

Proposal for

Beaufort County School District

Procurement Office

2900 Mink Point Blvd
Beaufort, SC 29902

Network Electronics Systems and Services, 26-007 - Cost Proposal

Due: December 1, 2025 @ 4PM EST

Prepared By: Katie Simpson

Fill in the table below with the current proposed percent discount off current listed MSRP for year 1 through year 7 and unit costs						Percent Discount off of the MSRP								Type NA if not applicable											
Category	Part Numbers ((all parts listed below are as equivalent to what is listed)	Description (if blank then describe your proposed model) - - all makes and models are listed below are as equivalent to what is listed	Proposer's Recommended Model	Current MSRP	Erate Eligible?	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Quantity/ Units	Unit Cost Materials	Total Materials Cost	Unit Cost Labor	Total Labor Cost	Freight as Applicable	Extended Cost	1-Year Maintenance Cost	3-Year Maintenance Cost	5-Year Maintenance Cost	Post 5 Year Maintenance Annual Cost	1-Year tech support and OS updates	3-Year tech support and OS updates	5-Year tech support and OS updates	Post 5-Year Tech Support and OS Updates Annual Cost
Edge	5420M-16MW-32P-4YE	ExtremeSwitching 5420M 16 100Mb/1Gb/2.5Gb 802.3bt 90W PoE 32 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10/25G un-pop SFP28 MACsec capable includes fan module 2 un-pop modular PSU slots.	5420M-16MW-32P-4YE	$15,140.00	100%	76.00%	76.00%	76.00%	76.00%	76.00%	76.00%	76.00%	1	$3,633.60	$3,633.60	$250.00	$250.00	$0.00	$3,883.60	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-1200W-FB	1200 Watt AC PoE Power Supply Module - Front to Back airflow	XN-ACPWR-1200W-FB	$1,706.00	100%	76.00%	76.00%	76.00%	76.00%	76.00%	76.00%	76.00%	1	$409.44	$409.44	$10.00	$10.00	$0.00	$419.44	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10061	Pwr Cord,10A,NEMA 5-15P,IEC320-C13	10061	$19.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$6.08	$6.08	$0.00	$0.00	$0.00	$6.08	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10138	PWR Cord, NEMA, 13A NEMA 5-15P, C13, ST	10138	$27.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$8.64	$8.64	$0.00	$0.00	$0.00	$8.64	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10137	PWR Cord, NEMA, 13A NEMA 6-15P, C13, ST	10137	$59.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$18.88	$18.88	$0.00	$0.00	$0.00	$18.88	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5520-48W	ExtremeSwitching 5520 48 10/100/1000BASET FDX/HDX 802.3bt 90W PoE 2 stacking/QSFP28 1 unpopulated VIM slot MACsec capable includes 3 fan modules 2 unpopulated modular PSU slots.	5520-48W	$11,867.00	100%	71.42%	71.42%	71.42%	71.42%	71.42%	71.42%	71.42%	1	$3,391.05	$3,391.05	$300.00	$300.00	$0.00	$3,691.05	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-2000W-FB	2000 Watt AC PoE Power Supply Module - Front to Back airflow. Supported on ExtremeSwitching 5520 5720 X465 and VSP4900	XN-ACPWR-2000W-FB	$2,775.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$693.75	$693.75	$10.00	$10.00	$0.00	$703.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10099	Power Cord, 15A, USA, NEMA 5-15, IEC320-C15	10099	$41.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$12.30	$12.30	$0.00	$0.00	$0.00	$12.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5520-VIM-4YE	5520 Versatile Interface Module with four 25GbE SFP28 ports MACsec capable supported on ExtremeSwitching 5520	5520-VIM-4YE	$3,293.00	100%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	1	$856.18	$856.18	$20.00	$20.00	$0.00	$876.18	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5520-12MW-36W	ExtremeSwitch5520 12 100Mb/1Gb/2.5Gb/5Gb 802.3bt 90W PoE 36 10/100/1000BASET FDX/HDX 802.3bt 90W PoE 2 stacking/QSFP28 1 un-pop VIM slot MACsec capable 3 fan modules 2 unpopulated modular PSU slots.	5520-12MW-36W	$14,512.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$3,628.00	$3,628.00	$300.00	$300.00	$0.00	$3,928.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-2000W-FB	2000 Watt AC PoE Power Supply Module - Front to Back airflow. Supported on ExtremeSwitching 5520 5720 X465 and VSP4900	XN-ACPWR-2000W-FB	$2,775.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$693.75	$693.75	$10.00	$10.00	$0.00	$703.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10099	Power Cord, 15A, USA, NEMA 5-15, IEC320-C15	10099	$41.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$12.30	$12.30	$0.00	$0.00	$0.00	$12.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5520-VIM-4YE	5520 Versatile Interface Module with four 25GbE SFP28 ports MACsec capable supported on ExtremeSwitching 5520	5520-VIM-4YE	$3,293.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$823.25	$823.25	$20.00	$20.00	$0.00	$843.25	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-48MW	ExtremeSwitching 5720 48 100Mb/1Gb/2.5Gb/5Gb 802.3bt 90W PoE 2 stacking/QSFP28 1 unpopulated VIM slot MACsec capable includes fan modules 2 unpopulated modular PSU slots.	5720-48MW	$21,385.00	100%	71.50%	71.50%	71.50%	71.50%	71.50%	71.50%	71.50%	1	$6,094.72	$6,094.72	$300.00	$300.00	$0.00	$6,394.72	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-VIM-6YE	5720 Versatile Interface Module with 6 25Gbe SFP28 ports, MACsec capable	5720-VIM-6YE	$4,807.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$1,201.75	$1,201.75	$20.00	$20.00	$0.00	$1,221.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-VIM-2CE	5720 Versatile Interface Module with 2 100Gbe QSFP28 ports, MACsec capable	5720-VIM-2CE	$4,807.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$1,201.75	$1,201.75	$20.00	$20.00	$0.00	$1,221.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-2000W-FB	2000 Watt AC PoE Power Supply Module - Front to Back airflow. Supported on ExtremeSwitching 5520 5720 X465 and VSP4900	XN-ACPWR-2000W-FB	$2,775.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$693.75	$693.75	$10.00	$10.00	$0.00	$703.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10099	Power Cord, 15A, USA, NEMA 5-15, IEC320-C15	10099	$41.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$12.30	$12.30	$0.00	$0.00	$0.00	$12.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-48MXW	ExtremeSwitching 5720 48 100Mb/1Gb/2.5Gb/5Gb/10Gb 802.3bt 90W PoE 2 stacking/QSFP28 1 unpopulated VIM slot MACsec capable includes fan modules 2 unpopulated modular PSU slots.	5720-48MXW	$31,010.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$7,752.50	$7,752.50	$300.00	$300.00	$0.00	$8,052.50	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-VIM-6YE	5720 Versatile Interface Module with 6 25Gbe SFP28 ports, MACsec capable	5720-VIM-6YE	$4,807.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$1,201.75	$1,201.75	$20.00	$20.00	$0.00	$1,221.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	5720-VIM-2CE	5720 Versatile Interface Module with 2 100Gbe SFP28 ports, MACsec capable	5720-VIM-2CE	$4,807.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$1,201.75	$1,201.75	$20.00	$20.00	$0.00	$1,221.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-2000W-FB	2000 Watt AC PoE Power Supply Module - Front to Back airflow. Supported on ExtremeSwitching 5520 5720 X465 and VSP4900	XN-ACPWR-2000W-FB	$2,775.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$693.75	$693.75	$10.00	$10.00	$0.00	$703.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10099	Power Cord, 15A, USA, NEMA 5-15, IEC320-C15	10099	$41.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$12.30	$12.30	$0.00	$0.00	$0.00	$12.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Access Points	AP4000-WW	Indoor Tri Radio Wi-Fi 6E AP 2.4 GHz 5 GHz 6 GHz & Multirate Port. Integrated Light Power Sensors BLE/Zigbee AI/ML Green Mode INT Antennas T-Bar Incl Mt (AH-ACC-BKT-AX-TB)	AP4000-WW	$1,249.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$374.70	$374.70	$145.00	$145.00	$0.00	$519.70	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP4020-WW	Indoor Quad Radio Wi-Fi 7 (2x2:2): 2.4GHz 5GHz 6GHz and Dedicated Sensor Multi-Rate Port Internal Antennas. T-Bar Incl Mt (AH-ACC-BKT-AX-TB)	AP4020-WW	$1,324.00	100%	66.50%	66.50%	66.50%	66.50%	66.50%	66.50%	66.50%	1	$443.54	$443.54	$145.00	$145.00	$0.00	$588.54	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP460C-WW	ExtremeCloud IQ: Outdoor Tri Radio WiFi6 AP 2.4 GHz 5GHz & Sensor w/ Dual 5GHz & Multirate Port. Integrated Light Power Sensors BLE/Zigbee. I/ML Green Mode. INT Antennas. T-Bar Incl Mt (AH-ACC-B	AP460C-WW	$1,584.00	100%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	1	$480.00	$480.00	$160.00	$160.00	$0.00	$640.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP4060-WW	Outdoor Quad Radio Wi-Fi 7 (2x2:2): 2.4GHz 5GHz 6GHz and Dedicated Sensor Multi-Rate Port Internal Antennas	AP4060-WW	$1,999.00	100%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	1	$659.67	$659.67	$160.00	$160.00	$0.00	$819.67	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP4060X-WW	Outdoor Quad Radio Wi-Fi 7 (2x2:2): 2.4GHz 5GHz 6GHz and Dedicated Sensor Multi-Rate External Antennas	AP4060X-WW	$1,999.00	100%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	1	$659.67	$659.67	$160.00	$160.00	$0.00	$819.67	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP5020-WW	Indoor Tri Radio WiFi 7 AP 2.4 GHz 5GHz 6GHz & Mulitrate Port Internal Antennas. T-Bar Incl Mount (AH-ACC-BKT-AX-TB)	AP5020-WW	$2,399.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$767.68	$767.68	$145.00	$145.00	$0.00	$912.68	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP460S12C-FCC	ExtremeCloud IQ Tri-radio Outdoor WiFi 6 AP (4x4 5 GHz 2x2 dual band 1x1 sensor). Dual 5GHz 2.5 GE 1 GE port . Integrated light/power sensors BLE/Zigbee. AI/ML green mode. Internal sector antenna (120)	AP460S12C-FCC	$1,584.00	100%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	1	$480.00	$480.00	$160.00	$160.00	$0.00	$640.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AP460S6C-FCC	ExtremeCloud IQ Tri-radio Outdoor WiFi 6 AP (4x4 5 GHz 2x2 dual band 1x1 sensor). Dual 5GHz 2.5 GE 1 GE port . Integrated light/power sensors BLE/Zigbee. AI/ML green mode. Internal sector antenna (60)	AP460S6C-FCC	$1,584.00	100%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	69.70%	1	$480.00	$480.00	$160.00	$160.00	$0.00	$640.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Core	7520-48Y-8C-AC-F	Extreme 7520-48Y Switch - Ships with two AC front-to-back airflow power supplies, six front-to-back airflow fans, one 4-post rack mount kit. Supports 48 x 1G/10G/25G fiber ports and 8 x 40G/100G fiber ports	7520-48Y-8C-AC-F	$36,358.00	100%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	1	$10,543.82	$10,543.82	$370.00	$370.00	$0.00	$10,913.82	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10061	Pwr Cord,10A,NEMA 5-15P,IEC320-C13	10061	$19.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$6.08	$6.08	$0.00	$0.00	$0.00	$6.08	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	97304-7520-48Y-8C-AC-F	EW NBD AHR RMA Only 7520-48Y-8C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48Y-8C-AC-F-5Y	$2,795.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,096.25	$2,096.25	$0.00	$0.00	$0.00	$2,096.25	N/A	N/A	N/A	$419.25	N/A	N/A	N/A	N/A
N/A with USK12-STD-D Sku	7000-PRMR-LIC-P	Extreme 7000 Premier Feature License (Includes Integrated Application Hosting)	7000-PRMR-LIC-P	$9,626.00	100%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	1	$2,502.76	$2,502.76	$0.00	$0.00	$0.00	$2,502.76	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A with USK12-STD-D Sku	97000-7000-PRMR-LIC-P	EW TAC OS 7000-PRMR-LIC-P	97000-7000-PRMR-LIC-P	$436.00	100%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$327.00	$327.00	$0.00	$0.00	$0.00	$327.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	7520-48XT-6C-AC-F	Extreme 7520-48XT Switch with front-back airflow Ships with two AC power supplies six fans one 4-post rack mount kit Supports 48x10/1G copper ports and 6x100/40G fiber ports	7520-48XT-6C-AC-F	$38,497.00	100%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	1	$11,164.13	$11,164.13	$370.00	$370.00	$0.00	$11,534.13	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10061	power cords	10061	$19.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$6.08	$6.08	$0.00	$0.00	$1.00	$7.08	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	97304-7520-48XT-6C-AC-F	EW NBD AHR RMA Only 7520-48XT-6C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48XT-6C-AC-F-5Y	$3,380.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,535.00	$2,535.00	$0.00	$0.00	$0.00	$2,535.00	N/A	N/A	N/A	$507.00	N/A	N/A	N/A	N/A
N/A with USK12-STD-D Sku	7000-PRMR-LIC-P	Extreme 7000 Premier Feature License (Includes Integrated Application Hosting)	7000-PRMR-LIC-P	$9,626.00	100%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	1	$2,502.76	$2,502.76	$0.00	$0.00	$0.00	$2,502.76	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A with USK12-STD-D Sku	97000-7000-PRMR-LIC-P	EW TAC OS 7000-PRMR-LIC-P	97000-7000-PRMR-LIC-P	$436.00	100%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$327.00	$327.00	$0.00	$0.00	$0.00	$327.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	7520-48YE-8CE-AC-F	Extreme 7520-48YE Switch with front-back airflow Ships with two AC power supplies six fans one 4-post rack mount kit Supports 48x25/10G with MACsec and 8x100/40G ports with MACsec	7520-48YE-8CE-AC-F	$41,705.00	100%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	71.00%	1	$12,094.45	$12,094.45	$370.00	$370.00	$0.00	$12,464.45	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10061	power cords	10061	$19.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$6.08	$6.08	$0.00	$0.00	$0.00	$6.08	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	97304-7520-48YE-8CE-AC-F	EW NBD AHR RMA Only 7520-48YE-8C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48YE-8CE-AC-F-5Y	$3,410.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,557.50	$2,557.50	$0.00	$0.00	$0.00	$2,557.50	N/A	N/A	N/A	$511.50	N/A	N/A	N/A	N/A

N/A with USK12-STD-D Sku	7000-PRMR-LIC-P	Extreme 7000 Premier Feature License (Includes Integrated Application Hosting)	7000-PRMR-LIC-P	$9,626.00	100%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	74.00%	1	$2,502.76	$2,502.76	$0.00	$0.00	$0.00	$2,502.76	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A with USK12-STD-D Sku	97000-7000-PRMR-LIC-P	EW TAC OS 7000-PRMR-LIC-P	97000-7000-PRMR-LIC-P	$436.00	100%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$327.00	$327.00	$0.00	$0.00	$0.00	$327.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Subscription	USK12-STD-A-S-C-EW-1Y	Extreme Platform One Standard Networking for Tier A includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier A Device per Year (US K-12) COTERM: This Term: 365 Days	USK12-STD-A-S-C-EW-1Y	$209.00	100%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	1	$87.78	$87.78	$0.00	$0.00	$0.00	$87.78	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All Subscription Licenses will have to be renewed after the expiration of the initial contract.	USK12-STD-B-S-C-EW-1Y	Extreme Platform One Standard Networking for Tier B includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier B Device per Year (US K-12) COTERM: This Term: 365 Days	USK12-STD-B-S-C-EW-1Y	$509.00	100%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	1	$213.78	$213.78	$0.00	$0.00	$0.00	$213.78	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-C-S-C-EW-1Y	Extreme Platform One Standard Networking for Tier C includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier C Device per Year (US K-12) COTERM: This Term: 365 Days	USK12-STD-C-S-C-EW-1Y	$709.00	100%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	1	$297.78	$297.78	$0.00	$0.00	$0.00	$297.78	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-D-S-C-EW-1Y	Extreme Platform One Standard Networking for Tier D includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier D Device per Year (US K-12) COTERM: This Term: 365 Days	USK12-STD-D-S-C-EW-1Y	$999.00	100%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	58.00%	1	$419.58	$419.58	$0.00	$0.00	$0.00	$419.58	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-A-S-C-EW-3Y	Extreme Platform One Standard Networking for Tier A includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier A Device for 3 Years (US K-12)	USK12-STD-A-S-C-EW-3Y	$418.00	100%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	1	$154.66	$154.66	$0.00	$0.00	$0.00	$154.66	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-B-S-C-EW-3Y	Extreme Platform One Standard Networking for Tier B includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier B Device for 3 Years (US K-12)	USK12-STD-B-S-C-EW-3Y	$1,273.00	100%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	1	$471.01	$471.01	$0.00	$0.00	$0.00	$471.01	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-C-S-C-EW-3Y	Extreme Platform One Standard Networking for Tier C includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier C Device for 3 Years (US K-12)	USK12-STD-C-S-C-EW-3Y	$1,595.00	100%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	1	$590.15	$590.15	$0.00	$0.00	$0.00	$590.15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-D-S-C-EW-3Y	Extreme Platform One Standard Networking for Tier D includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier D Device for 3 Years (US K-12)	USK12-STD-D-S-C-EW-3Y	$2,747.00	100%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	63.00%	1	$1,016.39	$1,016.39	$0.00	$0.00	$0.00	$1,016.39	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-A-S-C-EW-5Y	Extreme Platform One Standard Networking for Tier A includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier A Device for 5 Years (US K-12)	USK12-STD-A-S-C-EW-5Y	$627.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$188.10	$188.10	$0.00	$0.00	$0.00	$188.10	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-B-S-C-EW-5Y	Extreme Platform One Standard Networking for Tier B includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier B Device for 5 Years (US K-12)	USK12-STD-B-S-C-EW-5Y	$1,832.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$586.24	$586.24	$0.00	$0.00	$0.00	$586.24	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-C-S-C-EW-5Y	Extreme Platform One Standard Networking for Tier C includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier C Device for 5 Years (US K-12)	USK12-STD-C-S-C-EW-5Y	$2,446.00	100%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	1	$856.10	$856.10	$0.00	$0.00	$0.00	$856.10	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	USK12-STD-D-S-C-EW-5Y	Extreme Platform One Standard Networking for Tier D includes ExtremeWorks Right-to-Use Subscription and TAC OS for One Tier D Device for 5 Years (US K-12)	USK12-STD-D-S-C-EW-5Y	$4,496.00	100%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	67.00%	1	$1,483.68	$1,483.68	$0.00	$0.00	$0.00	$1,483.68	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Core NBD SKUs	97304-7520-48Y-8C-AC-F	EW NBD AHR RMA Only 7520-48Y-8C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48Y-8C-AC-F-5Y	$2,795.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,096.25	$2,096.25	$0.00	$0.00	$0.00	$2,096.25	N/A	N/A	N/A	$419.25	N/A	N/A	N/A	N/A
	97304-7520-48XT-6C-AC-F	EW NBD AHR RMA Only 7520-48XT-6C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48XT-6C-AC-F-5Y	$3,380.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,535.00	$2,535.00	$0.00	$0.00	$0.00	$2,535.00	N/A	N/A	N/A	$507.00	N/A	N/A	N/A	N/A
	97304-7520-48YE-8CE-AC-F	EW NBD AHR RMA Only 7520-48YE-8C-AC-F. Next business Day/Advanced Hardware Replacement - 1825 Days	97304-7520-48YE-8CE-AC-F-5Y	$3,410.00	0%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	1	$2,557.50	$2,557.50	$0.00	$0.00	$0.00	$2,557.50	N/A	N/A	N/A	$511.50	N/A	N/A	N/A	N/A
Optics/DACs/PWR	XN-MICRO-USB-USBA	Micro-USB 2.0 to USB 2.0 Type A Male Console Cable	XN-MICRO-USB-USBA	$13.00	100%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	50.00%	1	$6.50	$6.50	$0.00	$0.00	$0.00	$6.50	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10118	Power Cord NEMA 15A L6-15P C15 ST	10118	$134.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$42.88	$42.88	$0.00	$0.00	$0.00	$42.88	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10109	Power Cord NEMA 15A 6-15P C15 ST	10109	$64.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$20.48	$20.48	$0.00	$0.00	$0.00	$20.48	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-715W-FB	715W AC PoE Power Supply - Front to Back Airflow	XN-ACPWR-715W-FB	$1,438.00	100%	78.00%	78.00%	78.00%	78.00%	78.00%	78.00%	78.00%	1	$316.36	$316.36	$0.00	$0.00	$0.00	$316.36	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	XN-ACPWR-1100W-FB	1100W AC PoE Power Supply - Front to Back Airflow	XN-ACPWR-1100W-FB	$1,813.00	100%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	75.00%	1	$453.25	$453.25	$0.00	$0.00	$0.00	$453.25	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	20G-DACP-SFPDD5M	20G Passive DAC SFPDD to SFPDD 5M	20G-DACP-SFPDD5M	$745.00	100%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	1	$208.60	$208.60	$0.00	$0.00	$0.00	$208.60	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	20G-DACP-SFPDDZ5M	SFPDD to SFPDD 20G DAC 0.5M	20G-DACP-SFPDDZ5M	$475.00	100%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	1	$133.00	$133.00	$0.00	$0.00	$0.00	$133.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25G-DACP-SFP3M	25G Passive DAC SFP28 3m	25G-DACP-SFP3M	$366.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$109.80	$109.80	$0.00	$0.00	$0.00	$109.80	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25G-DACP-SFP1M	25G Passive DAC SFP28 1m	25G-DACP-SFP1M	$264.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$79.20	$79.20	$0.00	$0.00	$0.00	$79.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25G-DACP-SFPZ5M	25G Passive DAC SFP28 0.5M	25G-DACP-SFPZ5M	$264.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$79.20	$79.20	$0.00	$0.00	$0.00	$79.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	100G-DACP-QSFP4SFP1M	100G Passive DAC QSFP28 to 4xSFP28 1m	100G-DACP-QSFP4SFP1M	$723.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$216.90	$216.90	$0.00	$0.00	$0.00	$216.90	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25/10G-LR-SFP10KM	25G/10G LR SFP28 10KM SM LC	25/10G-LR-SFP10KM	$3,515.00	100%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	1	$456.95	$456.95	$20.00	$20.00	$0.00	$476.95	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25G-ER-SFP40KM	25G ER SFP28 40km LC Connector Single-Mode	25G-ER-SFP40KM	$6,606.00	100%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	1	$990.90	$990.90	$0.00	$0.00	$0.00	$990.90	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10G-DACP-SFPZ5M	10G Passive DAC SFP+ 0.5M	10G-DACP-SFPZ5M	$195.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$58.50	$58.50	$0.00	$0.00	$0.00	$58.50	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	20G-DACP-SFPDD1M	20G Passive DAC SFPDD 1m	20G-DACP-SFPDD1M	$524.00	100%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	1	$146.72	$146.72	$0.00	$0.00	$0.00	$146.72	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	20G-DACP-SFPDD3M	20G Passive DAC SFPDD 3m	20G-DACP-SFPDD3M	$745.00	100%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	72.00%	1	$208.60	$208.60	$0.00	$0.00	$0.00	$208.60	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10301	10GBASE-SR SFP+ Transceiver	10301	$1,756.00	100%	84.00%	84.00%	84.00%	84.00%	84.00%	84.00%	84.00%	1	$280.96	$280.96	$0.00	$0.00	$0.00	$280.96	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10302	10GBASE-LR SFP+ Transceiver Module (SMF, 1310nm, 10km, LC	10302	$2,929.00	100%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	1	$439.35	$439.35	$0.00	$0.00	$0.00	$439.35	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25/10-SR-SFP100M	SFP28 100m MMF Transceiver	25/10-SR-SFP100M	$1,932.00	100%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	87.00%	1	$251.16	$251.16	$0.00	$0.00	$0.00	$251.16	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	25G-LR-SFP10KM	SFP28 100m SMF Transceiver	25G-LR-SFP10KM	$2,202.00	100%	78.00%	78.00%	78.00%	78.00%	78.00%	78.00%	78.00%	1	$484.44	$484.44	$0.00	$0.00	$0.00	$484.44	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10304	5420 DAC 1m	10304	$195.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$58.50	$58.50	$0.00	$0.00	$0.00	$58.50	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10305	5420 DAC 3m	10305	$267.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$80.10	$80.10	$0.00	$0.00	$0.00	$80.10	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	10306	5420 DAC 5m	10306	$323.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$96.90	$96.90	$0.00	$0.00	$0.00	$96.90	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	100G-DACP-QSFP1M	5720/7520 DAC 1m	100G-DACP-QSFP1M	$448.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$134.40	$134.40	$0.00	$0.00	$0.00	$134.40	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	100G-DACP-QSFP3M	5720/7520 DAC 3m	100G-DACP-QSFP3M	$759.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$227.70	$227.70	$0.00	$0.00	$0.00	$227.70	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	40G-DACP-QSFPZ5M	5720/7520/5520 DAC .5m	40G-DACP-QSFPZ5M	$380.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$114.00	$114.00	$0.00	$0.00	$0.00	$114.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	40G-DACP-QSFP1M	5720/7520/5520 DAC 1m	40G-DACP-QSFP1M	$398.00	100%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	1	$123.38	$123.38	$0.00	$0.00	$0.00	$123.38	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	40G-DACP-QSFP3M	5720/7520/5520 DAC 3m	40G-DACP-QSFP3M	$751.00	100%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	1	$232.81	$232.81	$0.00	$0.00	$0.00	$232.81	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Mounts	AH-ACC-BKT-ASM	Mounting Bracket Assembly	AH-ACC-BKT-ASM	$64.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$19.20	$19.20	$0.00	$0.00	$0.00	$19.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	ACC-MBO-KT-AX	Adaptor bracket for Outdoor AP4060/AP460xxxC for tilting or VMM	ACC-MBO-KT-AX	$121.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$36.30	$36.30	$0.00	$0.00	$0.00	$36.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AH-ACC-STRP-MRN	Outdoor Access Point stainless steel strap for 3" to 7 diameter pole. NOTE: Order quantity (2) for pole mounting.	AH-ACC-STRP-MRN	$24.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$7.20	$7.20	$0.00	$0.00	$0.00	$7.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	MBO-ART03	MBO-ART03 2-Axis Rotational Variable Extension Mtg Brkt for Outdoor	MBO-ART03	$321.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$96.30	$96.30	$0.00	$0.00	$0.00	$96.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	KT-147407-02	Outdoor Mounting Hardware Kit for Outdoor APs - Stainless Steel for harsh environments	KT-147407-02	$349.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$104.70	$104.70	$0.00	$0.00	$0.00	$104.70	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	KT-150173-01	Outdoor AP 12-inch extension arm for mounting kit. NOTE: This part is used in conjunction with KT-147407-02 to provide a 12-inch extension or tilt.	KT-150173-01	$211.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$63.30	$63.30	$0.00	$0.00	$0.00	$63.30	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	AH-ACC-BKT-AX-WL	5020 Wall Mount	AH-ACC-BKT-AX-WL	$34.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$10.20	$10.20	$0.00	$0.00	$0.00	$10.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Miscellaneous																										
Wired Network Management System AND	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Network Management System OR	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Unified (single pane) Network Management System	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wired Network Management System Licensing	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Network Management System Licensing	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Unified Network Management System Licensing	N/A	Please see USK12 Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller	XIQ-CACT-VT	ExtremeCloud IQ Controller Activation License for Virtual Appliances - VOUCHER	XIQ-CACT-VT	$2,134.00	100%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	69.00%	1	$661.54	$661.54	$0.00	$0.00	$0.00	$661.54	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller Licensing	N/A	See USK12 Class A Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller Licensing	N/A	See USK12 Class A Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Wireless Controller Licensing	N/A	See USK12 Class A Skus Above (Lines 52-63)	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 1825 Days	XIQ-NAC-S-1K-EW	$30,000.00	MIBS, if applie	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$9,600.00	$9,600.00	$0.00	$0.00	$0.00	$9,600.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-10K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 1825 Days	XIQ-NAC-S-10K-EW	$250,000.00	MIBS, if applie	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$80,000.00	$80,000.00	$0.00	$0.00	$0.00	$80,000.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC Licensing	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC Licensing	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC Licensing	N/A	N/A	N/A		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Add other items for which you will propose as needed																										
Other	PS-ESU-1	Extreme Networks Service Units Single	PS-ESU-1	$3,150.00	100%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	1	$3,024.00	$3,024.00	$0.00	$0.00	$0.00	$3,024.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-REMOTE	Remote (ESU) Extreme Service Unit	PS-ESU-REMOTE	$2,160.00	100%	10.88%	10.88%	10.88%	10.88%	10.88%	10.88%	10.88%	1	$1,925.00	$1,925.00	$0.00	$0.00	$0.00	$1,925.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	AIO-TS06360-N	5dBi and 6dBi Outdoor Dipole Tri-Band	AIO-TS06360-N	$53.00	100%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	1	$19.08	$19.08	$0.00	$0.00	$0.00	$19.08	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	AIO-TQ08055-N	8dBi Outdoor Quad Sector 65 Degree Tri-band with 4 port N-Type Connector	AIO-TQ08055-N	$695.00	100%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	1	$208.50	$208.50	$0.00	$0.00	$0.00	$208.50	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	AIO-TQ14035-N	13dBi 14dBi Quad Sector 35D Tri-band	AIO-TQ14035-N	$802.00	100%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	1	$288.72	$288.72	$0.00	$0.00	$0.00	$288.72	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	AIO-TQ06120-N	6dBi Outdoor Quad Sector 120D Tri-Band	AIO-TQ06120-N	$695.00	100%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	64.00%	1	$250.20	$250.20	$0.00	$0.00	$0.00	$250.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16803	4-Port POE+ Gigabit 2-Port Gigabit w/ 2-Port SFP Operating Temperature -40C to +75C	16803	$2,907.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$930.24	$930.24	$0.00	$0.00	$0.00	$930.24	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16802	8-Port POE+ 10/100 w/ 4-Port SFP Operating Temperature -40C to +75C	16802	$2,746.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$878.72	$878.72	$0.00	$0.00	$0.00	$878.72	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16804	8-Port POE+ Gigabit w/ 4-Port SFP Operating Temperature -40C to +75C	16804	$3,554.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$1,137.28	$1,137.28	$0.00	$0.00	$0.00	$1,137.28	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16807	IS AC-DC Power Supply 240W Output DIN Rail -25C to 70C	16807	$727.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$232.64	$232.64	$0.00	$0.00	$0.00	$232.64	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	ISW-4W-4WS-4X	12-Port ISW Industrial Ethernet Switch 4 10/100/1000BASE-T 90W PoE Ports 4 Combo	ISW-4W-4WS-4X	$6,946.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$2,222.72	$2,222.72	$0.00	$0.00	$0.00	$2,222.72	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16920	IS AC-DC Power Supply 480W Output DIN Rail -25C to 70C	16920	$1,385.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$443.20	$443.20	$0.00	$0.00	$0.00	$443.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	ISW-AC-DC-PS-960W	ISW AC-DC Power Supply 960W Output DIN Rail 30 - 70C	ISW-AC-DC-PS-960W	$2,668.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$853.76	$853.76	$0.00	$0.00	$0.00	$853.76	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	ISW-24W-4X	28-Port ISW Industrial Ethernet Switch 24 10/100/1000BASE-T 90W PoE Ports plus 4 1(	ISW-24W-4X	$12,829.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$4,105.28	$4,105.28	$0.00	$0.00	$0.00	$4,105.28	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	16801	4-Port POE+ 10/100 2-Port 10/100 w/ 2-Port SFP Operating Temperature -40C to +75C	16801	$2,422.00	100%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	1	$775.04	$775.04	$0.00	$0.00	$0.00	$775.04	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	5520-24W	Extreme Networks 5520 24-port 90w PoE Switch - 24 Ports - Manageable - 3 Layer Supported - Modular - 2480 W Power Consumption - 90 W PoE Budget - Twisted Pair, Optical Fiber - PoE Ports - Rack-mountable	5520-24W	$7,204.00	100%	68.50%	68.50%	68.50%	68.50%	68.50%	68.50%	68.50%	1	$2,269.00	$2,269.00	$300.00	$300.00	$0.00	$2,569.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 1095 Days	XIQ-NAC-S-1K-EW	$18,000.00	MIBS, if applie	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	1	$6,300.00	$6,300.00	$0.00	$0.00	$0.00	$6,300.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-10K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 1095 Days	XIQ-NAC-S-10K-EW	$150,000.00	MIBS, if applie	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	1	$52,500.00	$52,500.00	$0.00	$0.00	$0.00	$52,500.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 365 Days	XIQ-NAC-S-1K-EW	$6,000.00	MIBS, if applie	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	1	$2,100.00	$2,100.00	$0.00	$0.00	$0.00	$2,100.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NAC System - All Subscription Licenses will have to be renewed after the expiration of the initial contract.	XIQ-NAC-S-10K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 365 Days	XIQ-NAC-S-10K-EW	$50,000.00	MIBS, if applie	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	1	$17,500.00	$17,500.00	$0.00	$0.00	$0.00	$17,500.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-1-PCS	PCS Engineering 1 Day	PS-ESU-1-PCS		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$1,800.00	$1,800.00	$0.00	$0.00	$0.00	$1,800.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-5-PCS	PCS Engineering 5 Day - NOTE: Must be minimum 3 days consecutively	PS-ESU-5-PCS		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$9,000.00	$9,000.00	$0.00	$0.00	$0.00	$9,000.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-10-PCS	PCS Engineering 10 Day - NOTE: Must be minimum 3 days consecutively	PS-ESU-10-PCS		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$17,000.00	$17,000.00	$0.00	$0.00	$0.00	$17,000.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-20-PCS	PCS Engineering 20 Day - NOTE: Must be minimum 3 days consecutively	PS-ESU-20-PCS		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$33,000.00	$33,000.00	$0.00	$0.00	$0.00	$33,000.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	PS-ESU-REMOTE-PCS	PCS Remote Engineering 1 Day	PS-ESU-REMOTE-PCS		100%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$1,300.00	$1,300.00	$0.00	$0.00	$0.00	$1,300.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other	HARDWARE	Balance of Line Discounts - Hardware Items	HARDWARE		TBD	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	SOFTWARE/MI	Balance of Line Discounts - Software and Maintenance	SOFTWARE/MI		TBD	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Training Units per day (8 man hours)*						0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
*include all expenses in this pricing																										

BEAUFORT COUNTY SCHOOL DISTRICT
RFP 013-00X

Model High School
This model pricing is for comparison only. *NOT TO BE USED FOR AN OFFICIAL QUOTE*

Description	SFP+ Quantities	Ethernet Port Quantities	Materials Cost	Labor Cost	Freight as Applicable	Extended Cost	Total Switches by ports	Items Including in Material Cost
Core Switch (10 Gig)	32	48	$12,033.58	$370.00	$0.00	$12,403.58	1	7520-48Y-8C-AC-F, 10061, USK12-STD-D-S-C-EW-5Y
Edge Multi-gig switch (5 gig)		168	$28,995.58	$1,085.00	$0.00	$30,080.58	4	5720-48MW, XN-ACPWR-2000W-FB, 10099, USK12-STD-D-S-C-EW-5Y
Edge Switches								
MC (MDF) Stack	2	144	$14,859.60	$930.00	$0.00	$15,789.60	3	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCA Stack	2	144	$14,859.60	$930.00	$0.00	$15,789.60	3	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCB Stack	2	192	$19,812.80	$1,240.00	$0.00	$21,052.80	4	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCC Stack	2	144	$14,859.60	$930.00	$0.00	$15,789.60	3	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCD Stack	2	144	$14,859.60	$930.00	$0.00	$15,789.60	3	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCE Stack	1	96	$9,906.40	$620.00	$0.00	$10,526.40	2	5520-48W, XN-ACPWR-2000W-FB, 10099, USK12-STD-C-S-C-EW-5Y
IDF TCG Stack (gym)	1	24	$3,453.76	$310.00	$0.00	$3,763.76	1	5520-24W, XN-ACPWR-715W-FB, 10099, USK12-STD-C-S-C-EW-5Y
Other Costs _____			$0.00	$0.00	$0.00	$0.00		
Other Costs _____			$0.00	$0.00	$0.00	$0.00		
Other Costs _____			$0.00	$0.00	$0.00	$0.00		
					TOTAL COST	$140,985.52		

***Switching supports modular power supplies, modular vims, and 90 watts of power per port.
***USK12 license skus include 5 years of TAC and OS support, RTU switch management, advanced analytics.

***BCSD will not have to purchase new IDF switches as the 5520-48W switches within this spreadsheet are currently deployed in the district. The switches are added on this spreadsheet as a comparison.

Description	Quantity/Units	Unit Cost Materials	Total Materials Cost	Unit Cost Labor	Total Labor Cost	Freight as Applicable	Extended Cost	
Removal and relocation of existing WAPs (IT Laborer)	67	$0.00	$0.00	$180.00	$12,060.00	$0.00	$12,060.00	
Mount, label, document, and connect New WAPs (IT Laborer) as per RFP	67	$562.80	$37,707.60	$145.00	$9,715.00	$0.00	$47,422.60	AP4000-WW and USK12-STD-A-S-C-EW-5Y
Configure and incorporate New WAP	67	$0.00	$0.00	$10.00	$670.00	$0.00	$670.00	
Installation of new wall brackets	8	$0.00	$0.00	$45.00	$360.00	$0.00	$360.00	
Other Costs _____		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
Other Costs _____		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
Other Costs _____		$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	
						TOTAL COST	$60,512.60	

***USK12 license skus include 5 years of TAC and OS support, RTU switch management, advanced analytics.

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

Proposals must include pricing based on the following standardized mock-school scenario:
This is a turnkey project and should include:

Model High School						
This model pricing is for comparison only. *NOT TO BE USED FOR AN OFFICIAL QUOTE*						
Description	**SFP+ Quantities**	**Ethernet Port Quantities**	**Materials Cost**	**Labor Cost**	**Freight as Applicable**	**Extended Cost**
Core Switch (10 Gig)	32	48	$12,033.58	$370.00	$	$12,403.58
Edge Multi-gig switch (5 gig)		168	$33,137.80	$1,085.00	$	$30,080.58
Edge Switches						
MC (MDF) Stack	2	144	$14,859.60	$930.00	$	$15,789.60
IDF TCA Stack	2	144	$14,859.60	$930.00	$	$15,789.60
IDF TCB Stack	2	192	$19,812.80	$1,240.00	$	$21,052.80
IDF TCC Stack	2	144	$14,859.60	$930.00	$	$15,789.60
IDF TCD Stack	2	144	$14,859.60	$930.00	$	$15,789.60
IDF TCE Stack	1	96	$9,906.40	$620.00	$	$10,526.40
IDF TCG Stack (gym)	1	24	$3,453.76	$310.00	$	$3,763.76
Other Costs _____			$	$	$	$
Other Costs _____			$	$	$	$
Other Costs _____			$	$	$	$
					TOTAL COST	$140,985.52

Model High School							
Description	Quantity/Units	Unit Cost Materials	Total Materials Cost	Unit Cost Labor	Total Labor Cost	Freight as Applicable	Extended Cost
Removal and relocation of existing WAPs (IT Laborer)	67	$	$	$180.00	$12,060.00	$	$ 12,060.00
Mount, label, document, and connect New WAPs (IT Laborer) as per RFP	67	$562.80	$37,707.60	$145.00	$9,715.00	$	$47,422.60
Configure and incorporate New WAP	67	$	$	$10.00	$670.00	$	$670.00
Installation of new wall brackets	8	$	$	$45.00	$360.00	$	$360.00
Other Costs		$	$	$	$	$	$
Other Costs		$	$	$	$	$	$
Other Costs		$	$	$	$	$	$
						TOTAL COST	$ 60,512.60