

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20061476

- 1. ACTION REQUESTED/PURPOSE:** Approve award from the Florida State Contract #250-000-03-01 (IT Hardware) for the Administration East Building (fka The Wachovia Building) Network to Shared Technologies Inc., for a total amount not-to-exceed \$371,511.69 + a 10% contingency in the amount of \$37,500.00 (to cover miscellaneous items, if needed). Further approve award from the Florida State Contract #250-000-03-01 (IT Hardware) for the Administration East Building (fka The Wachovia Building) Network to Kent Technologies, Inc., for a total amount not-to-exceed \$464,992.23 + a 10% contingency in the amount of \$47,000.00 (to cover miscellaneous items, if needed). Also approve Budget Transfer in the amount of \$954,500.00 from the Capital Improvement Fund Reserves to the Administration East Voice and Data Project and amend FY 06/07 – 10/11 CIP accordingly.
- 2. WHAT ACTION ACCOMPLISHES:** Provides two contractors to replace inadequate telecommunication systems in the Administration East Building and install network equipment in order to connect to County network.
- 3. MANAGEMENT RECOMMENDATION: Staff Recommends**

4. Departmental Category: 02. CZA		5. Meeting Date: November 21, 2006
6. Agenda:	7. Requirement/Purpose: (specify)	8. Request Initiated:
<input checked="" type="checkbox"/> Consent	<input type="checkbox"/> Statute	Commissioner _____
<input type="checkbox"/> Administrative	<input type="checkbox"/> Ordinance	Department Construction & Design
<input type="checkbox"/> Appeals	<input checked="" type="checkbox"/> Admin. Code <u>AC-4-4</u>	Division Facilities Management
<input type="checkbox"/> Public	<input type="checkbox"/> Other	By: <u>Rich Beck, Director</u> <i>RS</i>
<input type="checkbox"/> Walk-On		

9. Background: In accordance with the Lee County Contracts Manual, approved by the Board on September 25, 2001, Section 5.0, Unique Services, allows other governmental entities the ability to utilize the State Contract that has gone through a competitive process.

Facilities Management submitted a request to Contracts Management to prepare a request for Board approval to utilize the State Contract for the Administration East Building Network to Shared Technologies Inc., to two (2) of the approved contractors for a total amount not-to-exceed \$371,511.69 + a 10% contingency in the amount of \$37,500.00 (to cover miscellaneous items, if needed) from Shared Technologies and for a total amount not-to-exceed \$464,992.23 + a 10% contingency in the amount of \$47,000.00 (to cover miscellaneous items, if needed) from Kent Technologies.

The County purchased the Wachovia Building on Second Street in Fort Myers in September 2006. The phone and data systems are inadequate and cannot accommodate any additional tenants. The building was purchased with the intention of moving additional County and Constitutional offices into the building. This cannot happen until the infrastructure is upgraded to meet the expected voice and data demands.

Funds will be available in account #20886530100.506410

- Attachments:
1. Shared Technologies Proposal
 2. Kent Technologies Proposal
 3. Transfer of Funds

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>Stumpe</i> 11-7-06	<i>Stumpe</i> 11-7-06	N/A	<i>DAO</i> 11/7	<i>Melchior</i> 11-8-06	<i>Stumpe</i> 11-8-06	<i>Stumpe</i> 11/8/06	<i>Stumpe</i> 11/8/06	<i>Stumpe</i> 11/8/06	<i>Stumpe</i> 11-7-06

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: <i>Stumpe</i>
11/8/06 11:40AM
COUNTY ADMIN FORWARDED TO: <i>Stumpe</i>
11-8-06
<i>Stumpe</i>

Rec. by CoAtty
Date: 11/8/06
Time: 11:25AM
Forwarded To: CAD 11:35AM

Administration East Building
FKA Wachovia Building Summary
Data and Voice Systems

Data System

Kent Technologies:	
Core 4510	91,086.60
Floor Access 3750	80,650.62
Floor Distribution 3560	232,431.60
Wireless	47,678.00
Security	13,145.41
Incidentals	<u>47,000.00</u>
Total Kent Technolgies	511,992.23
Power / Racks	<u>9,242.53</u>
Total Data	521,234.76

Voice Switching Network

Shared Technologies	371,511.69
Incidentals	<u>37,500.00</u>
Total Shared Technologies	409,011.69
Rewire	3,000.00
Inverter	16,130.64
Cabinets & Miscellaneous	<u>5,122.91</u>
Total Data	433,265.24
Total Data & Voice Costs	<u><u>954,500.00</u></u>



SCHEDULE 1

10/19/2006

Lee County Government
 3434 Hancock Bridge Pkwy - Fl 3
 North Fort Myers, Florida 33903 - 7094
 Wachovia Building

Donna Pannier
 000-000-0000

Total Investment
\$371,511.69

4125 Cleveland Avenue Ft. Myers, Florida 33901

Vendor Equipment					
<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>	<u>List Price</u>	<u>Sale Price</u>	<u>Extended Price</u>
1	AL2001E20	Ethernet Switch 460-24T-PWR with 24 10/100 IEEE 802.3af Power over Ethernet ports plus 1 MDA slot, 1 Cascade/stacking Slot and RPSU connector. (Includes North American power cord)	\$3,495.00	\$2,669.24	\$2,669.24
1	A0994241	Implementation Services Package - Ethernet Switch 300, 400, ERS 3510, 5500 series and BPS 2000, First Unit	\$1,653.00	\$1,581.95	\$1,581.95
1	NTHU51DA	Communication Server 1000M Single Group CP PIV Base Pkg (DC)	\$29,158.00	\$12,969.44	\$12,969.44
4	A0722715	Circuit Breaker - 30A Mid Trip 80V DC Single Pole	\$106.00	\$49.19	\$196.75
2	B0262270	Candeo MP481200 50A Rectifier	\$4,500.00	\$2,078.73	\$4,157.46
1	NT1R91BA	Kit, 56K Modem and 4 Port Data Switch	\$1,250.00	\$577.33	\$577.33
1	NT6D42CD	Card Ring Generator DC IPE/PE 16VA RG-DC	\$1,700.00	\$561.21	\$561.21
1	NT6D80AC	Multi Purpose Serial Data Link 4 port	\$4,950.00	\$1,633.63	\$1,633.63
27	NT8D02HA	Card 16-port Extended Digital Line XDLC	\$2,975.00	\$945.92	\$25,539.84
3	NT8D04BA	Pack Superloop Network SNET	\$3,500.00	\$1,112.11	\$3,336.33
2	NT8D09CA	Extended Analogue	\$2,975.00	\$945.92	\$1,891.84

		Message Waiting Line Card			
1	NT8D14CB	Card 8-Port Universal Trunk	\$3,600.00	\$1,143.95	\$1,143.95
1	NT8D16AB	Card 8-channel Extended Digitone Receiver XDTR	\$2,500.00	\$794.48	\$794.48
1	NT8D49AA	Module EMI Expansion Module-to-Module	\$385.00	\$128.21	\$128.21
2	NT8D91AD	Cable Superloop to Ctrlr 6ft	\$55.00	\$25.80	\$51.61
1	NT8D91AE	Cable Superloop to Controller 8FT	\$60.00	\$28.22	\$28.22
1	NT8D91AF	Cable Superloop to Controller 10FT	\$60.00	\$28.22	\$28.22
1	NT8D91AG	Cable XNET to XPEC 12ft	\$65.00	\$30.64	\$30.64
2	NT8D93AW	Cable 48 Ft QSDI Paddleboard IO To DTE	\$90.00	\$41.93	\$83.86
6	NT9D18AA	Panel Side Cover UEM Left/Right	\$193.00	\$64.51	\$387.04
2	NTCG03AC	Cable 4 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$55.00	\$25.80	\$51.61
2	NTCG03AD	Cable 7 FT DDP/DDP2/CDDTI2 to Clock Controller Option 51C-81C P1RJ11M-RJ11 Adapter-P2 DE9M	\$60.00	\$28.22	\$56.44
2	NTCK80AA	Cable Dual PRI to MSDL 6ft	\$130.00	\$60.48	\$120.95
2	NTDU41FC	Media Card 32 Port - IP Line 4.5 / Voice Gateway	\$4,700.00	\$2,090.64	\$4,181.28
4	NTE905AA	8 Premium Network Services Analog User License	\$832.00	\$370.44	\$1,481.76
3	NTE905BA	8 Premium Network Services IP User Extension License	\$1,992.00	\$886.12	\$2,658.36
80	NTE905DA	8 Premium Network Services Digital User License	\$832.00	\$370.44	\$29,635.20
40	NTE905YA	Symposium ACD Agent user ISM L4	\$133.00	\$61.28	\$2,451.25
64	NTE980HA	H.323 Access Port License	\$156.00	\$72.57	\$4,644.48
40	NTE980JA	SIP Access Port License	\$141.00	\$62.91	\$2,516.40

40	NTE980MA	MUS CON License	\$34.00	\$15.53	\$621.20
40	NTE980RA	RAN CON Licence	\$286.00	\$127.36	\$5,094.40
1	NTTK14AB	AC Power Cord - NA NEMA 5-15P 125V 13A 10ft	\$25.00	\$12.10	\$12.10
1	NTWB15AB	Meridian 1 Top Cap & Pedestal DC Package	\$7,000.00	\$2,224.22	\$2,224.22
4	NTWB15CA	Intelligent Peripheral Equipment Module Package DC - 4 segment	\$12,000.00	\$3,813.17	\$15,252.68
1	NTWB16AA	Candeo MP481200 1200A 84in High Power System Package	\$21,250.00	\$9,452.16	\$9,452.16
2	NTZC72AA	Dual Port DTI/PRI Package	\$12,000.00	\$3,813.17	\$7,626.34
80	NT2F79EA	Rel 3 Eng M3901 M3902 M3903 M3904 User Guide (Pkg of 5 P0942070) N/C	\$0.00	\$0.00	\$0.00
100	NTMN32GA70	Meridian M3902 Basic Rel 3 Charcoal	\$182.00	\$81.54	\$8,154.00
200	NTMN33GA70	Meridian M3903 Enhanced Rel 3 Charcoal	\$335.00	\$149.11	\$29,822.00
100	NTMN34GA70	Meridian M3904 Professional Rel 3 Charcoal	\$550.00	\$244.63	\$24,463.00
1	NTAG81AA	Audio Cable	\$45.00	\$20.96	\$20.96
1	NTAG81BA	Cable 9 Pin D-Sub Male to 9 Pin D-Sub Female	\$100.00	\$46.77	\$46.77
1	NTAG81CA	Media Card Maintenance Cable (3m)	\$88.00	\$41.12	\$41.12
1	NTAG86CD	MIRAN III Option Large	\$6,400.00	\$2,847.06	\$2,847.06
20	N0023000	IP Phone Global Power Supply (2007 and 11xx)	\$25.00	\$12.10	\$241.90
20	NTYS05BC	IP Phone 1140E with English Text keycaps without power supply	\$595.00	\$274.96	\$5,499.19
20	NTYS14AA	AC Cord North America 1.8m 10amp IEC320-C13	\$25.00	\$12.10	\$241.90
1	NTE900QC	Communcation Server 1000M Single Group system software	\$17,460.00	\$7,766.13	\$7,766.13
1	NTE95006	57 - BARS Basic Alternate Route Selection	\$0.00	\$0.00	\$0.00
1	NT9S20AA	CCM 6.0 Nodal Base System	\$17,246.00	\$7,964.96	\$7,964.96
50	NT9S21BA	CC Standard Voice Agent	\$992.00	\$458.80	\$22,940.19

		Increment 50-99			
1	NT9S34AA	CC 6.0 License File on Media	\$349.00	\$161.27	\$161.27
1	NT9S89AA	Contact Center Switch Type Indicator - M1/CS1000	\$0.00	\$0.00	\$0.00
3	A0722715	Circuit Breaker - 30A Mid Trip 80V DC Single Pole	\$106.00	\$49.19	\$147.56
1	A0806165	Battery Disconnect Unit - 600A (Dolphin Grey)	\$4,961.00	\$2,291.60	\$2,291.60
1	A0810033	Fuse Block - 10 Position (GMT Fuses)	\$397.00	\$183.84	\$183.84
2	A0863689	PCMCIA Card (64Mb) for 11C Succession 1000	\$115.00	\$53.22	\$106.44
10	A0885529	Fuse Alarm 2A 60Vdc/125Vac Orange Indicator E/W Cover (GMT Fuse)	\$8.00	\$4.03	\$40.32
10	A0885531	Fuse Alarm 5A 60Vdc/125Vac Green Indicator E/W Cover (GMT Fuse)	\$8.00	\$4.03	\$40.32
10	A0885532	Fuse Alarm 10A 60Vdc/125Vac Red/White Indicator E/W Cover (GMT Fuse)	\$8.00	\$4.03	\$40.32
10	A0888685	Fuse Alarm 1A 60Vdc/125Vac Grey Indicator E/W Cover (GMT Fuse)	\$8.00	\$4.03	\$40.32
1	NT6D42CD	Card Ring Generator DC IPE/PE 16VA RG-DC	\$1,700.00	\$561.21	\$561.21
1	NTUB16AB	CallPilot External Modem Kit	\$300.00	\$138.69	\$138.69
1	NTUB53AB	CallPilot 201i External SCSI Tape Drive KIT	\$2,089.00	\$965.18	\$965.18
1	NTUB56CA	CallPilot IPE Monitor Peripheral Kit	\$776.00	\$358.82	\$358.82
1	NTUB59AC	CallPilot IPE CD-ROM Kit	\$800.00	\$369.30	\$369.30
1	NTUB93CA	IPE H/W Kit for: Opt51C ? 81C, 1000M SG, HG, MG, and CS 1000E	\$445.00	\$205.62	\$205.62
1	NTZE07BA	CallPilot 2 Fax Channels	\$1,000.00	\$445.00	\$445.00
8	NTZE07EA	Callpilot 2 Voice Channel Package	\$700.00	\$311.42	\$2,491.36
1	NTZE10HB	Callpilot Fax Capability 20 Users	\$200.00	\$92.73	\$92.73

1	NTZE13DA	CallPilot Networking /EN/AMIS/VPIM 1 to 96 Channels	\$3,150.00	\$1,401.79	\$1,401.79
1	NTZE14DA	CallPilot NMS Networking - 1 to 96 Channels	\$2,100.00	\$935.04	\$935.04
1	NTZE15AA	CallPilot Application Builder with Fax Option	\$3,300.00	\$1,468.58	\$1,468.58
2	NTZE19AA	CallPilot Voice Capability - 20 Seats	\$2,000.00	\$890.00	\$1,780.00
1	NTZE19EA	CallPilot Voice Capability - 500 Seats	\$30,000.00	\$13,343.77	\$13,343.77
1	NTZE39AB	CallPilot Integration for M1 CS 1000M CS 1000E	\$0.00	\$0.00	\$0.00
1	NTZE4001	CallPilot New System Order Specifier Code (No Charge)	\$0.00	\$0.00	\$0.00
1	NTZE51AA	CallPilot Unified Messaging Starter Bundle	\$9,700.00	\$4,314.86	\$4,314.86
1	NTZE80CA	CallPilot 4.0 IPE System	\$7,500.00	\$3,336.33	\$3,336.33

Nortel System Equipment Total \$291,181.50

Ancillary Equipment			<u>Sale Price</u>	<u>Extended Price</u>
<u>Qty.</u>	<u>Part Number</u>	<u>Description</u>		
1	CNG-1000	NetEye Scan Main Site - CNG will perform the Assessment testing for 24 Hours	\$1,777.63	\$1,777.63
1	CNG-1001	NetEye Scan Remote Site - Includes one (1) endpoint	\$711.05	\$711.05
4	1203022L1	ACE CSU	\$489.74	\$1,958.98
1	NT CONNECTOR KIT	SEB Cable for NT (Both SMDR & Alarms Collections) (WC CABSEB2SL1)	\$21.33	\$21.33
1	M363WMT	Site Event Buffer II Wall Mount Kit	\$31.29	\$31.29
1	SEB-II-2/512K	SEB II, 2-Port, 512K Buffer (Crytical Eye)	\$1,930.22	\$1,930.22
1	OKI-M320	Microline 320 Printer w/Serial Board	\$596.94	\$596.94
24	66M150	66-BLOCK	\$6.51	\$156.32
300	6-THHN-GRN	6AWG STR THHN GRND CABLE GREEN (order by the foot off of 1000' spools)	\$0.36	\$106.66

24	89B	BRACKET, 66-BLOCK	\$1.31	\$31.40
48	25CX50	25PR FEM ENDED 50' TAIL CABLE	\$23.39	\$1,122.89
2	1/24-XCONN	1PR 24AWG XCONN BLUE/WHITE (order in multiples of 1000' spools)	\$29.15	\$58.31
4	MTG-14-FM-8C45	PATCH CORD 8CON RJ45 STRAIT 14	\$4.95	\$19.80
1	DTK-3GTP	Surge Protector (NS#809579)	\$37.37	\$37.37
4	4462277500	Adapter DB15 Male With Thumbscrews to RJ-48 Jack	\$3.91	\$15.64
1	9844780122	Rack Mount Power Strip	\$113.24	\$113.24
5	KA6U	GROUNDING LUG, 10,8,6 WIRE	\$1.21	\$6.04
1	11245-519	Monitor Shelf 19, Aluminum, Clear	\$172.49	\$172.49
1	10250-712	Cable Ladder, 10' x 12, Black	\$79.38	\$79.38
100	PLT1S-C	Tyraps, Small 4 (Order Qty's of 100)	\$0.18	\$18.49
40	GB13B	D RING MEDIUM, 4	\$1.71	\$68.26
1	46353-703	Rack 19 x 84 x 3, Aluminum Black, Chatsworth	\$248.87	\$248.87
100	PLT2S-C	Tyraps, Medium 7 (Order Qty's of 100)	\$0.13	\$12.80
15	5506-10	CAT-5E Patch Cable, 10' , Blue	\$4.25	\$63.78
100	PLT3S-C	Tyraps, Large 11 (Order Qty's of 100)	\$0.18	\$18.49
4	625A28NK-2	Surface Mount Jack 8C8P RJ48X Non-Keyed	\$5.13	\$20.54
1	PAPER-7941	9.5 X 11 TRACTOR-FEED PAPER	\$39.83	\$39.83
8	3471	Transceiver 10 Base T	\$23.76	\$190.11

Ancillary Equipment Total \$9,628.15

Installation Labor	\$59,861.85
Customized Training Classes	\$2,709.11
Shipping & Handling	\$8,131.08
1st Year Warranty	Included
Quote Total	<u>\$371,511.69</u>

This proposal contains part numbers (details in Notes) that MUST be placed in a separate Service Order.

Quote Summary:

New 1000M SG Rls. 4.5 Premium L4 SW

- 100 M3902 sets
- 200 M3903 sets
- 100 M3904 sets
- 50 M3905
- 20 i1140 (w/ power supply) IP sets
- 640 Dig ISMs (only program 420 at this time)
- 32 Analog ISMs
- 24 IP ISMS
- 20 ACD ISMs
- 4 T1/PRI
- 1 Universal Trunk Cards (8 analog trunks)
- 64 H.323 IP peer trunks
- 40 SIP IP peer trunks
- MIRAN Large
- 40 Music Broadcast ISMs
- 40 RAN Broadcast ISMs
- 1 BS470-24PWR (for ELAN/CLAN integration)
- Call Pilot 201i with 20 voice ports/2 fax ports/640 mailboxes/20desktop mailboxes/20fax mailboxes/Networking/NMS/Fax App Builder
- Contact Center 6.0 for 50 agents
- 1 Teledirectory Console (PC Console Interface Assembly Required)
- * Teledirectory quote does NOT include on-site training.

* The attached bayface does not reflect the additional Wired For digital cards... however there is plenty of IPE space for the additional 13 DLCs.

* This proposal does NOT include batteries or inverters for DC power backup.

For the purposes of this proposal and based on the information delivered by the customer at this time, Shared Technologies has made the following assumptions. Additional hardware, software, labor, and services may be required:

This quotation includes a Shared Technologies NetEye Scan (assessment) to determine pass/fail QoS status of network. Success of this test requires QoS configuration be enabled by the customer throughout the enterprise on all hardware, software and Managed Services supporting VoIP connectivity. VoIP requires QoS systems to be implemented in your IP network to ensure predictable and acceptable performance. The Network must meet all requirements as outlined by Nortel requirements and recommendations documentation.

Note: that additional test endpoints may be required based on customer requirements still to be determined.

If scan fails, Shared Technologies will review with the customer including but not limited to:

- purchasing a full network assessment to determine the trouble segments
- purchase Professional Services labor to assist in the QoS configuration
- upgrade or Hardware replacement of any necessary data infrastructure equipment required to support this application.

Customer MUST complete "NetEye Scan questioner" to be submitted with order.

Quote assumes the customer will provide a managed IP network (LAN & WAN) with QOS

enabled routers and switches and also adequate bandwidth to support the VOIP application.

Quote ASSUMES customers data network is in place and capable of supporting a VoIP solution. Quote does NOT include any network related gear other than Baystack 470's in support of configuration of Nortel's CS1000 ELAN/TLAN/NSS subnets satisfying a Demarcation point between the "PBX" and customers Data network. Any additional data gear and/or interfaces required to integrate this application will be an additional cost.

Shared Technologies will NOT be held accountable for inadequate network functionality supporting this application.

Quote also ASSUMES all customers station cable meets minimum requirements to support IP sets (appropriate level of CAT5).

Total Investment \$371,511.69

This quote will be valid for a period of 45 days following the date of this Schedule 1, thereafter, this quote will no longer be of any force and effect. All charges identified herein are exclusive of federal, state and local sales, use, excise, utility and gross receipts taxes, other similar tax-like charges, and tax-related surcharges, which Customer agrees to pay. This quote is subject to all terms and conditions of a Master Agreement, in effect, or otherwise entered into by, Customer and Shared Technologies. This quote contains confidential and proprietary information of Shared Technologies Inc. Any information contained herein may not be disclosed, duplicated, or reproduced, in whole or in part, to any third party except the recipient identified herein without the prior written consent of Shared Technologies Inc.

Customer Signature _____

Lee County Government

Proposal Id: 10279492, Date:
10/19/2006



Cisco Gear - Wachovia

Date: 10/26/2006
 Quote Number: ITG_LEE_CGWach_061025
 Team Member: Rick Boodoo

Client: **Lee County Gov**
 Attention: **Dalton Moraes**
 Phone:
 Email: CThompson@leegov.com

Product Number	Product Description	QTY	Unit Price	Extended Price
WS-C3750G-12S-E	Catalyst 3750 12 SFP Enhanced Multilayer Image	7	\$ 7,553.70	\$ 52,875.90
CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	6	\$ -	\$ -
CAB-AC	Power Cord,110V	6	\$ -	\$ -
CON-SNT-3750G12E	SMARTNET 8X5XNBD Cat 3750 12 SFP Enhanced Multilayer Img	6	\$ 843.92	\$ 5,063.52
GLC-LH-SM=	GE SFP,LC connector LX/LH transceiver	48	\$ 473.15	\$ 22,711.20
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			Total:	\$80,650.62

- Notes:
- 1 All prices are valid for 30 days, payment terms are Net 15.
 - 2 All prices reflect standard manufacturers warranty unless otherwise noted.
 - 3 All prices are exclusive of applicable freight, taxes and handling and labor for installation.
 - 4 Kent Technologies is not responsible for configurations provided by customer.
 - 5 All pricing is subject to change without notice.



Cisco Gear - Wachovia

Date: 10/26/2006
 Quote Number: ITG_LEE_CGWach_061025
 Team Member: Rick Boodoo

Client: **Lee County Gov**
 Attention: **Dalton Moraes**
 Phone:
 Email: CThompson@leegov.com

Product Number	Product Description	QTY	Unit Price	Extended Price
WS-C3560G-48PS-E	Catalyst 3560 48 10/100/1000T PoE + 4 SFP Enhanced Image	24	\$ 8,498.70	\$ 203,968.80
CAB-16AWG-AC	AC Power cord, 16AWG	24	\$ -	\$ -
CON-SNT-3560G48E	SMARTNET 8X5XNBD Catalyst 3560 48 10/	24	\$ 712.80	\$ 17,107.20
GLC-LH-SM=	GE SFP,LX connector LX/LH transceiver	24	\$ 473.15	\$ 11,355.60
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			Total:	\$232,431.60

- Notes: 1 All prices are valid for 30 days, payment terms are Net 15.
- 2 All prices reflect standard manufacturers warranty unless otherwise noted.
- 3 All prices are exclusive of applicable freight, taxes and handling and labor for installation.
- 4 Kent Technologies is not responsible for configurations provided by customer.
- 5 All pricing is subject to change without notice.

