

Cost Comparison Analysis

SCADA NETWORK REFRESH									
ITEM	QTY TO ORDER	DESCRIPTION	Presidio Networked Solutions Group, LLC. DIR-TSO-2542		Cisco Systems, Inc.		General DataTech, L.P.		Percentage Savings Offered by Presidio vs. direct purchase from Cisco
			Unit Price	Extended Amount	Unit Price	Extended Amount	Unit Price	Extended Amount	
1	1	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	\$ 7,905.00	\$ 7,905.00	\$ 15,500.00	\$ 15,500.00	\$ 9,920.00	\$ 9,920.00	29%
2	1	350W AC Config 1 Secondary Power	\$ 370.50	\$ 370.50	\$ 650.00	\$ 650.00	\$ 416.00	\$ 416.00	23%
3	1	50CM Type 1 Stacking Cable	\$ 57.00	\$ 57.00	\$ 100.00	\$ 100.00	\$ 64.00	\$ 64.00	23%
4	1	Catalyst Stack Power Cable 30 CM	\$ 54.15	\$ 54.15	\$ 95.00	\$ 95.00	\$ 60.80	\$ 60.80	23%
5	1	SNTC-8x5xNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	\$ 3,855.20	\$ 3,855.20	\$ 4,880.00	\$ 4,880.00	\$ 5,395.70	\$ 5,395.70	18%
6	13	10G Base-ZR SFP Module, Enterprise-Class	\$ 6,213.00	\$ 80,769.00	\$ 10,900.00	\$ 141,700.00	\$ 6,976.00	\$ 90,688.00	23%
7	7	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	\$ 7,905.00	\$ 55,335.00	\$ 15,500.00	\$ 108,500.00	\$ 9,300.00	\$ 65,100.00	27%
8	7	350W AC Config 1 Secondary Power	\$ 377.00	\$ 2,639.00	\$ 650.00	\$ 4,550.00	\$ 390.00	\$ 2,730.00	20%
9	7	SNTC-8x5xNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	\$ 3,708.80	\$ 25,961.60	\$ 4,880.00	\$ 34,160.00	\$ 3,905.00	\$ 27,335.00	11%
10	12	QSFP to SFP10G Adapter	\$ 203.00	\$ 2,436.00	\$ 350.00	\$ 4,200.00	\$ 210.00	\$ 2,520.00	20%
11	24	10G Base-SR SFP Module, Enterprise-Class	\$ 377.00	\$ 9,048.00	\$ 650.00	\$ 15,600.00	\$ 390.00	\$ 9,360.00	20%
12	7	Nexus 9300 LAN Enterprise License (L3 protocols) eDelivery	\$ 4,160.00	\$ 29,120.00	\$ 8,000.00	\$ 56,000.00	\$ 4,800.00	\$ 33,600.00	26%
13	1	Nexus 9300 with 48p 10G Base-T and 6p 100G QSFP28	\$ 10,125.00	\$ 10,125.00	\$ 22,500.00	\$ 22,500.00	\$ 13,500.00	\$ 13,500.00	34%
14	1	SNTC-8x5xNBD Nexus 9300 with 48p 10G Base-T and 6p 10	\$ 4,518.20	\$ 4,518.20	\$ 5,945.00	\$ 5,945.00	\$ 4,755.00	\$ 4,755.00	11%
15	180	Professional Services Labor Hours	\$ 189.00	\$ 34,020.00	\$ 400.00	\$ 72,000.00	\$ 250.00	\$ 45,000.00	32%
		TOTAL		\$ 266,213.65		\$ 486,380.00		\$ 310,444.50	25%
		Contingency		\$26,621.36		\$48,638.00		\$31,044.45	
		Grand Total		\$292,835.00		\$535,018.00		\$341,488.95	

TO: CITY OF DENTON
Accounts Payable
215 E MCKINNEY ST
City of Denton, TX 76201-4299

accountspayable@cityofdenton.com
(p) (940) 349-7100

FROM: Presidio Networked Solutions Group, LLC
Traci Chrisman
1955 Lakeway Drive
Suite 220
Lewisville, TX 75057

tchrisman@presidio.com
(p) 469.549.3841
(f) 469.549.3870

Customer#: CITYO583

Contract Vehicle: Texas DIR-TSO-2542 CISCO Branded Product and Related Services

Account Manager: Stephanie Barnes

Inside Sales Rep: Traci Chrisman

Title: City of Denton - DME SCADA New Site (MU73046383YN)

Comments: 25839936

#	Part #	Description	Unit Price	Qty	Ext Price
1	WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	\$7,905.00	1	\$7,905.00
2	PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower Supply	\$370.50	1	\$370.50
3	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	2	\$0.00
4	PWR-C1-350WAC	350W AC Config 1 Power Supply	\$0.00	1	\$0.00
5	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	\$0.00	1	\$0.00
6	S3850UK9-166	UNIVERSAL	\$0.00	1	\$0.00
7	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$57.00	1	\$57.00
8	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	\$54.15	1	\$54.15
9	CON-SNT-WSC3851E	SNTC-8X5XNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	\$3,855.20	1 for 60 mo(s)	\$3,855.20
10	SFP-10G-ZR-S=	10GBASE-ZR SFP Module, Enterprise-Class	\$6,213.00	13	\$80,769.00

Sub Total:		\$93,010.85
Grand Total:		\$93,010.85

**QUOTE:****2003117706143-02**

DATE:

10/10/2017

PAGE:

2 of 2

This quote is governed by Terms and Conditions of Texas DIR-TSO-2542 Contract.

State of Texas Vendor ID 17605152499

Standard-Terms-for-Purchase-of-Services or Goods

Quote valid for 30 days from date shown above.

Prices may NOT include all applicable taxes and shipping charges

All prices subject to change without notice. Supply subject to availability.

Purchase Order should be issued to:

Presidio Networked Solutions Group, LLC

1955 Lakeway Drive, Suite 220

Lewisville, TX 75057

Pursuant to this contract your PO must reflect the following contract:

Texas DIR-TSO-2542

Tax ID# 58-1667655; Size Business: Large; CAGE Code: OKD05; DUNS#15-405-0959; CEC 15-506005G

Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)

Delivery: FOB Terms Dictated by individual PO details

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

TO: CITY OF DENTON
Accounts Payable
215 E MCKINNEY ST
City of Denton, TX 76201-4299

accountspayable@cityofdenton.com
(p) (940) 349-7100

FROM: Presidio Networked Solutions Group, LLC
Traci Chrisman
1955 Lakeway Drive
Suite 220
Lewisville, TX 75057

tchrisman@presidio.com
(p) 469.549.3841
(f) 469.549.3870

Customer#: CITY0583

Contract Vehicle: Texas DIR-TSO-2542 CISCO Branded Product and Related Services

Account Manager: Stephanie Barnes

Inside Sales Rep: Traci Chrisman

Title: City of Denton - DME - Network Refresh (KP72573874GX)

#	Part #	Description	Unit Price	Qty	Ext Price
1	L-N93-LAN1K9=	Nexus 9300 LAN Enterprise License (L3 protocols) eDelivery	\$4,160.00	7	\$29,120.00
2	N9K-C93108TC-EX	Nexus 9300 with 48p 10G BASE-T and 6p 100G QSFP28	\$10,125.00	1	\$10,125.00
3	NXOS-703I5.1	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I5(1)	\$0.00	1	\$0.00
4	N3K-C3064-ACC-KIT	Nexus 3K/9K Fixed Accessory Kit	\$0.00	1	\$0.00
5	NXA-FAN-30CFM-F	Nexus 2K/3K/9K Single Fan, port side exhaust airflow	\$0.00	4	\$0.00
6	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	\$0.00	2	\$0.00
7	NXA-PAC-650W-PE	Nexus NEBs AC 650W PSU - Port Side Exhaust	\$0.00	2	\$0.00
8	CON-SNT-93108TCX	SNTC-8X5XNBD Nexus 9300 with 48p 10G BASE-T and 6p 10	\$4,518.20	1 for 60 mo(s)	\$4,518.20
9	PS-SVC-TM	Hourly for Presidio employee labor	\$189.00	180.0000	\$34,020.00

		Sub Total:	\$77,783.20
		Grand Total:	\$77,783.20

**QUOTE:****2003117709419-01**

DATE:

10/10/2017

PAGE:

2 of 2

This quote is governed by Terms and Conditions of Texas DIR-TSO-2542 Contract.
State of Texas Vendor ID 17605152499
Standard-Terms-for-Purchase-of-Services or Goods
Quote valid for 30 days from date shown above.
Prices may NOT include all applicable taxes and shipping charges
All prices subject to change without notice. Supply subject to availability.

Purchase Order should be issued to:
Presidio Networked Solutions Group, LLC
1955 Lakeway Drive, Suite 220
Lewisville, TX 75057

Pursuant to this contract your PO must reflect the following contract:
Texas DIR-TSO-2542
Tax ID# 58-1667655; Size Business: Large; CAGE Code: OKD05; DUNS#15-405-0959; CEC 15-506005G
Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)
Delivery: FOB Terms Dictated by individual PO details

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

TO: CITY OF DENTON
Accounts Payable
215 E MCKINNEY ST
City of Denton, TX 76201-4299

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FROM: Presidio Networked Solutions Group, LLC
Traci Chrisman
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Lewisville, TX 75057

tchrisman@presidio.com
(p) 469.549.3841
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Customer#: CITYO583

Contract Vehicle: Texas DIR-TSO-2542 CISCO Branded Product and Related Services

Account Manager: Stephanie Barnes

Inside Sales Rep: Traci Chrisman

Title: City of Denton - DME - Network Refresh (KP72573874GX)

#	Part #	Description	Unit Price	Qty	Ext Price
1	WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	\$7,905.00	7	\$55,335.00
2	S3850UK9-37E	CAT3850 Universal k9 image	\$0.00	7	\$0.00
3	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	14	\$0.00
4	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$0.00	7	\$0.00
5	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	\$0.00	7	\$0.00
6	PWR-C1-350WAC	350W AC Config 1 Power Supply	\$0.00	7	\$0.00
7	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	\$0.00	7	\$0.00
8	PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower Supply	\$377.00	7	\$2,639.00
9	CON-SNT-WSC3851E	SNTC-8X5XNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	\$3,708.80	7 for 60 mo(s)	\$25,961.60
10	CVR-QSFP-SFP10G=	QSFP to SFP10G adapter	\$203.00	12	\$2,436.00
11	SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-Class	\$377.00	24	\$9,048.00

Sub Total:		\$95,419.60
Grand Total:		\$95,419.60

**QUOTE:****2003117709420-01**

DATE:

10/10/2017

PAGE:

2 of 2

This quote is governed by Terms and Conditions of Texas DIR-TSO-2542 Contract.

State of Texas Vendor ID 17605152499

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Presidio Networked Solutions Group, LLC

1955 Lakeway Drive, Suite 220

Lewisville, TX 75057

Pursuant to this contract your PO must reflect the following contract:

Texas DIR-TSO-2542

Tax ID# 58-1667655; Size Business: Large; CAGE Code: OKD05; DUNS#15-405-0959; CEC 15-506005G

Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)

Delivery: FOB Terms Dictated by individual PO details

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date


PRESIDIO SERVICE AGREEMENT

Support Services

CUSTOMER INFORMATION		<i>Document ID: 1003117705021</i>									
City of Denton		David Wright									
601 E. Hickory St		David.Wright@CityofDenton.com									
Denton, Texas 76205		Click here to enter text.									
DESCRIPTION OF SERVICES											
Customer has requested Presidio Networked Solutions Group, LLC, a wholly owned subsidiary of Presidio Networked Solutions, LLC ("Presidio") to provide support services on an as-needed basis. Any services beyond this scope require an additional authorized Service Agreement prior to commencement.											
<p>Presidio Scope of Work: Presidio will provide onsite and/or remote site engineering services on an as-needed time and material basis for up to the amount of the stated value or time in the Pricing section below. Presidio will provide resources as available on a best effort basis. If a Service Level Agreement is required Presidio does offer managed services that include support along with other optional proactive services. Engineer will perform tasks as required and directed by the City of Denton/DME.</p> <p>Customer Responsibilities:</p>											
ACCEPTANCE CONDITIONS											
Customer agrees that services are deemed accepted as performed.											
PRICE AND PAYMENT TERMS											
Customer agrees to provide reasonable access to facilities, equipment, and personnel necessary to complete this effort. Unless otherwise noted, all work shall be performed during normal business hours (8AM – 5PM M-F excluding holidays) at the location indicated. Work outside this time will be billed at the After Hours Rate. Travel expenses are estimated and include, but are not limited to mileage, hotels, meals, airfare, rental car, parking fees, taxis and tolls. Presidio will invoice upon completion, but no less often than monthly. Customer agrees to make timely payment for services rendered, including partial payments prior to completion.											
<input checked="" type="checkbox"/> Time and Materials (T&M) - Services will be provided on a time, materials, and expense basis and billed monthly. Actual hours will be billed.		<input checked="" type="checkbox"/> Service Agreement is valid up to a total Amount of \$34,020.00 <input checked="" type="checkbox"/> Service Agreement rates are good through December 31, 2017									
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td></td> <td style="text-align: center;">180 hours</td> </tr> <tr> <td>Professional Services Hourly Rate</td> <td style="text-align: center;">\$ 189.00</td> </tr> <tr> <td>Project Management Hourly Rate</td> <td style="text-align: center;">\$ 189.00</td> </tr> <tr> <td>After Hours Rate</td> <td style="text-align: center;">\$</td> </tr> </table>			180 hours	Professional Services Hourly Rate	\$ 189.00	Project Management Hourly Rate	\$ 189.00	After Hours Rate	\$		
	180 hours										
Professional Services Hourly Rate	\$ 189.00										
Project Management Hourly Rate	\$ 189.00										
After Hours Rate	\$										
*Minimum daily charge: Remote 2 hours, Onsite 4 Hours											
Expenses will be billed as: <input type="checkbox"/> Actual Expenses <input checked="" type="checkbox"/> N/A Travel time will be billed as: <input type="checkbox"/> at \$ _____/HR <input checked="" type="checkbox"/> N/A											
AUTHORIZATION											
Master Service Agreement in place?											
<input type="checkbox"/> Yes. This proposal is governed by the terms and conditions set forth in RFP #5492 in effect between Presidio and City of Denton, dated May 6, 2014 <input checked="" type="checkbox"/> No. This proposal is governed by the terms and conditions set forth in GO Direct State Contract# DIR-TSO-2542.											
Customer Signature – Authorization to Proceed		Date									
Presidio Networked Solutions Group, LLC – Signature		Date									

Cisco Quote: 3850 Quotes (\$167,000)

Tuesday, June 27, 2017 11:40 AM



Price Quotation

Date: 23-Jun-2017

Cisco Account Manager: Mark Bovee (mbovee@cisco.com)

End Customer:

CITY OF DENTON
601 E HICKORY ST
STE F

DENTON TX
USA US

Deal ID: 17817852
Quote ID: 4715783144
Quote Name: Scada Network Overhaul - Quote

Bill to ID:

Price List: Global Price List US Availability
Currency: USD

Items with Discounts and Credits **Only non-import products are eligible for Quantity update.**

#	Part Number	Part Description	Service Duration	Buy Method	Unit List Price	Quantity	Lead Time (in Days)	Extended List Price
		Quote 1						
1.0	WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	-	Cisco	15,500.00	7	14	108500
1.0.1	CON-SNT-WSC3851E	SNTC-8X5XNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	60	Cisco	876.00	7	-	34,160.00
1.1	S3850UK9-37E	CAT3850 Universal k9 Image	-	Cisco	0.00	7	14	0
1.2	CAB-TA-NA	North America AC Type A Power Cable	-	Cisco	0.00	14	14	0
1.3	STACK-T1-50CM	50CM Type 1 Stacking Cable	-	Cisco	0.00	7	14	0
1.4	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	-	Cisco	0.00	7	14	0
1.5	PWR-C1-350WAC	350W AC Config 1 Power Supply	-	Cisco	0.00	7	14	0
1.6	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	-	Cisco	0.00	7	14	0
1.7	PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower Supply	-	Cisco	650.00	7	14	4550
3.0	CVR-QSFP-SFP10G=	QSFP to SFP10G adapter	-	Cisco	350.00	12	21	4200
4.0	SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-Class	-	Cisco	650.00	24	14	15600
Total List Price								\$167,010.00

Note

Projects Page 1

*Effective Discount * This value represents the overall discount for this transaction, which includes the applied discount as well as credits and adjustments. **

This Price Quotation does not constitute an offer by Cisco to sell products, but is instead an invitation to issue a purchase order to Cisco until the Quotation Valid date specified in this Price Quotation. Such a purchase order will be subject to Cisco's standard procedures, terms, and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this quote.

Cisco Quote: IP Services for Nexus 9k and Professional Services (\$156,000)

Tuesday, June 27, 2017 11:43 AM



Price Quotation

Date: 23-Jun-2017

Cisco Account Manager: Mark Bovee (mbovee@cisco.com)

End Customer: CITY OF DENTON
601 E HICKORY ST
STE F
DENTON TX
USA US

Deal ID: 17817852
Quote ID: 4715783144
Quote Name: Scada Network Overhaul - Quote

Bill to ID:

Price List: Global Price List US Availability
Currency: USD

Items with Discounts and Credits **Only non-import products are eligible for Quantity update.**

#	Part Number	Part Description	Service Duration	Buy Method	Unit List Price	Quantity	Lead Time (in Days)	Extended List Price	
		Quote 2							
2.0	E-N93-LAN1K9=	Nexus 9300 LAN Enterprise License (L3 protocols) eDelivery	-	Cisco	8,000.00	7	2	56000	
5.0	N9K-C93108TC-EX	Nexus 9300 with 48p 10G BASE-T and 6p 100G QSFP28	-	Cisco	22,500.00	1	14	22500	
5.0.1	CON-SNT-93108TCX	SNTC-8XSXNRD Nexus 9300 with 48p 10G BASE-T and 6p 10	60	Cisco	1,189.00	1	-	5,945.00	
5.1	NXOS-703I5.1	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I5(1)	-	Cisco	0.00	1	21	0	
5.2	N3K-C3064-ACC-KIT	Nexus 3K/9K Fixed Accessory Kit	-	Cisco	0.00	1	7	0	
5.3	NXA-FAN-30CFM-F	Nexus 2K/3K/9K Single Fan, port side exhaust airflow	-	Cisco	0.00	4	7	0	
5.4	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	-	Cisco	0.00	2	21	0	
5.5	NXA-PAC-650W-PE	Nexus NEBs AC 650W PSU - Port Side Exhaust	-	Cisco	0.00	2	7	0	
6.0	AS	Installation service		Cisco	400	180	30	72000	
Total List Price								\$156,445.00	

Note

Effective Discount * This value represents the overall discount for this transaction, which includes the applied discount as well as credits and adjustments. *

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Price Quote

Mark Bovee
Cisco Systems, Inc.
2300 East President George Bush Highway,0
RICHARDSON, TEXAS-75082-3550
UNITED STATES
Ph no:+1 408 895 3083

CITY OF DENTON
601 E HICKORY ST,STE A
DENTON,TX-76205
UNITED STATES

Date: 05-Sep-2017

Quote ID:

SI74704714QB

Deal ID:

NA

All prices are shown in USD

Part Number	Description	Service Duration (Months)	Lead Time	Unit List Price	Qty	Extended List Price
WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber	---	14	15,500.00	1	15,500.00
CON-SNT-WSC3851E	SNTC-8X5XNBD Cisco Catalyst 3850 12	60	0	4,880.00	1	4,880.00
PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower	---	14	650.00	1	650.00
CAB-TA-NA	North America AC Type A Power Cable	---	14	0.00	2	0.00
PWR-C1-350WAC	350W AC Config 1 Power Supply	---	14	0.00	1	0.00
C3850-NM-BLANK	Cisco Catalyst 3850 Network Module	---	14	0.00	1	0.00
S3850UK9-166	UNIVERSAL	---	14	0.00	1	0.00
STACK-T1-50CM	50CM Type 1 Stacking Cable	---	14	100.00	1	100.00
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	---	14	95.00	1	95.00
SFP-10G-ZR-S=	10GBASE-ZR SFP Module, Enterprise-	---	14	10,900.00	13	141,700.00

Valid through: 05-Oct-2017

FOB Point: None

Notes

Signed:

Mark Bovee

Mark Bovee

\



Estimate ID: WJ74692197RJ
 Estimate Name: Estimate_WJ74692197RJ
 Created On: 5 Sep 2017
 Created By: briana.boehler76

999 Metromedia Place
 Dallas, Texas 75247
 Christi McCrary
 Christi.McCrary@gdt.com / AAFESGroup@gdt.com

Line	Item Name	Description	Service	Lead	Included	Quantity	ListPrice	Extended	Unit Selling	Total Selling	Service Type
Products											
1.0	WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	N/A	14 days	No	1	15,500.00	15,500.00	9920	9,920.00	
1.1	S3850UK9-166	UNIVERSAL	N/A	14 days	No	1	0.00	0.00	0	0.00	
1.2	PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower Supply	N/A	14 days	No	1	650.00	650.00	416	416.00	
1.3	CAB-TA-NA	North America AC Type A Power Cable	N/A	14 days	No	2	0.00	0.00	0	0.00	
1.4	STACK-T1-50CM	50CM Type 1 Stacking Cable	N/A	14 days	No	1	100.00	100.00	64	64.00	
1.5	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	N/A	14 days	No	1	95.00	95.00	60.8	60.80	
1.6	PWR-C1-350WAC	350W AC Config 1 Power Supply	N/A	14 days	Yes	1	0.00	0.00	0	0.00	
1.7	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	N/A	14 days	Yes	1	0.00	0.00	0	0.00	
2.0	SFP-10G-ZR-S=	10GBASE-ZR SFP Module, Enterprise-Class	N/A	14 days	No	13	10,900.00	141,700.00	6976	90,688.00	
									17436.8	101,148.80	
Services											
1.0.1	CON-SSSNT-WSC3851E	SOLN SUPP 8X5XNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	60.0 month(s)	0 days	No	1	6,830.00	6,830.00	5395.7	5,395.70	PRIMARYSERVICE
									5395.7	5,395.70	

\$ 22,832.50 \$ 106,544.50

This Quote is governed by the terms and conditions contained in any master products and/or services agreement executed by and between the parties. In the event that no such executed master agreement(s) exist between the parties, this Quote shall be governed by GDT's Standard Terms and Conditions, which may be found online at <http://www.gdt.com/terms>. Please note that the Expiration Date specified in this Quote, if any, will be subject to the GDT's standard procedures, terms, and conditions for the acceptance of purchase orders. Note also that any purchase may be subject to sales tax, VAT, duty and freight charges even if not included on this Quote. This Quote does not constitute an offer to sell products or services, but is instead an invitation to the recipient to issue a purchase order to the provider.



Price Quotation

Date: 23-Jun-2017

End Customer:

CITY OF DENTON
601 E HICKORY ST
STE F

DENTON TX
USA US

Deal ID:

17817852

Quote ID:

4715783144

Quote Name:

Scada Network Overhaul - Quote

Bill to ID:

Price List: Global Price List US Availability

Currency: USD

Items with Discounts and Credits **Only non-ironport products are eligible for Quantity update.**

#	Part Number	Part Description	Service Duration	Buy Method	Unit List Price	Quantity	Lead Time (in Days)	Extended List Price	
		Quote 1							
1.0	WS-C3850-12XS-E	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Services	-	Cisco	9300	7	14	65100	
1.0.1	CON-SNT-WSC3851E	SNTC-8X5XNBD Cisco Catalyst 3850 12 Port 10G Fiber Sw	60	Cisco	781	7	-	27335	
1.1	S3850UK9-37E	CAT3850 Universal k9 image	-	Cisco	0.00	7	14	0	
1.2	CAB-TA-NA	North America AC Type A Power Cable	-	Cisco	0.00	14	14	0	
1.3	STACK-T1-50CM	50CM Type 1 Stacking Cable	-	Cisco	0.00	7	14	0	
1.4	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	-	Cisco	0.00	7	14	0	
1.5	PWR-C1-350WAC	350W AC Config 1 Power Supply	-	Cisco	0.00	7	14	0	
1.6	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	-	Cisco	0.00	7	14	0	
1.7	PWR-C1-350WAC/2	350W AC Config 1 SecondaryPower Supply	-	Cisco	390	7	14	2730	
3.0	CVR-QSFP-SFP10G=	QSFP to SFP10G adapter	-	Cisco	210	12	21	2520	
4.0	SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-Class	-	Cisco	390	24	14	9360	
Total List Price								\$107,045.00	

Note

*Effective Discount * This value represents the overall discount for this transaction, which includes the applied discount as well as credits and adjustments. **

This Price Quotation does not constitute an offer by Cisco to sell products, but is instead an invitation to issue a purchase order to Cisco until the Quotation Valid date specified in this Price Quotation. Such a purchase order will be subject to Cisco's standard procedures, terms, and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this quote.



Price Quotation

Date: 23-Jun-2017

End Customer:

CITY OF DENTON
601 E HICKORY ST
STE F

DENTON TX
USA US

Deal ID: 17817852
Quote ID: 4715783144
Quote Name: Scada Netw

Bill to ID:

Price List: Global Price List US Availability

Currency: USD

Items with Discounts and Credits **Only non-ironport products are eligible for Quantity update.**

#	Part Number	Part Description	Service Duration	Buy Method	Unit List Price	Quantity	Lead Time (in Days)	Extended List Price	
		Quote 2							
2.0	L-N93-LAN1K9=	Nexus 9300 LAN Enterprise License (L3 protocols) eDelivery	-	Cisco	4800	7	2	33600	
5.0	N9K-C93108TC-EX	Nexus 9300 with 48p 10G BASE-T and 6p 100G QSFP28	-	Cisco	13500	1	14	13500	
5.0.1	CON-SNT-93108TCX	SNTC-8X5XNBD Nexus 9300 with 48p 10G BASE-T and 6p 10	60	Cisco	951	1	-	4755	

5.1	NXOS-703I5.1	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I5(1)	-	Cisco	0.00	1	21	0
5.2	N3K-C3064-ACC-KIT	Nexus 3K/9K Fixed Accessory Kit	-	Cisco	0.00	1	7	0
5.3	NXA-FAN-30CFM-F	Nexus 2K/3K/9K Single Fan, port side exhaust airflow	-	Cisco	0.00	4	7	0
5.4	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	-	Cisco	0.00	2	21	0
5.5	NXA-PAC-650W-PE	Nexus NEBs AC 650W PSU - Port Side Exhaust	-	Cisco	0.00	2	7	0
6.0	AS	Installation service		Cisco	250	180	30	45000
Total List Price								\$96,855.00

Note

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