

# Request to Approve the Purchase of Additional Data Storage

**Recommendation:**

Staff recommends an approval to purchase Cisco solution for ten (10) high school classrooms at a combined price of \$163,450.00 plus sales tax.

**Summary:**

This purchase will provide related to Project TALON (Title III grant) and related infrastructure projects.

The proposed Cisco solution will provide a comprehensive classroom design to meet the key deliverable for effective instruction. The common design provides improved performance across the networks, reduces infrastructure complexity and improve dual enrollment engagement. Providing the recommended solution will improve distance learning capabilities through improved technology and scalable delivery.





# PROPOSAL

Terms	Account Manager	Date	Quote #
NET 30	Robert Lundblade	03/03/16	LOGQ13576-01
<b>Contract:</b>			
Commercial			

<b>Customer:</b> Northland Pioneer College Eric Bishop <b>Phone:</b> 800-266-7845 <b>Fax:</b>	<b>Address:</b> 2251 N. Navajo Blvd. Holbrook, 86025 US	<b>Project Name:</b> Northland Pioneer College - K-12 Endpoints  <b>Project Number:</b> OPP067538
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\* Fulfillment only. Drop ship to Customer Site

\* Purchase order constitutes acceptance of Quote and above referenced Contract's Standard Terms & Conditions

Manufacturer	Part Number	Description	Qty	Unit Price	Ext. Price
CISCO	CTS-MX300-K9	Cisco TelePresence MX300 55 Gen 2, PHD 1080p 8x , Touch, Mic	10.00	\$11,472.00	\$114,720.00
CISCO-SMARTN	CON-ECDN-CTSMX300	ESS WITH 8X5XNBD Cisco TelePres MX300 55 Gen2 PHD 1080p	10.00	\$4,710.69	\$47,106.90
CISCO	PWR-CORD-US-E	MX - Pwr cable United States 4,5m	10.00	\$0.00	\$0.00
CISCO	CTS-MX300-WBK	Cisco TelePresence MX300 Gen 2 Wheel Base	10.00	\$0.00	\$0.00
CISCO	LIC-TC-CRYPTO-K9	License key to activate sw encryption module	10.00	\$0.00	\$0.00
CISCO	CTS-QSC20-MIC+	Performance Mic - for auto expand only	20.00	\$0.00	\$0.00
CISCO	CTS-CTRL-DVX-10+	Touch 10 auto expand	10.00	\$0.00	\$0.00
CISCO	CAB-DV10-8M-	8 meter flat grey Ethernet cable for Touch 10	10.00	\$0.00	\$0.00
CISCO	CAB-NET-EN5M-	Ethernet cable for MX300	10.00	\$0.00	\$0.00
CISCO	CTS-MX300-UNIT	MX300 Gen 2 integrated codec, LCD, camera, speaker, mic	10.00	\$0.00	\$0.00
CISCO	SW-S52010-TC7-K9	SW Image for SX20 and MX200/300 (2nd gen) series endpoints	10.00	\$0.00	\$0.00
CISCO	CAB-DVI-VGA-3.5MM-	SX 3.5mm ster. jack-ster.jack/DVI-VGA cab,6m auto expand	10.00	\$0.00	\$0.00
				<b>Total Material:</b>	<b>\$161,826.90</b>
				<b>Sales Tax:</b>	<b>\$9,292.32</b>
				<b>Total</b>	<b>\$171,119.22</b>

Please note Logicalis Quote number on purchase order. Proposal expires 30 days from the date above.

**Logicalis, Inc.**

**Northland Pioneer College**

**By:** \_\_\_\_\_

**By:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**PO #** \_\_\_\_\_

Logicalis' terms of sale, found on our website at [www.us.logicalis.com/tcsales](http://www.us.logicalis.com/tcsales) , are incorporated herein by reference. For applicable engagements, State, Mohave, and SLD contract terms are incorporated herein by reference; however, for terms not addressed in the State, Mohave or SLD contracts, Logicalis' terms of sale shall supersede.

# DIMENSION DATA

**Corporate Address:**  
 Dimension Data North America, Inc  
 11006 Rushmore Drive,  
 Suite 300,  
 Charlotte, NC 28277  
 United States



**PRICE QUOTATION - NPC ENDPOINTS 3/3/2016 V2**

**Quote Name:** NPC Endpoints 3/3/2016 V2      **Quote Status:** In Process      **Date Entered:** 03/04/2016  
**Quotation #:** 1833399      **Expiration Date:** 04/03/2016

**Organization:**  
 NORTHLAND PIONEER COLLEGE  
 2251 E. Navajo Blvd  
 Holbrook, AZ 86025  
**Sales Person:** Barry Edelman

**Account Manager:**  
 Denise Ruiz  
 Denise.Ruiz@us.didata.com

**Sales Support:**  
 Barry Edelman  
 barry.edelman@dimensiondata.com

**Email:** barry.edelman@dimensiondata.com  
**Phone:** n/a

**Delivery Country:** United States      **Ordering Country:** United States  
**Currency:** US Dollar      **Install Country:** United States  
**Comments:** State Contract # ADSP016-117850      **Multi Currencies:** Normal View  
**Payment Terms:** 30 Days Net

**DIMENSION DATA TERMS AND CONDITIONS OF SALE**

All products and services are offered subject to the Dimension Data Terms and Condition of Sale available at <http://www.dimensiondata.com/en-US/Documents/DimensionDataTermsandConditionsUS.pdf> and which are incorporated herein by reference. Dimension Data's offer to sell such products or services and its obligation to perform are expressly conditional upon Customer's acceptance of these Terms and Conditions of Sale without additional or different terms. Customer may accept Dimension Data's offer by issuing a purchase order and such action shall be deemed to be Customer's unconditional acceptance of the Terms and Conditions of Sale. Customer acknowledges and agrees that it has the ability to access each URL referenced in this quotation. Customer waives any claims or defenses to the validity or enforceability of the Terms and Conditions of Sale arising from any electronic submission of it to Customer.

If you observe any illegal or unethical behavior by any Dimension Data employee, please report such behavior to our anonymous Ethics Hotline by phone at 877-217-6364 or by web at <https://iwf.tnwgcr.com/dimensiondata>.

#	Mfr Part #	Description	Qty	List Price	Unit Price	Ext Price
<b>Cisco</b>						
<b>Comments:</b>						
1	CISCO Cisco TelePresence MX300 55 Gen 2, PHD 1080p 8x , Touch, Mic CTS-MX300-K9	CISCO Cisco TelePresence MX300 55 Gen 2, PHD 1080p 8x , Touch, Mic	10	\$ 23,900.00	\$ 11,346.46	\$ 113,464.60
	PWR-CORD-US-E	CISCO MX - Pwr cable United States 4,5m	10	\$ 0.00	\$ 0.00	\$ 0.00
	CTS-MX300-WBK	CISCO Cisco TelePresence MX300 Gen 2 Wheel Base	10	\$ 0.00	\$ 0.00	\$ 0.00
	LIC-TC-CRYPTO-K9	CISCO License key to activate sw encryption module	10	\$ 0.00	\$ 0.00	\$ 0.00
	CTS-QSC20-MIC+	CISCO Performance Mic - for auto expand only	20	\$ 0.00	\$ 0.00	\$ 0.00
	CTS-CTRL-DVX-10+	CISCO Touch 10 auto expand	10	\$ 0.00	\$ 0.00	\$ 0.00
	CAB-DV10-8M-	CISCO 8 meter flat grey Ethernet cable for Touch 10	10	\$ 0.00	\$ 0.00	\$ 0.00
	CAB-NET-EN5M-	CISCO Ethernet cable for MX300	10	\$ 0.00	\$ 0.00	\$ 0.00
	CTS-MX300-UNIT	CISCO MX300 Gen 2 integrated codec, LCD, camera , speaker, mic	10	\$ 0.00	\$ 0.00	\$ 0.00
	SW-S52010-TC7-K9	CISCO SW Image for SX20 and MX200/300 (2nd gen) series endpoints	10	\$ 0.00	\$ 0.00	\$ 0.00
	CAB-DVI-VGA-3.5MM-	CISCO SX 3.5mm ster. jack-ster.jack/DVI-VGA cab,6m auto expand	10	\$ 0.00	\$ 0.00	\$ 0.00
<b>SECTION SUB TOTAL [CISCO]:</b>						<b>\$ 113,464.60</b>

#	Mfr Part #	Description	Qty	List Price	Unit Price	Ext Price
Cisco						
Comments:						
SECTION GRAND TOTAL [CISCO]:						\$ 113,464.60

QUOTE SUB TOTAL:	\$ 113,464.60
ESTIMATED LOGISTICS CHARGE:	\$ 2,246.60
QUOTE GRAND TOTAL:	\$ 115,711.20

PRODUCT SUMMARY	EXT PRICE
Product	\$ 113,464.60
Logistics Charge	\$ 2,246.60
<b>Total</b>	<b>\$ 115,711.20</b>

*Interested in Leasing? A 36--month lease for All Items on this quote is \$ 3,154.32 month.  
 These estimates exclude shipping and taxes. All leases are subject to credit approval, equipment verification and soft cost verification and applicable lease agreement.*

**Customer's Logistics Comments :**  
 Dimension Data Supply Chain Services Limited (DCC) logistic fee does not cover: VAT, Duties, Pre & Post shipment inspections, registering companies for importation, import licences (for importation and encryption), Importation Permissions etc. We advise where possible but they are still costs for the importer of record to cover.

## Video Conferencing

### WAN Assumption

Sentinel assumes any existing WAN components and sizing are sufficient for adding video. As needed Sentinel can perform a network analysis of performance and capacity. Sentinel also offers consulting services for design validation if requested by the client. Sentinel, will provide a separate quote based on this request.

### IP Camera Wiring Support

Customer is responsible for all wiring (Cat 5 Ethernet and 110V power) to all Cameras.

### Audio quality

Axis audio module is not synchronized with video via HTTP. The audio stream is sent as a stream of digital audio (Adaptive Differential Pulse Code Modulation, ADPCM G.711, G.726-32, or G.726-24). What codec is used is configured at the outset.

It may be determined during the blueprint process that additional connections are required or recommended. These will require an additional purchase cost to the Customer. Sentinel makes a best effort to avoid any foreseeable additional purchases, but in most cases the final connectivity varies slightly either for a technical reason or due to a physical requirement and this is beyond the fixed price solution design.

### **Power, Racks and Cooling**

Like the optics, Sentinel has made a best effort to match any power requirements and answer any requests of the Customer related to equipment specifications, power cables included or other physical requirements. Any adjustments to fit in racks, connect to specific power terminal types, or secure electrician services to run a new service are beyond the fixed bid project price. Sentinel will respond to any inquiry and provide product literature. Any sizing charts provided are done so as a convenience to the Customer and DO NOT represent a commitment by Sentinel that, as sold, the equipment is ready for the Customer site. Sentinel offers Technology Area Design (TAD) consulting services should the Customer prefer a more formal and accurate solution.

### **Patch Cables/Cable Lengths**

In most cases the BOM includes any note(s) on cable lengths included. Without the design validation of a formal TAD engagement, only a best effort is made to match the site requirements. Any changes to the cord lengths, connectors or other site readiness items will be in addition to the solution once the order is placed with the manufacturer(s). Many of the vendors offer the ability to select the appropriate items prior to order, but will charge for any replacements needed after the order and this offer will be extended to the Customer through the Sentinel Project Change Request (PCR) process. Unless specified, Sentinel assumes the Customer will provide all patch cables needed and can provide the product literature on any devices upon request.

### **Labor Union Requirements**

Sentinel has **NOT** included any parameters for Union workers. Any requirement would require a subcontract arrangement to be determined up front and would increase the cost of deployment.

### **Permits & Access**

Unless otherwise agreed, all permits, variances, access to facilities, roof access, building warranty concerns or other site specific information and procedures are the responsibility of the Customer. Sentinel can assist as needed, but will need to be informed of any requirements prior to the site survey to consider these within the validation process.

### **Remote Support**

Sentinel's service estimate assumes remote access support through IP VPN or IP PPP connection. Without this access, additional services may be incurred for optimization and tuning required pre and post installation.

### **Project Changes Request**

During Project Changes: Any changes to scope will be presented and approved through Sentinel Project Management using the Project Change Request (PCR). Changes will not be performed until the PCR is approved for procedure and all budget and timeframe impacts are understood.

### **Travel Requirements and Cost**

Unless specified within the proposal, all travel expenses and time are not included. Travel time shall be invoiced at pre-negotiated rates and expenses plus per diem at actual costs.

## General Proposal Assumptions

### Product Lead Times

Depending on the technologies quoted, orders may be direct or through distribution. Lead times should be expected to be 8 weeks but can exceed 8 weeks. Should expedited equipment requirements arise, there could be an additional charge to source through a warehousing distribution partner.

### Site Readiness and Site Survey Requirement:

Every effort has been made to ensure that proper power cords and patch cables have been included to match your environment's infrastructure. The notes section of the Bill of Materials (BOM) explicitly states the quantity and type of cords quoted.

Three options are available to ensure the accuracy of the selected items; please initial next to which method you agree to: **(SELECT AND INITIAL ONLY ONE)**

#### Initials

##### Option 1

Customer waives the opportunity to complete a site/closet checklist, has reviewed the BOM and agrees to quantity, type and length of the power and patch cables provided. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility]

##### Option 2

Customer has provided a site/closet review checklist document and confirms the quantity, type and length of the power and patch cables quoted. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility, unless Sentinel provided the incorrect part based on the provided checklist]

##### Option 3

Customer elects a "for charge" onsite survey of the facilities and closets to determine quantity, type and length of the power and patch cables required. In addition, Sentinel will assess each closet's cooling and UPS readiness for the proposed equipment being provided. [Financial obligation for labor and materials for changes identified post order will be Sentinel's full responsibility, unless changes to the site have taken place subsequent to the site assessment]

### Fiber

It is assumed that the Customer's existing fiber will support proposed transmission speeds (i.e. 1GB, 10GB, 40GB, etc.). Customer must ensure that the fiber optic cabling is within manufacturer tolerances for distance and loss in order to support the required transport speeds. In some cases specialized equipment such as attenuators and mode conditioning cables may be required to properly support these speeds. This equipment will be at the expense of the Customer.

### Optics (SFP, SFP+, GBIC, etc...)

Every effort was made in the pre-sales process through white board sessions, BOM reviews and diagrams to identify any and all optics required. **OPTICS AS QUOTED AND SOLD ASSUME A STAND ALONE SYSTEM UNLESS OTHERWISE NOTED.** Migration items and integration items to existing equipment, if not noted, are not included nor is time for the interconnection, planning or design of same. Should any question exist as to the total number, types and use of the optics, Sentinel can set up a design review and white board session prior to the order upon request.



**Northland Pioneer College  
MX300 TP Endpoints**



<b>Cisco TelePresence MX300 Endpoints</b>		
<b>Description</b>	<b>Qty</b>	<b>Special Notes</b>

**Cisco TelePresence MX300 Endpoints**

Cisco TelePresence MX300 55 Gen 2, PHD 1080p 8x , Touch, Mic	10	
MX - Pwr cable United States 4,5m	10	
Cisco TelePresence MX300 Gen 2 Floor Stand Kit	10	
License key to activate sw encryption module	10	
Touch 10 auto expand	10	
8 meter flat grey Ethernet cable for Touch 10	10	
Ethernet cable for MX300	10	
MX300 Gen 2 integrated codec, LCD, camera, speaker, mic	10	
SW Image for SX20 and MX200/300 (2nd gen) series endpoints	10	
SX 3.5mm ster. jack-ster.jack/DVI-VGA cab,6m auto expand	10	
Performance Mic - for auto expand only	20	

<b>Hardware and Software Sub-Total</b>	<b>\$115,810.00</b>
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<b>Cisco SMARTnet Maintenance (3-Years)</b>		
<b>Description</b>	<b>Qty</b>	<b>Special Notes</b>

**Cisco SMARTnet Maintenance**

ESS WITH 8X5XNBD Cisco TelePres MX300 55 Gen2 PHD 1080p	10	<i>36 Months Duration</i>
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<b>Maintenance Sub-Total</b>	<b>\$47,640.00</b>
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## Northland Pioneer College Cisco Video Solution - Endpoints

**Presented By:**

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**Architect:**

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Principal Solution Architect  
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### Video Solution

	Hardware/Software	Maintenance
Cisco TelePresence MX300 Endpoints	\$ 115,810.00	
Cisco SMARTnet Maintenance (3-Years)		\$ 47,640.00
<b>Subtotal</b>	<b>\$ 115,810.00</b>	<b>\$ 47,640.00</b>

### TOTAL PROJECT

Hardware and Software	Extended Price	\$ 115,810.00
Solution Maintenance & Support		\$ 47,640.00
Professional Services		<b>TBD</b>
<b>Project Total</b>		<b>\$ 163,450.00</b>

*Plus applicable tax, shipping & handling*