



One Team, One Goal: Student Success

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June 26, 2020

Mr. Matthew R. Girardot
Prosys Information Systems, Inc.
6025 The Corners Parkway
STE 120
Norcross, GA 30092

Dear Mr. Girardot:

This is to advise you that the award to your company for **IFB B1825, Network Core Switches** as shown on the attached pages has been renewed, with approved price increases on selected items highlighted in yellow.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **July 1, 2020 through June 30, 2021** with an option to renew. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Gary Blount, 770-590-4546 or gary.blount@cobbk12.org**. The Technology Services contact is **Jason Wheeler, 770-426-3598**. We appreciate your interest and participation in the CCSD solicitation process

Sincerely,

A handwritten signature in blue ink that reads 'David Odom'.

David Odom, CPPO
Director of Procurement Services

gb

Attachment

cc: Accounts Payable
Jason Wheeler
Julie Aronson
Thomas Marshall
Debbie Stinchcomb

BOARD OF EDUCATION

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Page 2, Award Renewal Letter, IFB B1825, Network Core Switches
 Prosys Information Systems (Vendor-PO Mailing #102125)

Item	Description	Part Number	Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price
1	Cisco Catalyst 9400 Series 10 Slot Chassis	C9410R		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 3,631.20
2	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9410R	5 Year Term		\$ 18,480.28
3	Cisco Catalyst 9400 Series 7 Slot Chassis	C9407R		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 2,483.10
4	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9407R	5 Year Term		\$ 12,480.32
5	Cisco Catalyst 9400 Network Advantage License	C9400-NW-A		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
6	Cisco Catalyst 9400 Series Slot Blank Cover	C9400-S-BLANK		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
7	Cisco Catalyst 9400 Series Power Supply Blank Cover	C9400-PWR-Blank		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
8	Cisco Catalyst 9400 XE 16.6 Universal Image	S9400UK9-166		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -

Item	Description	Part Number	Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price
9	Cisco Catalyst 9400 Series 3200W AC Power Supply	C9400-PWR-3200AC		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 907.80
10	NEMA 5-15 To IEC-C19 13ft US	CAB-US515P-C19-US		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
11	Cisco ONE Advantage Term, C9400	C1A1TCAT94001		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
12	C9400 DNA Premier 5 year term license	C9400-DNA-P-5Y		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 11,356.40
13	Cisco ONE C9400 DNA Advantage Term License	C1-C9400-DNAA-T		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
14	Cisco ONE Term SKU 5Y	C1-C9400-TRK-5Y		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
15	Cisco ONE Stealth Watch License Term - 1 Flow License	C1-SWATCH-T		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
16	Cisco ONE Subscription SWATCH SKU 5Y	C1-SWATCH-TRK-5Y		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -

Item	Description	Part Number	Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price
17	Cisco ONE ISE PLUS License Term	C1-ISE-PLS-T		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
18	Cisco ONE Subscription SKU ISE PLUS 5Y	C1-ISE-PLS-TRK-5Y		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
19	Cisco ONE ISE BASE License Term	C1-ISE-BASE-T		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
20	Cisco ONE Subscription ISE BASE 5Y	C1-ISE-BASE-TRK-5Y		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ -
21	Cisco Catalyst 9400 Series Supervisor 1 Module	C9400-SUP-1		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 6,354.60
22	Cisco Catalyst 9400 Series 48-Port 10/100/1000 (RJ-45)	C9400-LC-48T=		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 3,177.30
23	Cisco Catalyst 9400 Series 48-Port SFP/SFP+	C9400-LC-48S=		Enhanced Limited Lifetime Warranty HW (ELLW)	\$ 11,125.00
24	10GBASE-SR SFP Module, Enterprise-Class	SFP-10G-SR-S=		1 Year Limited HW	\$ 323.96
25	1000BASE-SX SFP Transceiver Module, MMF, 850nm, DOM	GLC-SX-MMD=		1 Year Limited HW	\$ 230.51

Item	Description	Part Number	Updated Mfg. Cat. No. (if applies per STC, Sec. 2.1) or Approved Equivalent	Warranty Period	Unit Price
26	QSFP To SFP10G Adapter	CVR-QSFP-SFP10G=		Cisco 90-Day Limited Hardware	\$ 177.56
ADDITIONAL DISCOUNTS					
27	Per ST&C 8.9 - Provide guaranteed pricing/discount structure. (Explain what percentage discount is related to catalog, MSRP, etc.).		ProSys provides this pricing with 55.5% discount from MSRP on the items bid above and 35% on Solution Support Services (which is a different class of service than SmartNet and discount is predicated on a 60 month term)		
28	Per ST&C 8.10 - Provide fee structure for additional, related services.		ProSys will provide the above pricing for Catalyst 9407/9410 Items. For other items being procured via 470 Process that are not 9407/9410 items, ProSys can offer 54% Discount from MSRP on eligible items and 33% Discount from MSRP on SMARTnet. For Non-Eligible items, ProSys can offer 43% Discount from MSRP on Products and 33% Discount from MSRP on SmartNet. ProSys can also perform Engineering Services at \$185.00 per hour; Project Management at \$160.00 per hour; and Project Coordinator at \$100.00 per hour.		