to service the district’s network. Vendors must be able to provide this product/service in compliance with Federal E-Rate regulations, including having a valid SPIN number. Proposals from vendors without a SPIN number will not be considered.

Award of the proposal is contingent upon A) the District having adequate funding available to include requested goods and services in its annual budget and B) funding from the Schools and Libraries Universal Service Program. The successful vendor agrees to receive a portion of the payment for the provision of goods and services described herein directly from the Universal Service Fund (“USF”), and/or its agents, the National Exchange Carrier Associations (“NECA”), and/or the Schools and Libraries Corporation (“SLC”). South Whidbey School District and the successful vendor will act in a reasonable manner and comply with any Schools and Libraries Universal Service Fund Program requirements as described under Section 254 of the Communications Act of 1934, as amended, 47 C.F.R. #254, and any competitive requirements contained in 47 C.F.R. #54.504.

2 INSTRUCTIONS TO VENDORS

1. Interpretation of plans and documents

If any person contemplating submitting a proposal is in doubt as to the true meaning of any part of the plans, specifications, or other contract documents, or finds discrepancies in, or omission from, the plans or specifications, the person may submit to the authorized representative a written request for an interpretation or correction thereof. The person submitting the request will be responsible for its prompt delivery. Such request must be submitted not less than five (5) days prior to the proposal due date. Any interpretation or correction of the contract documents will be made only by written addendum duly issued and a copy of such addendum will be posted on the district website next to the original RFP document and on EPC. The District will not be responsible for any other explanations or interpretations of the contract documents. No oral interpretation of any provision in the contract documents will be binding on the District.

2. “Or Equal” Clause

Unless otherwise stated in the proposal documents, whenever a process, equipment, or material is specified by giving a manufacturer's name, brand, or number, it is understood that the words “or equal” follow thereafter. Where the phrase “or equal” applies or occurs in the proposal documents, do not assume that a process, equipment, or material is approved by the Applicant unless the item had been specially approved for their work by the Applicant; the decision of the Applicant is final.

3. Preparation of Proposal

The address, telephone number and email of the vendor shall be included with the proposal. Any omission of prices on required items shown in the proposal form may render the proposal incomplete and may become cause for rejection of the proposal, at the sole discretion of the District. When not responding on an item, specify by “N/A” in the appropriate space.

4. Delivery of Proposal

Each proposal shall be mailed, emailed, or delivered.

PROPOSALS ARE DUE March 7, 2025 by 3:00pm (PST)

and MUST BE MAILED/DELIVERED OR EMAILED TO:

South Whidbey School District

c/o Ian Turner

5520 Maxwellton Road, Langley, WA 98260

Or

technology@sw.wednet.edu

ENVELOPE/SUBJECT LINE MUST BE CLEARLY MARKED:

South Whidbey School District Network Switch and Access Point Upgrade

5. Proposal Form/Taxes

Proposals shall include applicable taxes. The District is not tax exempt.

6. Contract Default

Your proposal is subject to all terms and conditions as herein established in this RFP and include price, quantity, and delivery/shipping. Failure to provide services proposed by the agreed project timeline and at the proposed prices will be considered contract default and the Business Office reserves the right to declare the contract terminated and to purchase the merchandise on the open market. If a greater price than the contract price has been paid by the District Business Office, such increase shall be the vendor's responsibility.

7. Vendor Eligibility

Vendors must have an active Vendor Identification Number (SPIN) assigned by the Schools and Libraries Division (SLD), and maintain the valid SPIN number for the duration of the contract. Failure to maintain a valid SPIN number may result in default of this contract.

8. Vendor/South Whidbey School District Relationship

Vendor's relationship to the District in the performance of services that may be required for certain items shall be that of an independent contractor. Any personnel performing services under this contract shall at all times be under vendor's exclusive direction and control and shall be employees of vendor and not employees of the District. Vendor shall cover or insure all of its employees performing services under this contract in compliance with the applicable laws relating to workmens' compensation and employers' liability insurance.

9. Non-Discrimination Agreement

Vendor agrees not to discriminate against any client, employee or applicant for employment on the basis of race, creed, color, political and religious beliefs, national origin, gender, sexual orientation, marital or parental status, socioeconomic status, health status, or the presence of physical, sensory or mental disability. The vendor must also comply with any applicable affirmative action programs. This provision shall become a material part of the contract and shall be grounds, if violated, for termination of the contractual relationship at the discretion of the District.

10. Billing

Vendor must be willing to accept direct payment from the Schools and Libraries Division (SLD) of the Universal Service Administration Company (USAC) for the eligible portion of services provided. Consistent with E-rate guidelines, the District will determine which payment model will be used.

Funding Commitment Considerations

As described in E-Rate program rules, both the District and the Vendor will receive a Funding Commitment Decision Letter (FCDL) stating how much of the Service Cost will be paid by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC). The portion of the Service Cost paid for by USAC is defined on the FCDL and is referred to as the Discounted Portion. In some cases, the FCDL may state that the funding is completely denied. A "Funding Year" is synonymous to USAC's definition of a funding year, which is generally from July 1st until June 30th of the next year. An FCDL will be issued for each Funding Year, and is only applicable to that Funding Year.

Price and Payment if Funding is Approved

If the FCDL shows that funding is approved then the District, at its discretion, may choose to have the Amount Due be the Undiscounted Portion instead of the total Service Cost.

Price and Payment if Funding is Denied

If the FCDL states that funding is completely denied for the Services then the District may terminate the Services on or after the date it received the FCDL by providing a request in writing ("Termination Request") to the Vendor. The date that the District requests to terminate the Service ("Termination Date") will be at least 15 days after the Termination Request.

11. Rejection of Proposals

The District reserves the right to reject any or all proposals and to not make an award. The award of the contract, if made by the District, will be made to the qualified vendor submitting the most satisfactory proposal based on the criteria below found in section 13, if it is to the district's best interest to accept such a proposal. The right is reserved by the District to waive any informalities or errors in the RFP that, in the sole opinion of the District, do not materially affect the RFP (RCW 43.19).

12. Binding Contract

A formal contract will be issued by the District. The issuance of a purchase order by the District to the successful Vendor does not form a binding contract. This RFP and RFP response shall become part of any contract between the Vendor and the District.

13. Contract Awarding Basis

The District will award the contract on the following basis:

Factor	Weight
Cost of Eligible Goods and Services	35%
Vendor Experience	20%
Compatibility with existing network	20%
References/Recommendations	15%
Local / WA state vendor / DES Master Contract	10%

14. Conflicts of Interest

No director, employee or agent of the vendor shall give or receive any commission, fee, rebate, gift or entertainment of significant cost or value in connection with the work, or enter into any non-consumer business arrangement with any director, employee representative of the District, other than as a representative of the District, without prior written notification thereof to the District. Any representative(s) authorized by the District’s Superintendent may audit all records of the Vendor, that pertain to the District, for the sole purpose of determining whether there has been compliance with this paragraph. Information obtained through this process shall be administered confidentially.

15. Price Guarantee

Prices must remain firm for the duration of the contract as specified in Section 16.

16. Duration of Contract

The contract is for one (1) year from July 1, 2025 - June 30, 2026, during the “Year 2025” E-rate program.

17. Assignment of Contract

The vendor shall not assign this contract, any part thereof, nor any monies owing thereunder, without the prior approval of the District.

The vendor shall have total responsibility for meeting the terms and conditions of this contract.

18. Advertising

Award of this contract does not grant the right to the vendor to utilize the award in advertising media without written consent of the District.

19. Contract Information

For information about this RFP, please contact IN WRITING/EMAIL:

Ian Turner, Director of Operational Technology
South Whidbey School District
5520 Maxwellton Road
Langley, WA 98260
Email: technology@sw.wednet.edu

Questions will be documented, routed to an appropriate staff member for response, and the response will be emailed and posted on the website and EPC. Vendors are reminded that questions must be submitted in writing or email, and questions and responses will be posted on the District website at <https://sw.wednet.edu> and on EPC.

20. Timeline

12/19/24 – Release of Form 470 and RFP

2/28/25 – Last day to submit questions (email to technology@sw.wednet.edu)

3/7/25 – Responses are due on this date by 3:00pm.

3 PROJECT SCOPE TECHNICAL REQUIREMENTS

3.1 INTRODUCTION

To improve support for the learning environments on our campuses the South Whidbey School District, located in Langley, Washington is seeking proposals to replace network switches and wireless access points to improve the wired and wireless infrastructure. The network serves the needs of approximately 1150 Pre-K to 12th grade students and 230 staff. See Section 3.6 for the list of IT closets, number of switch ports and access points currently in use, and Appendix A for sample BOM.

The core switch in the MDF must support layer 3 routing and include at least one SFP28 port to support 10Gbit connections to the WAN. Currently the WAN connection is 2Gbit (moving to 10Gbit when K20 Network completes the upcoming Category 1 bidding).

All IDFs have multi-mode fiber home-run connections to the MDF. This means for a school with five IDFs, the total SFP connections at the MDF should be six: one SFP28 for the WAN connection, and five SFP28 (or SFP56) for the IDF connections.

Only the TM MDF core layer 3 switch needs to be specified with redundant power supplies. The district's experience with its current Aruba switches is that the power supplies are durable enough and having easily configurable switches obviates the need for redundant power supplies.

The intent of the District is to have assistance from the vendor for setup and installation of all switches while assisting the setup of a controllerless access point. A bank of time from the successful vendor will be used to ensure project success through targeted consulting as necessary. The successful vendor will provide support as necessary to allow District staff to perform configuration and testing of the proposed network.

This project will be funded through E-Rate Category 2 and Technology Levy funds.

3.2 CURRENT LAN ENVIRONMENTS

Schools are configured with fiber runs from the site's MDF location to one or more IDFs. It is the intent of the District to continue to make use of the wiring that exists today. While more and more student and staff devices are migrating to the wireless WAN, IoT devices such as clocks, bells, and security cameras are increasing the need for PoE+ wired connections and controllerless WIFI network.

3.3 WAN ENVIRONMENT

The current district infrastructure is provided by K20 network services.

3.4 WIRELESS LAN ENVIRONMENT

The District provides WIFI to instructional and non-instructional spaces using Aruba 315 access points and an Aruba 7205 controller. The district expects to move to a controllerless based WIFI network to meet the needs of our students and staff.

The District makes extensive use of Chromebooks in classrooms as well as encouraging students and staff to connect personal devices to the network. There are about 1300 active Chromebooks in the district.

The proposal may provide the ability to identify and manage users and devices based on their role (staff, student, guest, etc.) and/or device ownership (including printers, projectors, HVAC and energy management equipment, etc.).

3.5 SOLUTION SOUGHT

3.5.1 Switch Hardware

South Whidbey Schools intends to purchase the following equipment in order to refresh the District's physical wired network. The following information and appendices provide a description of the types of devices requested. Please include datasheets for all products specified in your proposal.

South Whidbey Schools are requesting a diverse mix of hardware to fit the needs of individual data closets. At a minimum, all switches must be managed switches supporting:

- Layer 2 routing
- 1/10/25 speeds
- VLAN assignment
- Hot-swappable, redundant power supplies
- QoS
- PoE+ (minimum of 30 watts per port)
- SFP+/SFP28/SFP56
- Upto 48 ports RJ-45 autosensing 10/100/1000 PoE+ ports
- IPv4 and IPv6
- Flexible management: Aruba Central, CLI, Web UI (or equivalent)

3.5.2 Switch Management

South Whidbey Schools is requesting Aruba Central to assist with network management. We are also requesting Network Management Services from Vendor to assist the District Technology Department in Network management.

The District seeks an infrastructure management solution that allows:

- Rapid deployment of the equipment purchased
- Straightforward GUI-based management of the equipment once installed
- Creating "virtual switches" at sites by combing the switch management to a single IP address
- Monitoring most sites through a single pane of glass
- Ability to make changes across the infrastructure
- Reporting on current and historical usage
- Real-time monitoring of issues in the infrastructure
- Proactive management of the environment, including automated alerts on equipment failures or unexpected utilization

- Role-based access controls to allow non-network staff to be able to monitor equipment at their campuses
- Easy connections to vendor support resources

Please describe in your proposal how these goals will be achieved. Please indicate what parts of the solution proposed are E-Rate eligible. Include possible costs in years beyond the RFP in the appropriate section below.

3.5.3 Identity Management

The District desires the ability to control who has access to the network (both wired and wireless) and to what resources those users are allowed. Please describe how your solution allows the District to:

- Identify users on the network, regardless of role (staff, student, guest, etc). The District currently uses Microsoft AD/Entra ID to authenticate staff and student accounts.
- Please include in your proposal a description of how other users (contractors, guests, etc) might identify themselves on the network. These methods may include social networking sites like Facebook or LinkedIn or other identification means such as SMS messaging.
- Please identify other methods of identification that the District has not suggested if appropriate.
- Provide differential access to resources based on the identity of the users.
- Assist with troubleshooting user connectivity issues by showing infrastructure paths in use by a specific user.
- Accurately locate a device based on how it is connected to the network.
- Onboard user devices with minimal IT support.

3.5.4 WIFI Access Point Hardware

The District intends to purchase the following equipment in order to refresh the District's wireless network. The following information and appendices provide a description of the types of devices requested.

South Whidbey Schools are requesting a minimum of 128, Aruba 630 series AP or comparable, for our District. We require a controllerless WIFI management system and Aruba Central to support configuration. The District is also requesting set-up of all access points but will be installed by the District Technology Department.

All access points must meet the following:

- PoE+ powered
- Minimum of 120 devices
- Support 802.11b - 802.11ax
- Controllerless and scalable

3.6 REQUIRED CHARACTERISTICS OF THE PROPOSED SOLUTION

The following are required characteristics of the proposed solution. Please indicate which of the following features the proposed system supports and for those that it does explain how the feature is technically supported by the proposed solution:

Site	Closet	Min Access Ports	Current Power (W)	Landed APs	60W Cameras	Extra SFP+	Min Uplink Speed	Uplink To	Uplink Type
TM	MDF	10	4	0	0	6	10	Firewall	DAC
Layer 3 Router									
TM	IDF1	96	99	3			10	MDF	OM4 LC
TM	Office	12					10	TM IDF1	CAT5/6
HS	MDF	160	344	23	1	1	25	TM MDF	OS1 ST
HS	IDF1	48	104	7	2		10	HS MDF	OM4 LC
HS	IDF2	48	195	7	1		10	HS MDF	OM4 LC
HS	IDF3	61	222	10	1		10	HS MDF	OM4 LC
HS	IDF4	48	220	10	3		10	HS MDF	OM4 LC
HS	IDF5/ Grand	12	53	3	1		10	HS MDF	OM4 LC
HS	127	48	4				10	HS MDF	OM4 LC
HS	128	12	4				10	HS 127 / HS MDF	OM4 LC
Water	Plant	5	9	1	2*		1	HS MDF Wireless P2P	CAT 6A / P2P
DIN Rail Available									
ES	MDF	96	205	6			25	TM MDF	OS1 ST
ES	IDF1	48	119	9	1*		10	ES MDF	OM4 LC
ES	IDF2	48	191	15	3*		10	ES MDF	OM4 LC
PS	MDF	36	134	6	2*		25	TM MDF	OS1 ST
PS	IDF1	11	50	2	2*		10	PS MDF	OM4 LC
PS	IDF2	7	35	2			10	PS MDF	OM4 LC

Site	Closet	Min Access Ports	Current Power (W)	Landed APs	60W Cameras	Extra SFP+	Min Uplink Speed	Uplink To	Uplink Type
PS	IDF3	11	57	4	1*		10	PS MDF	OM4 LC
PS	IDF5	9	44	3	1*		10	PS MDF	OM4 LC
PS	IDF6	10	42	1	1*		10	PS MDF	OM4 LC
PS	Garden	3	12	2			1	PS MDF	CAT6
MS	MDF	24	77	1	1*		10	TM MDF	OS1 ST
MS	IDF1	2	18	1			1	MS MDF	OM2 ST
MS	IDF2	6	35	0	2*		1	MS MDF	OM2 ST
MS	IDF3	2	11	0	1*		1	MS MDF	OM2 ST
MS	IDF5	2	4	0			1	MS MDF	OM2 ST
MS	IDF6	7	40	2	1*		1	MS MDF	OM2 ST
MS	IDF7	3	10	0			1	MS MDF	OM2 ST
Outdoor	Classroom	0	7	1			0	Firewall	DSL
SDWAN									
Totals		875		119					

* Future Upgrade

3.7 VENDOR SUPPORT SERVICES AND PROBLEM RESOLUTION PROCEDURES

Vendors shall describe their support services and problem resolution procedures in detail in their bid.

Vendors shall provide the following information:

1. Vendor's problem reporting procedures including the support hotline, hours of operation as well as associated points of contact
2. Vendor's Service Level Agreements for problem identification and resolution including remote and on premise troubleshooting and repair/replacement of down units
3. The location of the nearest service depot and personnel
4. Vendor's problem severity categorization and the associated escalation procedures

3.8 SECURITY

Contractor personnel working on this Contract are expected to require access to schools and other District facilities. The Contractor shall safeguard all passwords, keys, and lock combinations, and shall adhere to all specified District security procedures. Further, the Contractor shall adhere to all District COVID-19 related policies and procedures.

4 PROPOSAL WORKSHEET

Please use the following worksheet to ensure that your proposal is deemed responsive by the District. Use additional space as necessary but maintain the following format. Wherever a manufacturer is specified in this RFP, in this case HP/Aruba, or equivalent solutions are acceptable.

SAMPLE

Item	Manufacturer	Model	eRate Eligible	Not Eligible
Transceiver	Aruba	R0M48A	Yes	
Access Point	Aruba	AP635	Yes	
Switch	Aruba	6405 v2 Switch (R0X26C)	Yes	

Item	Manufacturer	Model	eRate Eligible	Not Eligible

Please describe how these products are licensed. If these products require annual licenses to operate, include the information here, including cost:

4.1 INFRASTRUCTURE MANAGEMENT

Product(s) Proposed:

Please describe how this product is licensed, along with upfront and ongoing costs:

Does the proposed solution allow for management of both the wired and wireless networks from the same Interface?

4.2 IDENTITY MANAGEMENT

Product Proposed:

Describe how your solution will allow us to identify users on the network:

Please describe how this product is licensed, along with upfront and ongoing costs:

4.3 STAFF TRAINING

Describe the training included in the proposal for District Technology Department staff:

4.4 ADDITIONAL QUESTIONS

Does your proposal include separate routers at each site vs Layer 3 switches at the core? Why or why not?

What is the risk to the District if it chooses not to continue paying for access to those cloud-based controllers after the initial five-year period?

4.5 PRICE

All prices listed must include applicable taxes and shipping costs. Include all costs (subscription fees, annual maintenance expenses, etc) for operation of the system for five years.

Hardware	
Infrastructure management	
Identity Management	
Training (include number of on-site hours and web-based hours included with proposal, cost for additional hours)	
Management Services	
Other costs Not Foreseen By District (describe below)	
Total Proposal Price	

If there are other costs included that were not foreseen in the RFP, please describe them here with costs broken down.

The District expects to be able to operate this network for approximately seven to ten years before replacing it, but is limited in the RFP process to five years. Assuming that the District intends to maintain full functionality of the system in years six and beyond, please forecast the annual budget required for those years to continue operation.

If the District chooses to forego those expenses in years six and beyond, please describe the impact of that decision on the operation of the network. What will no longer work, what access to support will the district lose, etc. Please describe any ongoing licensing costs critical to the functionality of the equipment.

In addition to completing the above form, please include datasheets for all components of the proposed solution.

Please also include contact information for at least three K-12 school projects completed by the vendor along with reference contacts. The District will check references before making a final selection.

The District reserves the right to ask top-ranked vendors to submit to an in-person question and answer session with District staff prior to making a final selection.

5 APPENDIX A: EXAMPLE SWITCH BOM

Site	Closet	50G BOM
TM	MDF	6405 v2 Switch (ROX26C)
		6400 1800W PS w/C16 Inlet Accessory (ROX35A)
		6400 1800W PS w/C16 Inlet Accessory (ROX35A)
		6400 24p SFP+ 4p SFP56 v2 Module (ROX43C)
		6400 48p 1GbE CLS4 PoE 4p SFP56 v2 Module (ROX39C)
TM	IDF1	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
TM	Office	6100 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (JL679A)
HS	MDF	6405 v2 Switch (ROX26C)
HS	MDF	6400 1800W PS w/C16 Inlet Accessory (ROX35A)
HS	MDF	6400 48p SR5 CLS6 PoE 4p SFP56 v2 Module (ROX41C)
HS	MDF	6400 48p 1GbE CLS4 PoE 4p SFP56 v2 Module (ROX39C)
HS	MDF	6400 48p 1GbE CLS4 PoE v2 Module (ROX38C)
HS	IDF1	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
HS	IDF2	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
HS	IDF3	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
HS	IDF4	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
HS	IDF5/Grand	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
HS	127	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
HS	128	6100 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (JL679A)
Water	Plant	6100 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (JL679A)
ES	MDF	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
ES	IDF1	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
ES	IDF2	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
PS	MDF	6300L 48p SR5 CLS8 PoE 2p 50G 2p 25G L2 Switch (S3L76A)
PS	IDF1	6100 24p 1GbE CLS4 PoE 4SFP+ 370W Switch (JL677A)
PS	IDF2	6100 24p 1GbE CLS4 PoE 4SFP+ 370W Switch (JL677A)
PS	IDF3	6100 24p 1GbE CLS4 PoE 4SFP+ 370W Switch (JL677A)
PS	IDF5	6100 24p 1GbE CLS4 PoE 4SFP+ 370W Switch (JL677A)
PS	IDF6	6100 24p 1GbE CLS4 PoE 4SFP+ 370W Switch (JL677A)
PS	Garden	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	MDF	CX 5420 6-slot Switch, 8p SFP+ 1G/10G LRM Module (S0U68A), 24p 10M/100M/1G Class4 PoE Module (S0U62A), 1x S0U53A 1600W
MS	IDF1	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	IDF2	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	IDF3	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	IDF5	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	IDF6	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)
MS	IDF7	6200F 12p 1GbE CLS4 PoE 2G/2SFP+ 139W Switch (R8Q72A)