

City of Fort Collins
8514 Cisco Equipment Purchase & SMARTNET
Maintenance

8514

May 3, 2017

Prepared for:

City of Fort Collins
Purchasing Office
215 North Mason Street, 2nd Floor
Fort Collins, CO 80524

Prepared by:

Global Technology Resources, Inc.
990 S. Broadway, Suite 300
Denver, CO 80209
1-877-603-1984
Fax 1-888-803-6520
www.GTRI.com





Global Technology Resources, Inc.
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Title Page

This proposal includes data that shall not be disclosed outside the City of Fort Collins and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the City of Fort Collins shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the City of Fort Collins right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained on each page marked with the following disclaimer:

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Global Technology Resources, Inc.
990 S. Broadway, Suite 300
Denver, CO 80209
1-877-603-1984
Fax 1-888-803-6520

May 3, 2017

Attn: Ed Bonnette
215 North Mason Street, 2nd Floor
Fort Collins, CO 80524

RE: 8514 CISCO EQUIPMENT PURCHASE & SMARTNET MAINTENANCE

Dear Mr. Bonnette:

Global Technology Resources, Inc. (GTRI) is proposing a complete solution for the City of Fort Collins. We believe our proposal offers you an exceptional combination of past performance experience, technical expertise, and best pricing to meet your Cisco Equipment Purchase & SMARTNET Maintenance project needs. GTRI possesses the technical resources to ensure that the Statement of Work (SOW) requirements and scope are fully realized with a complete response that meets or exceeds the technical requirements of the Request for Proposal (RFP).

GTRI is a strategic IT partner that helps organizations navigate between business needs and technology solutions in order to advance and support the mission, reduce costs, and reduce risks. We leverage our team of highly certified engineers and architects that use proven methodologies to design and implement innovative solutions. Founded in 1998, GTRI is a Denver-based small business that is a financially sound firm with net revenues that exceeded \$105M in 2016. We have a history of being ranked on the top of the *Denver Business Journal's* Fastest Growing Private Companies as well as *Inc.'s* 500|5000 list of the fastest growing private companies in America, and routinely accepts excellence awards from companies such as Boeing and Lockheed Martin. GTRI is ISO 9001:2008 certified for our processes and procedures in the procurement and delivery of IT systems to the Government.



Key selling points which differentiates GTRI from the competition include:

- Team structure large enough, and robust enough to support City of Fort Collins, while being small enough to be flexible with surfacing needs to perform above and beyond in emergency delivery situations, without all the big business “red tape.”
- Implementation of proprietary Global Services Framework (GSF) to organize people, resources, and process for delivery of risk mitigating and on-time technology solutions.
- The requirements of this RFP are squarely planted in GTRI’s core competencies.
- GTRI is a Cisco Gold Partner. Cisco Gold Partners are eligible to participate in Cisco Channel Incentive Programs, with preferred pricing and higher economic incentives than all other certification levels.
- Vast experience in expedited delivery under tight timelines and implementation of projects similar in scope.
- Previous solid and successful City of Fort Collins relationships.

We are pleased to submit our proposal in response to the above-referenced RFP due May 3, 2017 at 3:00 p.m. MST. Our proposal is based upon commercial products and services we offer to all customers. GTRI has reviewed this solicitation, incorporated applicable clauses, Terms and Conditions, and with



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incorporating our proposal fully accepts all areas. Our proposal is valid forty-five (45) days from the date of this letter. However, we are willing to extend if necessary, as requested. Additionally, GTRI acknowledges receipt of Addendum 1.

GTRI is thrilled to have the opportunity to continue our relationship with City of Fort Collins and we look forward to a long and valuable partnership. If you have any questions regarding our proposal, please feel free to contact me at 720-836-7497.

Sincerely,

Sean Mares
Global Technology Resources, Inc.
Vice President of Enterprise Sales and Operations
p: 720-836-7497
e: smares@gtri.com

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1. Exhibit A Pricing Matrix

Please see the separately attached Exhibit A Pricing Matrix. Per the instructions in Addendum 1, GTRI has left the items that are End of Sale blank.

2. GTRI Background

The GTRI headquarters is located in Denver, Colorado; this is where the foundational business functions of the company are supported. GTRI was incorporated in 1998 and has been servicing the Denver community for the past 18 years. GTRI has grown to have 105 employees to include highly certified engineers to solve your business needs through IT solutions.



GTRI's primary business point of contact for all RFP Correspondence includes the following:

Todd Olson, Account Executive
E: Tolson@gtri.com
P: 303-991-2172

Gail Springer, Director Programs and Capture
E: gspringer@gtri.com
P: 720-836-7331

Why Choose GTRI?

Unique public sector qualifications. GTRI has developed and implemented hundreds of solutions for public sector clients in the areas of law enforcement, disaster preparedness, emergency response, public safety, social programs, national defense and homeland security. We deliver modern, scalable, security-rich technology solutions in support of specific agency objectives and our experienced personnel are cleared to support mission-critical projects.

Solutions-oriented consultants. We view IT as a strategic enabler of competitive advantage. Our technical and business specialists offer expertise in all facets of IT service delivery. Averaging over 10 years of hands-on technology experience, our consultants have served clients that range from small businesses to Fortune 500 companies.

A culture of customer focus. We pride ourselves on our culture of continuous improvement as well as our relentless commitment to customer success.

Operational excellence. We bring tangible, incremental value to our clients through personnel, processes and systems, as a true "trusted advisor" dedicated to quality management. As an ISO 9001:2008 certified organization, GTRI leverages proven processes designed for client risk mitigation. We employ Global Services Framework, our proven consulting framework that allows us to design and implement our solutions quickly, efficiently and cost-effectively.

A passionate commitment to our employees and our community. We all have a strong commitment to business integrity and strong ethical practices. GTRI and its employees support a variety of non-profit and other charitable organizations as part of our commitment to support our communities and raise social awareness.

2.1. Cisco Authorizations

Effective March 10, 2015 GTRI received its tri-annual re-certification as a Cisco Gold Certified Partner. GTRI has over 15 years of Cisco Partnership, with established Cisco best practices for impeccable program execution. GTRI will maintain this certification during the contract period.

GTRI's expertise in deploying and supporting Cisco solutions has earned us the prestigious Cisco Master Specializations, placing us in an elite group of service providers. In addition, GTRI is a long-standing Cisco Gold Partner who maintains accreditation as a Cisco Master Security Partner, and Cisco Master Cloud Builder Partner. GTRI is one of only 14 partners nationally, and the only Colorado headquartered partner, that holds these three Masters Specializations.

GTRI is a valued Cisco Gold Partner with specialization certifications in:

- Advanced Collaboration Architecture Specialization
- Advanced Data Center Architecture Specialization
- Advanced Enterprise Networks Architecture Specialization
- Advanced Security Architecture Specialization
- Master Cloud Builder Specialization
- Master Collaboration Specialization
- Master Security Specialization



Cloud Partners:

- Storage : NetApp
- Virtualization : VMware
- Virtualization : Citrix
- Cloud Builder-Infrastructure, Management and Services
- Storage : NetApp
- Virtualization : VMware
- Virtualization : Citrix
- Cloud Management : VMware
- Cloud Professional Services
- WebEx Cloud Collaboration Resale Partner

Services Reseller

- Cloud Services Reseller
- Managed Services Reseller

Cisco Authorized Partners:

- Authorized Security Incumbency Renewals

Additionally, GTRI has the following authorizations

- Registered Partner
- Acano-Cisco meeting server
- Authorized CMR Hybrid reseller
- Cisco Capital Financing
- Cisco ONE - Access
- Cisco ONE - Data Center

- Cisco ONE - WAN
- Collab ELA UC WBX OnPrem TP PC
- Flexpod Premium Partner
- GPN Resale Host
- Indirect Service Discount Promo
- MCB Cloud Management - VMware vCloud Director
- MCB Desktop Virtualization - Citrix
- MCB Hypervisor Virtualization - Citrix
- MCB Hypervisor Virtualization - VMware
- MCB Integrated Infrastructure - FlexPod
- MCB Storage - NetApp
- Managed Services Reseller
- Regular Try And Buy
- Smart Care Registered Partner
- Smart Care Registered Partner - Weight-Based
- TelePresence Commercial Field Trial
- US Federal Authorization
- WebEx Telepresence Program
- ATP - Cisco Application Centric Infrastructure

Industry Solutions:

- Flexpod Premium Partner



LETTER FOR CHANNEL PURCHASING

Date: August 19, 2016

To: US Customer

Bid Number _____
or Project _____
Name: _____

Cisco Systems, Inc. ("Cisco") hereby confirms that, as of the date of this letter, Global Technology Resource, Inc. (GTRI) is a Gold certified Cisco channel partner and that Cisco and Global Technology Resource, Inc. (GTRI) have entered into an agreement for the purchase and resale of Cisco Products and/or Services (the "Agreement").

This means that Global Technology Resource, Inc. (GTRI) has complied with the Cisco certification procedure and is duly authorized to purchase and resell Cisco products in United States of America as well as negotiate the terms and conditions of support and maintenance services on Cisco products, including warranties, in accordance with the terms and conditions of such Agreement.

Furthermore, Global Technology Resource, Inc. (GTRI) is specialized in the following Cisco technologies:

- Advanced Enterprise Networks Architecture Specialization;
- Advanced Collaboration Architecture Specialization;
- Advanced Data Center Architecture Specialization;
- Advanced Security Architecture Specialization;
- Master Cloud Builder Specialization;
- Master Collaboration Specialization; and
- Master Security Specialization

Please note that the present confirmation is not permanent, and that the status of Cisco's authorized channel is reviewed on a regular basis. [This information is accurate as of the date appearing at the top of this certificate.][This information is accurate as of the date appearing at the top of this certificate and shall be valid for six (6) weeks from such date.]

If you need any additional information, please do not hesitate to contact John Kroll at jokroll@cisco.com.

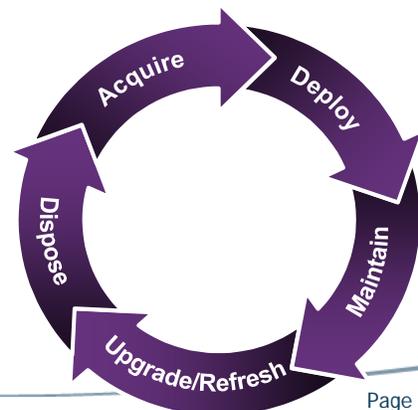


Brian Fukuhara, V.P., Finance

Cisco Systems, Inc.

2.2. Asset Life Cycle Management

GTRI has developed the most robust Asset Life Cycle Management solution in the industry, providing City of Fort Collins with unmatched ease of managing network assets with a predictable budget. The goal of GTRI's approach is to reduce Ft Collins's total cost of ownership, deliver industry leading network availability, and to ensure your network supports Ft. Collins's demanding business needs. The value of our solution is completely unique in the industry, supported by proprietary reporting tools, consulting



methodology and industry leading SLA's. GTRI's Asset Life Cycle Management solution is based on leveraging a single, common database between GTRI, Cisco and Ft Collins with well-defined, integrated workflow processes.

This approach provides complete continuity between Ft Collins, GTRI, and Cisco, and is different than the approach of our competitors. We have established a proven track record of helping large local governments satisfy their operational and financial requirements. Our team is experienced in providing world-class service with a comprehensive and analytical approach to asset management solutions.

2.1. GTRI's Life Cycle Management Solution

GTRI's Life Cycle Service Methodology is a proven, repeatable set of processes for ensuring a customer's IT assets meet the needs of the customer's business. This Methodology is broken down into a series of documented work-flows performed by GTRI, the Customer and Cisco to ensure the highest level of service and financial accuracy attainable. The Methodology is designed to ensure that:

Ft. Collins will receive complete life cycle management with GTRI's Life Cycle Service Methodology.

- Customer Support Strategy is Documented and Enforced
- Customer Information in Cisco Services Databases is Accurate
- Customer Has a Vision into the Future

The GTRI Life Cycle Service Methodology is included in the sections below. Portions of the Methodology are outlined in the following sections to address topics distinctly mentioned in the proposal request.

2.2. Inventory Reconciliation

GTRI's Life Cycle Service Methodology has four phases which are all necessary to provide a framework for Inventory Reconciliation and Prediction.

2.2.1. Define Phase

The Define Phase captures and documents the customer's strategy for coverage. The strategy is then applied to renewals, orders, product categories, designs, etc. taking into account the following factors which apply:

- IP Phone Coverage
- Wireless Access Point Coverage
- Assets with Limited Lifetime Warranties
- Multi-Year Coverage Strategy
- Service Attach Strategy
- Contract Co-Termination
- Software Coverage Strategy
- Mission Critical Device Coverage Strategy
- End of Lease Strategy
- Service Removal at Decommission
- Initial Manufacturer Warranty Strategy

- Cold Spare Coverage Strategy
- Last Date of Support Strategy
- Last Date of Software Support
- Collector (CPSC) Installation Plan

The Define phase is captured once and is reviewed yearly.

2.2.2. Research Phase

The Research Phase includes the gathering of data on a monthly basis from the Collector, Contracts, Orders Placed, Installations, and De-installations taking into account:

- Collector Health Check
- Report Scheduling
- Validate LOA Access
- Generate List of Uncovered Devices in Production
- Generate List of Expiring Devices
- Generate List of Devices that have changed Names or IP Addresses
- Generate List of Devices Added
- Generate List of Devices No Longer Reachable
- Generate List of PSIRT Advisories
- Generate List of Software Advisories
- Generate List of Recently Installed Sites
- Generate List of Recent Orders

The Research Phase is performed monthly prior to the Monthly Review Meeting. Each data set is reviewed by GTRI Support and Engineering for recommendations to propose at the meeting.

2.2.3. Reconcile Phase

The Reconcile Phase is performed monthly and is initiated immediately after the Monthly Review meeting. Recommendations are proposed by GTRI and the customer gives directives to GTRI including:

- Dispatch of Uncovered Assets in Production
- Direction on Expiring Assets
- Validation of Devices Added
- Validation of Devices Removed
- Direction on PSIRT Advisory Impact
- Direction on Software Advisory Impact
- Validation of Recently Installed Sites
- Status and Direction on Recent Orders

The Reconcile Phase is initiated monthly by the Monthly Review Meeting and includes the update of systems involved, updating of Services First, the credit requests for coverage ending early, scopes of work for upgrades, bill of materials for equipment refresh, etc.

2.2.4. Plan Phase

The Plan Phase is performed yearly to provide the customer with a three year look ahead to the refresh requirements of the environment. Using a proprietary tool called the Life Cycle Calculator (LCC), GTRI will import the customer asset inventory and identify all assets that are going end of life each year over the next five years. The end of life assets are correlated to their recommended replacements with the respective cost data to construct a five year refresh plan. This process is unique to GTRI and provides great value to customers.

GTRI's proprietary Life Cycle Calculator (LCC) provides great value to Ft Collins

2.3. Asset Tracking

Assets from many manufacturers are tracked and updated in all GTRI Life Cycle Methodology work flows. The Methodology captures information including:

Hardware Information	Software Information	Related Hardware	Interface Information	Network Information	Life Cycle Information	Site Information
Manufacturer	Config Register	Fans	Name	Hostname	Coverage Status	Installed-at Site
Product ID	Bootstrap Version	Power Supplies	Line Protocol	IP Address	Coverage End	Inventory
Product Family	Software Name	Optics	MAC Address	Subnet Mask	Last Date of Support	Segment
Serial Number	Software Version	Modules	IP Address		Time until LDoS	
Processor	Software Feature	Parent Chassis	Subnet Mask		LDoS Alert URL	
Main Memory	Path				Contract Number	
Physical Memory	License				Service Level	
Boot Flash	Install Date					

Site information is critical for advanced hardware replacement. Site information is updated any time equipment moves as part of the MACD workflow. Site information is contained and determined in two different ways: Site Identifier (physical location) and IP Address (network location).

2.3.1. Site Identifier

Within the service contracts CSCC and viewable in the Portal –site information can be populated in several fields for each asset. Site information can be populated in the following fields:

- Installed-at Site
- Address (Street, City, State)

- Inventory
- Segment

When these fields are properly populated – Inventory reports can be sorted and summarized on these fields to provide site-based billing by centralized IT organizations. The use of these fields can be standardized to a customer’s requirements and updated as part of every workflow in the system. Updates are requested by GTRI in the CSCC tool.

2.3.2. IP Address

Every asset discoverable by the Collector is available in the Portal by IP Address. IP Address can reveal site location based on network address location. This is another form of correlating where a device is in an organization.

2.4. Contract Moves, Adds, & Changes

Moves, Adds, and Changes are identified monthly in several work-flows of the methodology. Every month reports are run from the portal which show new assets that have not been seen before, assets that are no longer reachable, and assets whose Network Name or IP Address have changed. Each month these changes will be documented, reviewed, and an action plan agreed upon by the customer and GTRI. For new assets, a quote will be prepared to initiate coverage and presented to the customer for approval and quarterly true-up of Services First. For items no longer reachable, a credit will be prepared and presented to the customer for approval. For moves, the customer will be provided that documentation for their records. The Cisco CSCC system will be updated with Additions, Credits and Information Updates as a result of this process. This system is the source of SmartNet contract data and will ensure that the contract is always accurate.

Another workflow also impacts the Move, Add, and Change process. Every month, GTRI will gather all orders place since the last review, and status all professional services project in-progress or completed during the previous review. This analysis will validate changes due to new sites being turned up, existing assets being replaced, and assets being decommissioned. This process also provides a quality check to make sure the Collector is seeing new assets and purging old assets from the Collector database.

3. References

GTRI is pleased to provide the table below with current references who we have provided similar services.

Customer	Point of Contact	Contact Information
University of Denver	Chad Burnham	(303) 871-4441
State of Colorado	Don Wisdom	(303) 764-7846
Weld County	Ryan Rose	(970) 304-6570

4. GTRI Team Profile

GTRI has been in the technology arena for nearly 20 years. We have stayed relevant to our customers through our expertise in the marketplace and by providing vendor agnostic solutions to the problems our customers face. GTRI is a tried and proven Cisco product and service provider and because we have

expertise in other technologies we are able to design, propose and implementation complete solutions for our customers. GTRI’s mission has been to provide our customers proven IT solutions which address their business challenges while reducing cost and reducing risk. GTRI has completed thousands of successful engagements and that allows us to share those experiences with our customers and ensure successful future engagements.

Ultimately, GTRI has the ability to utilize its highly-trained staff and deep technology experience to develop and recommend solutions which address the needs of t City of Fort Collins.

GTRI has Cisco Certified Internetwork Experts, engineers who have achieved the highest level of technical networking certification offered by Cisco. Our experts have an average of 10 years of experience ranging from small business to Fortune 1000 firms to large Education organizations and have successfully completed over 80 UCCX implementation projects. The team is comprised of over 15 engineers and carries multiple industry certifications, including:

Cisco Certifications	Number Certifications held by GTRI Employees
Cisco Certified Internetwork Experts (CCIE)	9
Cisco Certified Network Professional’s (CCNP’s)	18
Cisco Certified Design Professional’s (CCDP’s)	1
Cisco Certified Design Associate (CCDA)	3
Cisco Certified Design Expert (CCDE)	1
Cisco Certified Network Associate’s (CCNA’s)	20
Other Cisco training for ATPs	75

4.1. Account Management Approach

GTRI has an existing, experienced Account Team for City of Fort Collins, given we have been in partnership with GTRI for the better part of the last ten years. The GTRI Account Team consists of:

GTRI has assigned a large team to support Ft Collins in all areas of the buisness, and has given Ft Collins access to GTRI executives, including the CEO.

- **Todd Olson, Account Executive:** Having worked for State of Colorado and GTRI for more than a decade, Todd is responsible for ensuring GTRI maximizes our Cisco partnership for the benefit of City of Ft Collins, including Cisco solutions, programs, promotions, policies and relationships.
- **Tim Lutz, Service Support Manager:** Tim is responsible for managing the SmartNet contract for Ft Collins. With more than 5 years of experience managing some of the largest Cisco SmartNet

contracts in the US, Tim provide quotes, inventory reconciliation, asset management and other services.

- **Ryan Bursey, Technical Account Manager:** IT professional with years of experience developing a plethora of technology solutions for a large variety of clients. Has technical understanding of data center, cloud computing, networking, wireless, and VoIP technologies.
- **Tara Jones, Inside Account Manager:** Responsible for high availability, quotes, invoice coordination and tracking of equipment delivery. Tara handles the day to day transactional requirements of Ft. Collins as it relates to technical equipment needs.
- **Craig Jeske, Director of Engineering:** Responsible for all sales and services consultants ensuring all configurations and BOMs are technically correct and integrates with Ft Collins specific systems.
- **Todd Panella, VP Professional Services:** As a veteran member of GTRI's leadership team, Todd is the Executive sponsor for Ft Collins. Todd builds and maintains long-term client relationships and manages cross-functional teams to ensure expectations are not just met – but exceeded.
- **Greg Byles, CEO/Cofounder:** With nearly three decades as a leader in the IT industry under his belt, Greg Byles, GTRI's chief executive officer and co-founder, draws on expertise in IT manufacturing, distribution and solutions integration to direct business strategy. He oversees the entire client-facing portfolio of the organization, including account management and sales, sales engineering, consulting and professional services.

Vendor's Statement

Vendor's Statement:

I have read and understand the specifications and requirements for this bid and I agree to comply with such specifications and requirements. I further agree that the method of award is acceptable to my company. I also agree to provide the required insurance certificate naming the City of Fort Collins as an Additional Insured as part of my bid submission and to complete a signed contract (per the sample attached for review) upon notice of award.

**NOTE: VENDOR STATEMENT IS TO BE SIGNED & RETURNED WITH YOUR BID.
VENDOR IS TO ALSO INCLUDE THE REQUIRED INSURANCE CERTIFICATE NAMING
THE CITY OF FORT COLLINS AS AN ADDITIONAL INSURED.**

FIRM NAME: Global Technology Resources, Inc. dba GTRI

ADDRESS: 990 S. Broadway, Suite 300
Denver, CO 80209

EMAIL ADDRESS: sales@gtri.com **PHONE:** 303-455-8800

BIDDER'S NAME: Sean Mares

SIGNATURE: *Sean K Mares*

SERVICE ISSUES CONTACT: Tim Lutz

TELEPHONE: 720-836-7333 **FAX:** 303-455-8808

EMAIL: tlutz@gtri.com

CELL #: 720-836-7333 **EMERGENCY:** 303-594-5703

BACKUP: Todd Olson

BILLING ISSUES CONTACT: Accounts Payable

TELEPHONE: 303-455-8800 **FAX:** 303-455-8808

EMAIL: a-p@gtri.com

CELL #: not applicable **EMERGENCY:** 720-746-7889

BACKUP: Adam Kuehl

EXHIBIT "A"

PRICING MATRIX

Part Number	Quantity	Unit Purchase Price	Extended Purchase Price	Annual SmartNet Price/Unit	Extended Annual SmartNet Price
Contract Type: ECMU					
L-CCX-70-P-SEAT1	35			\$ 236.80	\$ 8,288.00
LIC-CUCM-BASIC-A	26			\$ 5.34	\$ 138.94
LIC-CUCM-ESS-A	33			\$ 1.61	\$ 53.06
LIC-CUCM-USR-A	1297			\$ 8.82	\$ 11,444.73
L-LIC-CT2504-5A	10	\$1,295.00	\$699.30	\$ 27.04	\$ 270.40
L-LIC-CT5508-100A	275	\$107,428.00	\$53,499.20	\$ 12.29	\$ 3,379.20
L-PI-1.1-100-ADD	450				
L-UNITYCN8-USR	1505	\$75.00	\$39.00	\$ 12.00	\$ 18,060.00
R-VMW-UC-FND5-K9	6	\$2,499.00	\$1,349.46	\$ 240.00	\$ 1,440.00
R-W-PI11-50-M-K9	1				
CSACS-5.3-VM-K9	1				
L-CSACS-54VMUP-K9	1				
Type Subtotals:			\$55,586.96		\$ 44,917.54

Contract Type: SNT

WS-C2960-48PST-L	1			\$ 6,123.20	\$ 6,123.20
WS-C2960-8TC-L	1			\$ 36.00	\$ 36.00
AIR-BR1310G-A-K9	44			\$ 55.66	\$ 2,449.22
AIR-BR1310G-A-K9-R	14			\$ 65.29	\$ 914.10
AIR-LAP1131AG-A-K9	6			\$ 64.00	\$ 384.00
ASA5540-BUN-K9	2			\$ 2,344.80	\$ 4,689.60
FLASR1-FW-RTU=	2	\$10,000.00	\$5,400.00	\$ 528.00	\$ 1,056.00
FL-CUBEE-25-RED	2	\$3,895.00	\$2,103.30	\$ 499.20	\$ 998.40
PI-UCS-APL-K9	1	\$23,995.00	\$12,957.30	\$ 1,237.22	\$ 1,237.22
SLASR1-AIS	2	\$10,000.00	\$5,400.00	\$ 528.00	\$ 1,056.00
SPA-1X10GE-L-V2=	4	\$10,000.00	\$5,400.00	\$ 235.66	\$ 942.66
VG202	29			\$ 67.78	\$ 1,965.60
VG202XM	25	\$795.00	\$429.30	\$ 53.25	\$ 1,331.20
VG204	23			\$ 108.83	\$ 2,503.20
VG204XM	13	\$1,295.00	\$699.30	\$ 76.73	\$ 997.48
VG224	13			\$ 396.80	\$ 5,158.40
VG224-MP	9			\$ 396.80	\$ 3,571.20
VG310	1	\$5,400.00	\$2,916.00	\$ 161.39	\$ 161.39
WS-C2960-24PC-L	28			\$ 144.80	\$ 4,054.40
WS-C2960-48PST-L	24			\$ 255.13	\$ 6,123.20
WS-C2960C-8PC-L	18	\$1,045.00	\$564.30	\$ 42.40	\$ 763.20
WS-C2960CG-8TC-L	14			\$ 42.40	\$ 593.60
WS-C2960CX-8PC-L	4	\$1,345.00	\$726.30	\$ 17.00	\$ 68.00
WS-C2960S-24PS-L	7			\$ 132.00	\$ 924.00
WS-C2960S-24TS-L	13			\$ 150.40	\$ 1,955.20
WS-C2960X-48FPS-L	70	\$6,595.00	\$3,561.30	\$ 231.08	\$ 16,175.34
WS-C2960X-48LPS-L	5	\$5,595.00	\$2,909.40	\$ 225.28	\$ 1,126.40
WS-C2960X-48TS-L	3	\$4,195.00	\$2,265.30	\$ 20.64	\$ 61.91
WS-C3560-12PC-S	9			\$ 20.98	\$ 188.80
WS-C3560-8PC-S	40			\$ 68.04	\$ 2,721.60
WS-C3560CX-12TC-S	2	\$1,845.00	\$959.40	\$ 87.84	\$ 175.69
WS-C3560X-24P-E	3	\$10,500.00	\$5,670.00	\$ 256.80	\$ 770.40
WS-C3560X-24P-S	10			\$ 256.80	\$ 2,568.00
WS-C3560X-24T-S	2			\$ 216.80	\$ 433.60
WS-C3560X-48P-S	2			\$ 226.80	\$ 453.60
WS-C3650-24PD-S	25	\$6,600.00	\$3,564.00	\$ 26.62	\$ 665.60
WS-C3650-24TS-S	2	\$4,300.00	\$2,322.00	\$ 99.79	\$ 199.57
WS-C3650-48PS-S	3	\$9,400.00	\$5,076.00	\$ 631.47	\$ 1,894.40
WS-C3750V2-48PS-S	11			\$ 408.00	\$ 4,488.00
WS-C3750X-24P-S	17	\$8,400.00	\$4,536.00	\$ 346.35	\$ 5,888.00
Type Subtotals:				\$63,252.50	\$ 87,867.38

Contract Type: SNT

WS-C3750X-24T-L	2	\$6,000.00	\$3,240.00	\$ 262.40	\$ 524.80
WS-C3750X-24T-S	5			\$ 262.40	\$ 1,312.00
WS-C3750X-48P-S	2			\$ 982.80	\$ 1,965.60
WS-C3750X-48T-S	9			\$ 128.89	\$ 1,160.00
WS-C3850-12XS-S	11	\$13,500.00	\$7,290.00	\$ 647.23	\$ 7,119.49
WS-C3850-24P-S	9	\$7,300.00	\$3,942.00	\$ 250.82	\$ 2,257.41
WS-C3850-48T-L	2	\$8,900.00	\$4,628.00	\$ 448.80	\$ 897.60
WS-C4900M	2			\$ 4,132.80	\$ 8,265.60
ASR1002-X	2	\$38,000.00	\$20,520.00	\$ 1,742.40	\$ 3,484.80
CISCO2901-SEC/K9	4	\$3,325.00	\$1,795.50	\$ 212.92	\$ 851.68
C1-CISCO4431/K9	3	\$11,000.00	\$9,180.00	\$ 484.80	\$ 1,454.40
CISCO2921-SEC/K9	3	\$5,275.00	\$2,848.50	\$ 173.33	\$ 520.00
Type Subtotals:			\$53,444.00		\$ 29,813.38

PRICING MATRIX
Contract Type: **SNTP**

Part Number	Quantity	Unit Purchase Price	Extended Purchase Price	Annual SmartNet Price/Unit	Extended Annual SmartNet Price
UCS-C200M2-VCD2	2			\$ 172.70	\$ 345.41
N5K-C5548UP-BUN	1	\$25,600.00	\$13,312.00	\$ 1,806.40	\$ 1,806.40
WS-C4900M	2			\$ 4,132.80	\$ 8,265.60
N2K-C2248TP-BUN	4	\$9,000.00	\$4,680.00	\$ 236.80	\$ 947.20
WS-C6509-E	2	\$9,500.00	\$4,940.00	\$ 8,736.00	\$ 17,472.00
UCS-C210M2-VCD2	4			\$ 334.00	\$ 1,336.00
Type Subtotals:			\$22,932.00		\$ 30,172.61

Equipment and Maintenance Totals: **\$200,582.46**

\$ 192,770.90

NOTES of Exception, Clarification, Volume Pricing Discounts, Etc.:

Cisco hardware discount pricing (%) <= \$100K list = **40.2% off from \$0 to \$11,999 List;**
45% Off from \$12,000 to \$99,999 List

Cisco hardware discount pricing (%) > \$100K list = **46% Off from \$100,000 to \$499,999 list;**
48% off list for \$500,000 & Over

SmartNet discount pricing (%) = **21.1% off List**

APC UPS discount pricing (%) = **5% Off List**

Cisco licensing discount pricing % =
40.2% off from \$0 to \$11,999 List **;
45% Off from \$12,000 to \$99,999 List;**
46% Off from \$100,000 to \$499,999 list;**
48% off list for \$500,000 & Over**

VAR related licensing (e.g. CallRex/TelRex, Ipcelerate, RightFax) discount pricing % = **7% Off List**

*Please note, all of the above pricing is the base level of discount per purchase order. Additional discounts may be available on a project by project basis and can be discussed during project scoping.

**Please note, this pricing does not apply to subscription based licensing as Cisco is changing these in their next fiscal year. GTRI will make every attempt to honor this discount level for subscription based licensing as well but we will need to review on an individual purchase basis. We recommend revisiting subscription based pricing in September 2018 once Cisco pricing has been published for subscription based licensing.

****GTRI Notes: Column E is an average Annual SMARTnet Price/Unit due to possible variances in Period of Performance Dates.