

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

Blue Sheet No. 20041411

1. REQUESTED MOTION:

ACTION REQUESTED: Approve the award of Project # EX050057, the purchase of Cisco network hardware and maintenance, for the Library Division, at Florida State Contract pricing, from Solarcom LLC. Grand total cost: \$104,289.98. Permission is also requested to purchase the annual maintenance for the useful life of this hardware at annual cost of approximately \$7,000 per year. Board approval is also requested to expend a not-to-exceed amount of \$9,000 for miscellaneous and incidental items that may be needed, including – but not limited to – cables, cards, inside or overnight delivery services, etc. If needed these items/services would be purchased via the most economical and expedient methodology available.

WHY ACTION IS NECESSARY: Purchases over \$50,000 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Allows the Library to upgrade existing network technology (increasing security and reliability) and implement a separate network for all public access computers.

2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #

C6E

3. MEETING DATE:

11-09-2004

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT
- C. DIVISION Library

BY: Cynthia N. Cobb, Director

BACKGROUND: On October 20, 2004, the Division of Purchasing received a request from the Library Division to prepare a request to purchase Cisco network hardware and maintenance, at the prices listed in the Florida State Contract.

Funding is available: 12076914800

Please see attachments:

- (1) Division Request for State Contract Purchase
- (2) Florida State Contract # 250-000-03-1
- (3) Solarcom LLC's Quotations

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services	G County Manager
<i>Cynthia N. Cobb</i> <i>10/27/04</i>	<i>Jean & Sheehan</i> <i>10-26-04</i>			<i>[Signature]</i> <i>10/27/04</i>	<i>[Signature]</i> <i>10/28/04</i>	<i>[Signature]</i>

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: <i>10/29/04</i>
Time: <i>3:30</i>
Forwarded To: <i>[Signature]</i> <i>10/29/04</i>

RECEIVED BY COUNTY ADMIN: <i>[Signature]</i>
<i>10/27/04</i>
<i>4:30 PM</i>
COUNTY ADMIN FORWARDED TO: <i>[Signature]</i>
<i>11/27/04</i>
<i>4pm</i>

MEMORANDUM FROM THE LIBRARY DIVISION

TO: Janet Sheehan, Director of Purchasing

FROM: Cynthia N. Cobb, Library Director *Cynthia N. Cobb*

DATE: October 20, 2004

RE: Computer Switches

The Division of Library Services requests a Blue Sheet to go before the Board of County Commissioners for the purchase of Cisco Switches. This action is necessary because the total amount exceeds \$50,000; it must be approved by the BOCC.

This action allows the Lee County Library Division to upgrade existing technology and implement a separate network for all public access computers.

Section I - Purchase of the following items:

- 4 Cisco Cayalyst 3560 with 24 ports (BG, BN, CV, TB)
- 5 Cisco Cayalyst 3560 with 48 ports (BN, DB, PI, RL, RU)
- 1 Cisco Cayalyst 4506 with 144 ports (SC)

Section II - The purchase of miscellaneous and incidental items:

- Request BOCC approval of a not-to-exceed amount of \$9,000 for miscellaneous and incidental items that may be needed, including but not limited to cables, cards, inside hand delivery, overnight delivery services. These will be purchased via the most economical and timely method available, i.e., State contract

All items to be delivered to:

ITG/Hancock

Attn: Tony Cail/Chuck Quarles

Funds are available in 12076914800

ATTACHMENT #2

IT Hardware 250-000-03-1

Effective: 08/01/2002 through 07/31/2005



[Rate this contract](#)



[View survey Results](#)

**To purchase under this Contract use a Request for Quotes
(Suggested Form).**

How to Use this Contract

Contract Administrator

Products Available

Contractors

Contract

Revisions

E-Procurement Amendment

IT Hardware

250-000-03-1

Vendor Information

⊕	<u>3Com</u>	http://www.3com.com/solutions/en_US/gov/
⊕	<u>ABC Computers</u>	http://www.abc2000.com/computer-st-gov-p
⊕	<u>Ace Computers</u>	http://www.acecomputers.com/showpages.a
⊕	<u>Acer America</u>	http://www.acer.com/APP/AKC/INTERNET/A
⊕	<u>ADIC</u>	http://www.adic.com/florida
⊕	<u>Aethra, Inc.</u>	http://www.aethra.net/official_price.pdf
⊕	<u>Alcatel</u>	http://www.ind.alcatel.com/cf_forms/florida
⊕	<u>American Power Conversion</u>	http://159.215.19.5/govrsir.nsf/state?OpenV
⊕	<u>Apple Computer</u>	http://homepage.mac.com/flcontract/fl.pdf
⊕	<u>Avaya</u>	http://www1.avaya.com/floridastate/florida4
⊕	<u>CDW-G (Toshiba)</u>	http://www.cdwg.com/shop/contracts/contr
⊕	<u>Cisco</u>	http://www.cisco-fl.com/
⊕	<u>IKON Office Solutions</u>	http://www.ikon.com/extranet/florida/techn
⊕	<u>Impressions Solutions Inc. (Kyocera Mita)</u>	http://www.impressionsolutions.com/florida/
⊕	<u>Insight Public Sector (Formerly Comark)</u>	http://www.ips.insight.com/floridaIT
⊕	<u>Conditioned Air and Power Inc (Liebert)</u>	http://www.liebertstatecontract.com/

<u>Cyberguard</u>	http://www.cyberguard.com/florida/main.cfm
<u>Dell</u>	http://www1.us.dell.com/content/default.asp
<u>EMC</u>	ftp://ftp.emc.com/pub/fusa
<u>Enterasys</u>	http://www.enterasys.com/solutions/vertical
<u>Epson</u>	http://corpeai.com/StateFL.htm
<u>Extreme Networks</u>	http://www.extremenetworks.com/common/
<u>Executive Source</u>	http://www.execsource.com/sfl2000/
<u>Foundry</u>	http://www.foundrynet.com/sales/florida/ http://www.fujitsupc.com/www/floridaPricing
<u>Fujitsu Computer Systems</u>	http://www.ftsi.fujitsu.com/services/gov/florida
<u>Gateway</u>	http://esource.gateway.com/florida
<u>Hewlett-Packard</u>	http://www.compaq.com/state/florida
<u>Hitachi</u>	http://www.freedomstorage-florida.com/
<u>Howard Computers</u>	http://www.howardcomputers.com/state/fl
<u>IBM</u>	http://www-1.ibm.com/gold/portal/servlet/c
<u>Innovative Tech</u>	http://innovativetechinc.com/state/price.htm
<u>Lewis Digital, Inc.</u>	http://www.it.lewisdigital.net
<u>Lexmark</u>	http://store.lexmark.com/cgi-bin/ncommerce
<u>Marconi Communications</u>	http://www.marconi.com/html/contact/state
<u>Micron</u>	http://mgcs.buympc.com/state/state_of_florida
<u>Minolta-QMS</u>	http://www.minolta-qms.com/government/si

<u>NEC Solutions</u>	http://www.necsolutions-am.com/governmer
<u>Network Appliance</u>	http://www.netapp.com/sales/florida.html
<u>NH&A (Netscreen)</u>	http://www.nha-fl.com/
<u>Nortel Networks</u>	http://www.nortelnetworks.com/prd/statefla
<u>OCE'USA</u>	http://myoce.oceusa.com/StateofFL/florida_i
<u>Oki Data</u>	http://bpx.okidata.com/fl.nsf
<u>Polycom</u>	http://www.polycom.com/florida/
<u>Pomeroy Computer Resources (Juniper)</u>	http://web3.pomeroy.com/stateofflorida/
<u>Powerware</u>	http://www.oem.powerware.com/stateofflori
<u>Premio</u>	http://www.premiopc.com/florida/statepricin
<u>Promark (Exabyte & Overland Data)</u>	http://www.promarktech.com/fltermcontract
<u>Radvision</u>	http://www.radvision.com/NBU/State+of+Flk
<u>Radware</u>	http://www.radware.com/content/_USA-FL/c
<u>RiCOH</u>	http://www.ricoh-usa.com/rmap/floridastate
<u>Riverstone Networks</u>	http://www.riverstonenet.com/florida/
<u>SonicWALL</u>	http://www.sonicwall.com/floridastate/
<u>Sony</u>	<u>PRICING</u>
<u>Spectra Logic</u>	http://www.spectrallogic.com/common/collat
<u>StorageTek</u>	http://www.storagetek.com/florida/
<u>Sun</u>	http://www.sun.com/products-n-solutions/gc
<u>Surge Suppression, Inc.</u>	http://www.ssiflcontract.com/

- ⊕ **Tandberg, Inc.** <http://tandbergflorida.gearboxx.net/>
- ⊕ **Telcom Engineering Consultants (VUGATE)** <http://www.tec-inc.com/FloridaContract.html>
- ⊕ **Unisys** <http://www.app2.unisys.com/state/fl/hardw>
- ⊕ **VCON** <http://www.vcon.com/state/florida/>
- ⊕ **VTEL** <http://www.vtel.com/state/florida/>
- ⊕ **Winncom** http://www.winncom.com/webpages/state_c
- ⊕ **Xerox** <http://idsdocushare2.xids.com/dscgi/ds.py/V>

IT Hardware Home



Southeast Area Florida

State Web Site



WELCOME TO CISCO SYSTEMS

State Authorized Resellers

Cisco Systems is the worldwide leader in networking for the Internet.

Cisco networking solutions are the foundation of the Internet and most networks around the world, enabling productivity and collaboration for corporate, educational, and government organizations.

Florida Authorized State Contract Resellers - 8/10/04

NOTE: ALL ORDERS SHOULD BE DIRECTED TO:

Cisco Systems or to an Authorized Reseller listed

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[Partner and Resellers](#)

[Document Library](#)

[Technical Information](#)

[Products and Service](#)

[Technical Assistance](#)

[Contact Information](#)

[Feedback](#)

SPURS VENDOR NUMBER: F770059951-007
 VENDOR: Cisco Systems, Inc. (A)
 STREET ADDRESS OR P.O. BOX: 1801 Hermitage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308 TELEPHONE: _____
 2516
 TOLL FREE NO.: _____
 ORDERING FAX NO.: (850) 523-2599
 REMIT ADDRESS: Bank of America / 1455 Market St. 21st FL Remittance Ba
 CITY, STATE, ZIP: San Francisco, CA 94103

WILL NOT ACCEPT THE STATE OF FLORIDA PURCHASING CARD

PRODUCT INFORMATION: DIRECT INQUIRY TO:

NAME AND TITLE: Denise Yaeger, Acct. Manager
 STREET ADDRESS OR P.O. BOX: 1801 Hermitage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308
 TELEPHONE: Denise Yaeger (850) 523-2516
 TOLL FREE NO.: _____
 URL HOME PAGE ADDRESS: http://www.cisco.com
 ELECTRONIC MAIL ADDRESS: dyaeger@cisco.com

Authorized Partners

A2000 Network Solutions, Inc.
 235 Goolsby Blvd
 Deerfield Beach, FL 33442
 Contact: Richard Hillman
 President

Reporting Contact (if different)
 Richard Hillman
richard@A2000NS.com

BellSouth Communication Systems, LLC
 1936 Blue Hills Drive
 Roanoke, VA 24012
 Contact: Roger Dungen
 Corporate Manager

Reporting Contact (if different):
Curtis Padgett
 Branch Sales Manager
Curt.padgett@bellsouth.com

Bizco Technologies
 7950 "O" Street
 Lincoln, Nebraska 68512
 Contact **Kent Marshall**
 Sales Supervisor

Reporting Contact (if different)
Diane Hesson, Manager of Administrative Services
dhesson@bizco.com

CDW-G
 230 N. Milwaukee Avenue
 Vernon Hills, Illinois 60061
 Contact: **Amanda Hyland, Program Specialist**

Reporting Contact (if different)
Amanda Hyland
amanhyl@cdwg.com

Central Data, Inc.
 8855 Grissom Parkway
 Titusville, FL 32780
 Contact: **Joy Yoshida**
 Manager, Strategic Development Mgr
joyy@centraldata1.com
 (321) 383-0705 Extn. 212

Cisco Systems Capital
 3250 W. Commercial Blvd
 Suite 350
 Ft. Lauderdale, FL 33309
 Contact **John J. Romano**
 954-535-5040
jromano@cisco.com

Coleman Technologies, Inc.
 20 N. Orange Ave., #300
 Orlando, FL 32801
 Contact: **Kirk M. Sawyer**
 CFO and VP, Business Operations
ksawyer@ctiusa.com

CompServ, Inc.
 2325 Ulmerton Road, Suite 16
 Clearwater, FL 33762
 Contact: **David Duff**
 Director of Sales

Compuquip Technologies
 8399 N.W. 30th Terrace
 Miami, FL 33122
 Contact: **Jerol Ayasun**
 Government and Education
 Representative
Jayasun@compuquip.com

Dimension Data
 28050 U.S. Highway 19
 Clearwater, FL
 Contact:
Miguel Falla
 Regional Manager
Miguel.Falla@us.didata.com

<p>Dyntek Services, Inc. 34705 West 12 Mile Road Suite 300 Farmington Hills, MI 48331 Contact: Wade Stevenson VP Finance Reporting Contact (if different): Rick Carducci Purchasing Manager Rick.carducci@dyntek.com</p>
<p>Empire Computing and Consulting, Inc. 555 West Granada Blvd. #A8 Ormond Beach, FL 32174 Contact: David Campos Jr. CEO</p>
<p>Forsythe Solutions Group 7500 Frontage Road Skokie, IL 60077 Contact: Robert D. Dvorak Senior VP</p>
<p>Hayes Computer Systems 1355 Thomaswood Drive Tallahassee, FL 32308 Contact: Karen H. Martinoff President/CEO</p>
<p>HP Keith Magee Solution Manager, Americas CRM Practice HP Consulting & Integration Richardson, TX 75080 972-497-2609 972-497-2140 fax Keith.Magee@hp.com</p>
<p>IBM Corporation 1133 Westchester Avenue White Plains, NY 10604 Contact: William Young Alliance Manager Integrated Technology Services wfyong@us.ibm.com</p>
<p>IKON Office Solutions 2524 Cathay Court Tallahassee, FL Contact: William R. Merchant Jr. General Manager bmerchant@ikon.com</p>
<p>Infinity Software Development, Inc. 3522 Thomasville Road, Suite 200 Tallahassee, FL 32309-3488 Contact: Chapin Frazee Senior VP</p> <p>Reporting Contact (if different) Nelson Munn munnn@infinity-software.com 850-383-1011</p>
<p>Insight Public Sector, Inc. 4433 Brookfield Corporate Drive, Chantilly, VA 20151 Contact: Elise E. Snight Director, Programs</p> <p>Reporting Contact (if different): Leda Keller Shih</p>

Jaue Kelley-Smith Contract Specialist Jkelley@insight.com
JDL Technologies, Inc. 5555 West 78 th Street Suite E Edina, Minnesota 55439 Contact: Thomas J. Lapping President and CEO Reporting Contact (if different): Melisa Johnson, Sr. Admin mjohnson@jdltech.com
Kent Technologies 24017 Productions Circle Bonita Springs, Florida 34135 Contact: Thomas Esch President Contact (if different): Thomas Esch tesch@kenttech.com
Key Government Finance 1000 South McCaslin Blvd Superior, CO 80027 Contact: John Romano 954-535-5040 jromano@cisco.com
Metalloy Industries, Inc. 13101 Rachael Blvd. Alachua, FL 32615 Contact: David Blumberg VP of Sales dablumberg@metalloy.com
NetAge, Inc. 9951 Atlantic Blvd., Suite 310 Jacksonville, Florida 32225 Contact Guru Halady President Reporting Contact (if different) Guru Halady ghalady@netageinc.com
NeTeam Corporation 3500 Embassy Parkway, Suite 150 Akron, Ohio 44333 Contact: Patrick O'Brien CEO Reporting Contact (if different): Brian Gilbert Vice President of Sales bgilbert@neteam.com
NetTech Consultants 13400 Sutton Park Drive South Suite 901 Jacksonville, Florida 32224 Contact: William P. Miller, President Reporting Contact (if different) David Whitsett dwhitsett@nettechconsultants.com
NextiraOne, LLC 2800 Post Oak Blvd.

Houston, Texas 77056
Contact: Randy M. Okins
Director of Contracts

Reporting Contact (if different):
Kathryn Schram
Sales Specialist
Kathryn.Schram@NextiraOne.com

Optimus Solutions
22 Technology Parkway South
Norcross, Georgia 30092
Contact: Andy Rickman
Business Development Manager

Reporting Contact (if different):
Andy Rickman
arickman@optimussolutions.com

PCM Networking
3510 North Lockwood Ridge Road
Sarasota, Florida 34234
Contact: Greg S. Sloan
President

Reporting Contact (if different)
Ron Lay, V.P. Sales
ron.lay@pcmnetworking.com
941-351-8279

Pomeroy Computer Resources
3740 St. Johns Bluff Rd., So., Ste 19
Jacksonville, FL 32224
Contact: Thomas R. DeTardo
Branch Manager

Presidio Corporation *CM*
5100 J Philadelphia Way
Lanham, MD 20706
Contact: Jackie Arnett
Executive Director
jarnett@presidio.com

Prosys Information Systems, Inc.
13876 S.W. 119th Ave.
Miami, FL 33186
Contact: Glenn Anthony
Business Development Mgr – Gov't. and Education
ganthony@prosys.com

Ronco Communications & Electronics, Inc.
5453 W. Waters Avenue, Suite 101
Tampa, FL 33634
Contact: Thomas R. Lippard III
Vice President

Reporting Contact (if different):
Bob Keidel
Executive Account Manager
(813) 880-0490
rkeidel@ronco.net

FEIN #: 160905768

Sarcom
8337-A Green Meadows Drive N.
Lewis Center, Ohio 43035
Contact David B. Wells
Enterprise Service Manager

Reporting Contact (if different)
 Maria Longsworth, Operations Manager
maria.longsworth@sarcom.com

SBC DataComm, Inc.
 8875 Hidden River Parkway,
 Suite 300
 Tampa, FL 33637
 Contact: Steve Grossman
 Regional Sales Director
steve.grossman@sbc.com
 813-975-7171

Siemens Information and Communication Networks, Inc.
 900 Broken Sound Parkway NW
 Boca Raton, FL 33487
 Contact: Pete Olavarria
 Subcontracts Manager
 FedID number: 52-2122392

Reporting Contact (if different):
 Deborah Alvarado
 Sr. Office Administrator
debbi.alvarado@icn.siemens.com
 407-661-2258

Solarcom LLC
 One Sun Court
 PO Box 926020
 Norcross, GA 30092
 Contact: Robert Spessard
 Executive VP Sales

Reporting Contact (if different)
 Jim Sheldon
 904-680-3181
 904-680-3146
 888-377-9562-FAX
JSheldon@solarcom.com

Sprint – Florida
 151 Southhall Lane
 Maitland, FL 32371
 Contact: R. Bruce Young
 Director of Sales
 Reporting Contact (if different):
 Richard Hartsfield
 Government Specialist
richard.c.hartsfield@mail.sprint.com

Strategic Solutions of SW FL, Inc.
 dba Strategic Technology Solutions
 10241 Metro Parkway, Suite 112
 Ft. Myers, Florida 33912
 Contact Marc C. Farron
 President

Reporting Contact (if different)
 Don Paolino
 Director/Business Development
don.paolino@strategictechsolutions.com

Verizon Florida Inc.
 1907 US Highway 301 N.
 Tampa, FL 33619
 Contact: Carl Holler
 Branch Sales Engineering Mgr.
 Reporting Contact (if different):
 Rich Sterenczak
 Corporate Account Manager
Rich.Sterenczak@verizon.com

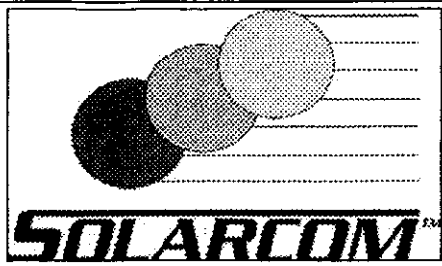
Veytec, Inc.
3855 Saint Valentine Way
Orlando, FL 32811
Contact: Floyd E. Henson
President
Reporting Contact (if different):
Wayne Dear
407-849-6391
wdear@Veytec.com

WAVEnet Technologies, Inc.
106 E. Gregory Street
Pensacola, FL 32501
Contact: Michael Catanese
President
Reporting Contact (if different):
Melissa Pettijohn
mpettijohn@wavenet.cc

Wysiwyg, The Computer Center
7260 NW 58th Street
Miami, FL 33166
Contact: Margaret Morris
President

Reporting Contact (if different):
Rene Murillo
General Manager
rmurillo@wysiwygitc.com

Custom Solution for
Lee County



Presented to: Tony Cail
 Prepared by: Jim Sheldon
 Phone: 904 680-3146
 Fax: 904 680-3181
 Email: jsheldon@solarcom.net

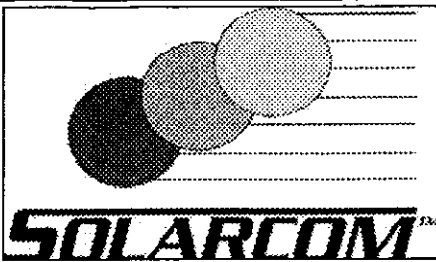
Attachments	
Sales Agreement	
Scope of Work	
Lease Proposal	

Line	Qty.	Part #	Description	Price	Ext. Price
1	4	WS-C3560-24PS-E	Catalyst 3560 24 10/100 PoE + 2 SFP Enhanced Image	3,937.20	15,748.80
2	4	CAB-AC	Power Cord,110V	0.00	0.00
3	8	CON-SNT-356024PE	SMARTNET 8X5XNBD Catalyst 3560 24 10/100	343.90	2,751.20
4				0.00	0.00
5	8	GLC-SX-MM=	GE SFP, LC connector SX transceiver	340.00	2,720.00
6				0.00	0.00
7	4	SUA1500RM2U	APC Smart-UPS RM 1500VA USB & SERIAL 163 min	617.41	2,469.64
8				0.00	0.00
9				0.00	0.00
10				0.00	0.00
11				0.00	0.00
12				0.00	0.00
13				0.00	0.00
14				0.00	0.00
15				0.00	0.00
16				0.00	0.00
17				0.00	0.00
18				0.00	0.00
19				0.00	0.00
TOTAL					23,689.64

Additional Comments:
 Cisco Rep J.D. Hunt
 State Contract Number 250-000-03-1

Prices quoted are subject to change without notice.
 Figures shown do not include sales tax & delivery.
 Professional Services are an estimate and require a signed Scope of Work or Work Order.
 Final Order Placement is subject to credit approval and acceptance of a Solarcom Sales or Lease Agreement

Order Acceptance	
Signature	_____
Name	_____
Title	_____
Date	_____



**Custom Solution for
Lee County**

Presented to: Tony Cail
 Prepared by: Jim Sheldon
 Phone: 904 680-3146
 Fax: 904 680-3181
 Email: jsheldon@solarcom.net

Attachments

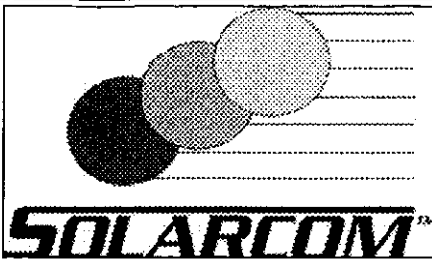
Sales Agreement _____
 Scope of Work _____
 Lease Proposal _____

Line	Qty.	Part #	Description	Price	Ext. Price
1	5	WS-C3560-48PS-E	Catalyst 3560 48 10/100 PoE + 4 SFP Enhanced Image	5,773.20	28,866.00
2	5	CAB-AC	Power Cord,110V	0.00	0.00
3	10	CON-SNT-356048PE	SMARTNET 8X5XNBD Catalyst 3560 48 10/100	484.50	4,845.00
4	20	GLC-SX-MM=	GE SFP, LC connector SX transceiver	340.00	6,800.00
5				0.00	0.00
6	5	SU2200RMXL3U	APC Smart-UPS RM 2200VA XL 231 min	1,090.46	5,452.28
7				0.00	0.00
8				0.00	0.00
9				0.00	0.00
10				0.00	0.00
11				0.00	0.00
12				0.00	0.00
13				0.00	0.00
14				0.00	0.00
15				0.00	0.00
16				0.00	0.00
17				0.00	0.00
18				0.00	0.00
19				0.00	0.00
TOTAL					45,963.28

Additional Comments:
 Cisco Rep J.D. Hunt
 State Contract Number 250-000-03-1

*Prices quoted are subject to change without notice.
 Figures shown do not include sales tax & delivery.
 Professional Services are an estimate and require a signed Scope of Work or Work Order.
 Final Order Placement is subject to credit approval and acceptance of a Solarcom Sales or Lease Agreement*

Order Acceptance	
Signature	_____
Name	_____
Title	_____
Date	_____



**Custom Solution for
Lee County**

Presented to: Tony Cail
 Prepared by: Jim Sheldon
 Phone: 904 680-3146
 Fax: 904 680-3181
 Email: jsheldon@solarcom.net

Attachments

Sales Agreement	
Scope of Work	
Lease Proposal	

Line	Qty.	Part #	Description	Price	Ext. Price
1	1	WS-C4506	Catalyst 4500 Chassis (6-Slot),fan, no p/s	3,396.60	3,396.60
2	1	PWR-C45-2800ACV	Catalyst 4500 2800W AC Power Supply with Inline Powe	1,356.60	1,356.60
3	1	PWR-C45-2800ACV/2	Catalyst 4500 2800W AC Power Supply with Inline Powe	1,356.60	1,356.60
4	2	CAB-AC-2800W-TWLK	U.S. Power Cord, Twist Lock, NEMA 6-20 Plug	0.00	0.00
5	1	WS-X4515	Catalyst 4500 Supervisor IV (2 GE),Console(RJ-45)	8,156.60	8,156.60
6	1	S4KL3K91-12218EW	Cisco IOS BASIC L3 Cat4500 SUP2+/4/5,3DES(RIP,St.F	0.00	0.00
7	3	WS-X4248-RJ45V	Catalyst 4500 PoE 802.3af 10/100, 48-Ports (RJ45)	4,416.60	13,249.80
8	2	WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	340.00	680.00
9	2	CON-SNTP-WS-C4506	24x7x4 Svc^for Catalyst 4506R Series Modular Switch	2,675.20	5,350.40
10	1	SU2200RMXL3U	APC Smart-UPS RM 2200VA XL 231 min	1,090.46	1,090.46
11				0.00	0.00
12				0.00	0.00
13				0.00	0.00
14				0.00	0.00
15				0.00	0.00
16				0.00	0.00
17				0.00	0.00
18				0.00	0.00
19				0.00	0.00
TOTAL					34,637.06

Additional Comments:
 Cisco Rep J.D. Hunt
 State Contract Number 250-000-03-1

*Prices quoted are subject to change without notice.
 Figures shown do not include sales tax & delivery.
 Professional Services are an estimate and require a signed Scope of Work or Work Order.
 Final Order Placement is subject to credit approval and acceptance of a Solarcom Sales or Lease Agreement*

Order Acceptance	
Signature	_____
Name	_____
Title	_____
Date	_____