



One Team, One Goal: Student Success

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June 8, 2022

Mr. Matthew R. Girardot
Prosys Information Systems, Inc.
6025 The Corners Parkway, Suite 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 and changes highlighted in yellow and discontinued items marked through in red.

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, 2022 through June 30, 2023**. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Daphne Farley, 770-429-5870** or daphne.farley@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 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

df

Attachment

cc: Accounts Payable
Chris McErath, Prosys Information Systems
Jason Wheeler
Herb Ague
Julie Aronson
Thomas Marshall
Kyle Matthews

BOARD OF EDUCATION

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Chris Ragsdale

Renewal Award Letter, Page 2
 IFB B1825, Network Core Switches
 Prosys Information Systems (Vendor PO-Mailing #102125-1)
 Vendor Contact: Chris McElrath, 678-612-3629
 Email: Christopher.McElrath@prosys.com

Item #	Description	Part Number	Warranty Period	Unit Price
1	Cisco Catalyst 9400 Series 10 Slot Chassis	C9410R	Enhanced Limited Lifetime Warranty HW (ELLW)	\$4,290.47
2	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9410R		\$19,775.05
3	Cisco Catalyst 9400 Series 7 Slot Chassis	C9407R	Enhanced Limited Lifetime Warranty HW (ELLW)	\$2,932.67
4	SOLN SUPP 8X5XNBD Cisco Catalyst 9400	CON-SSSNT-C9407R		\$13,426.80
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)	-
9	Cisco Catalyst 9400 Series 3200W AC Power Supply	C9400-PWR-3200AC	Enhanced Limited Lifetime Warranty HW (ELLW)	\$4,290.48
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 Advantage 5-year term license	C9400-DNA-A-5Y	Enhanced Limited Lifetime Warranty HW (ELLW)	\$11,275.14
12a	SOLN SUPP SW SUBC9400 DNA Advantage	CON-SSTCM-C94A		\$2,532.00
12b	DNA Premier Catalyst Add-on, 5 Year Term License	CAT-DNA-P-ADD-5Y		\$553.73
12c	SOLN SUPP SW SUBCatalyst DNA Premier	CON-SSTCM-CATPADD		\$140.70

Renewal Award Letter, Page 3
 IFB B1825, Network Core Switches
 Prosys Information Systems (Vendor PO-Mailing #102125-1)
 Vendor Contact: Chris McElrath, 678-612-3629
 Email: Christopher.McElrath@prosys.com

Item #	Description	Part Number	Warranty Period	Unit Price
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)	-
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)	\$7,508.32
22	Cisco Catalyst 9400 Series 48-Port 10/100/1000 (RJ-45)	C9400-LC-48T=	Enhanced Limited Lifetime Warranty HW (ELLW)	\$3,754.16
23	Cisco Catalyst 9400 Series 48-Port SFP/SFP+	C9400-LC-48S=	Enhanced Limited Lifetime Warranty HW (ELLW)	\$13,144.81
24	10GBASE-SR SFP Module, Enterprise-Class	SFP-10G-SR-S=	1 Year Limited HW	\$382.71
25	1000BASE-SX SFP Transceiver Module, MMF, 850nm, DOM	GLC-SX-MMD=	1 Year Limited HW	\$272.31
26	QSFP To SFP10G Adapter	CVR-QSFP-SFP10G=	Cisco 90-Day Limited Hardware	\$209.66
27	Guaranteed pricing/discount structure.	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	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.		