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PURCHASING DEPARTMENT

441 Canton Hwy
Phone: 770-781-6603

Cumming, GA 30040
Fax: 770-888-0222

January 22, 2020

Lockstep Technology Group
2180 Satellite Blvd., Ste 400
Duluth, GA 30097
Attn: James Harden

Dear Mr. Harden:

This is to advise you that your company has been awarded a renewal contract from our **RFP# P16-06, Network Switching Infrastructure**. The effective date of this contract is January 25, 2020 and terminates on January 24, 2021.

This award is in accordance with the original terms and conditions of the contract and with your attached pricing to remain firm for the entire contract period. This award letter is not an official order.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson
Director of Procurement Services

cc: Mike Evans, Chief Technology & Information Officer
Tim Fleming, Director of Technology Services

191230 Extreme Contract RFP P16-06 Extension 2020

Quote #009790 v1

Prepared For:

Forsyth County Schools
 Tim Fleming
 1120 Dahlonga Hwy.
 Cumming, GA 30040

P: (770) 887-2461
E: tfleming@forsyth.k12.ga.us

Prepared By:

Lockstep Technology Group
 James Harden
 4550 River Green Parkway Suite 120
 Duluth, GA 30096

P: 917-414-7348
E: jharden@lockstepgroup.com

Date Issued:

01.03.2020

Expires:

01.29.2020

Network Switching		Price	Qty	Ext. Price
16173	X450-G2-24p-GE4-Base	\$1,570.67	1	\$1,570.67
16175	X450-G2-48p-GE4-Base	\$2,764.00	1	\$2,764.00
16177	X450-G2-24p-10GE4-Base	\$2,112.89	1	\$2,112.89
16179	X450-G2-48p-10GE4-Base	\$3,577.78	1	\$3,577.78
16705	X460-G2-24x-10GE4 Base Unit	\$4,176.89	1	\$4,176.89
16706	X460-G2-48x-10GE4 Base Unit	\$5,804.00	1	\$5,804.00
16718	X460-G2-24p-GE4 Base Unit	\$2,172.89	1	\$2,172.89
16719	X460-G2-48p-GE4 Base Unit	\$3,583.11	1	\$3,583.11
16703	X460-G2-24p-10GE4 Base Unit	\$2,983.56	1	\$2,983.56
16704	X460-G2-48p-10GE4 Base Unit	\$4,393.78	1	\$4,393.78
17310	Summit X670-G2-48X-4Q Base Unit	\$10,480.89	1	\$10,480.89
Subtotal:				\$43,620.46

Additional Switches		Price	Qty	Ext. Price
	ExtremeSwitching X465			
X465-24MU-24W-B2	ExtremeSwitching X465-24MU-24W Bundle includes X465-24MU-24W and one 2000W AC PSU FB (XN-ACPWR-2000W-F)	\$8,308.89	1	\$8,308.89
X465-24MU-24W-B1	ExtremeSwitching X465-24MU-24W Bundle includes X465-24MU-24W and one 1100W AC PSU FB -10941	\$7,817.78	1	\$7,817.78
X465-24MU-B2	ExtremeSwitching X465-24MU Bundle includes X465-24MU and one 2000W AC PSU FB (XN-ACPWR-2000W-F)	\$7,331.11	1	\$7,331.11
X465-24MU-B1	ExtremeSwitching X465-24MU Bundle includes X465-24MU and one 1100W AC PSU FB -10941	\$6,840.00	1	\$6,840.00
X465i-48W	ExtremeSwitching X465 Insight model with 48 10/100/1000Mb FDX/HDX MACSEC capable ports 802.3bt Type 4 PoE includes fans EXOS Advanced Edge 1 VIM5 SLOT 2 PSU slots rack mount kit	\$6,280.00	1	\$6,280.00
X465i-48W-B1-S1	ExtremeSwitching X465i-48W Bundle includes X465i-48W 120GB SSD and one 1100W AC PSU FB -10941	\$7,964.00	1	\$7,964.00
X465i-48W-B2-S1	ExtremeSwitching X465i-48W Bundle includes X465i-48W 120GB SSD and one 2000W AC PSU FB (XN-ACPWR-2000W-F)	\$8,443.11	1	\$8,443.11
X465-48P-B1	ExtremeSwitching X465-48P Bundle includes X465-48P and one 1100W AC PSU FB -10941	\$5,620.00	1	\$5,620.00
X465-24XE	ExtremeSwitching X465 with 24 1/10Gb SFP+ LRM and MACSEC capable ports includes fan modules EXOS Advanced Edge 1 VIM5 slot 2 PSU slots rack mount kit	\$6,990.67	1	\$6,990.67

Additional Switches		Price	Qty	Ext. Price
X465-24XE-B3	ExtremeSwitching X465-24XE Bundle includes X465-24XE and one 350W AC PSU FB -10953	\$7,331.11	1	\$7,331.11
X465-24W-B2	ExtremeSwitching X465-24W Bundle includes X465-24W and one 2000W AC PSU FB (XN-ACPWR-2000W-F)	\$4,886.67	1	\$4,886.67
X465-24W-B1	ExtremeSwitching X465-24W Bundle includes X465-24W and one 1100W AC PSU FB -10941	\$4,395.56	1	\$4,395.56
X465-24S	ExtremeSwitching X465 with 24 100/1000Mb SFP ports includes fan modules EXOS Advanced Edge 1 VIM5 slot 2 PSU slots rack mount kit	\$3,812.89	1	\$3,812.89
X465-48W-B2	ExtremeSwitching X465-48W Bundle includes X465-48W and one 2000W AC PSU FB (XN-ACPWR-2000W-F)	\$7,086.67	1	\$7,086.67
X465-48W-B1	ExtremeSwitching X465-48W Bundle includes X465-48W and one 1100W AC PSU FB -10941	\$6,617.78	1	\$6,617.78
X465-24S-B3	ExtremeSwitching X465-24S Bundle includes X465-48S and one 350W AC PSU FB -10953	\$4,153.33	1	\$4,153.33
X465-48T-B3	ExtremeSwitching X465-48T Bundle includes X465-48T and one 350W AC PSU FB -10953	\$4,886.67	1	\$4,886.67
	ExtremeSwitching X480			
16303	24 100/1000BASE-X unpopulated SFP 12 10/100/1000BASE-T (shared) 2 unpopulated XFP ports No PSU with two unpopulated PSU slots one VIM2 slot ExtremeXOS Advanced Edge license	\$7,582.67	1	\$7,582.67
16304	48 100/1000BASE-X unpopulated SFP No PSU with two unpopulated PSU slots one VIM2 slot ExtremeXOS Advanced Edge license	\$9,413.78	1	\$9,413.78
	ExtremeSwitching X590			
16795	ExtremeSwitching X590 ExtremeXOS Core license upgrade from Advanced Edge	\$1,152.00	1	\$1,152.00
16790	ExtremeSwitching X590 base unit with 24 1Gb/10Gb SFP+ ports 1 10Gb/40Gb QSFP+ port 2 10Gb/25Gb/40Gb/50Gb/100Gb capable QSFP28 ports 2 unpopulated power supplies slots 4 unpopulated fan module slots ExtremeXOS Advanced Edge License	\$5,560.44	1	\$5,560.44
16791	ExtremeSwitching X590 base unit with 24 100Mb/1Gb/10GBASE-T ports 1 10Gb/40Gb QSFP+ port 2 10Gb/25Gb/40Gb/50Gb/100Gb capable QSFP28 ports 2 unpopulated power supplies slots 4 unpopulated fan module slots ExtremeXOS Advanced Edge License	\$7,323.11	1	\$7,323.11
	ExtremeSwitching X690			
17350	X690 base unit with 48 1Gb/10Gb SFP+ ports 2 10Gb/40Gb QSFP+ ports 4 10Gb/25Gb/40Gb/50Gb/100Gb capable QSFP28 ports 2 unpopulated power supplies slots 6 unpopulated fan module slots ExtremeXOS Advanced Edge License	\$10,575.56	1	\$10,575.56
17360	X690 base unit with 48 1Gb/10GBASE-T ports 2 10Gb/40Gb QSFP+ ports 4 10Gb/25Gb/40Gb/50Gb/100Gb capable QSFP28 ports 2 unpopulated power supplies slots 6 unpopulated fan module slots ExtremeXOS Advanced Edge License	\$13,016.44	1	\$13,016.44
Subtotal:				\$163,390.24

Stacking Modules		Price	Qty	Ext. Price
16713	Summit X460-G2 VIM-2ss	\$322.67	1	\$322.67
16710	Summit X460-G2 VIM-2q	\$1,353.33	1	\$1,353.33
Subtotal:				\$1,676.00

Power Supplies and Power Cord		Price	Qty	Ext. Price
10930A	300W AC Power Supply Module for Summit X460 X460-G2 & E4G-400 Series Switches	\$268.44	1	\$268.44
10951	715W AC Power Supply Module - Front to Back Airflow	\$485.33	1	\$485.33
10941	1100 Watt AC PoE Power Supply Module for Summit X460-G2 & X450-G2 Series Switches with Front-to-Back Airflow	\$573.33	1	\$573.33
10099	Power Cord 13A USA NEMA 5-15 IEC320-C15	\$12.89	1	\$12.89
10925	550W AC Power Supply Module for Summit Switches Front-to-Back Airflow	\$322.67	1	\$322.67
10061	Power Cord 10A NEMA 5-15P IEC320-C13	\$8.00	1	\$8.00
10923	RPS-500p External PoE Redundant Power Supply Unit 500 Watts with Cable Power Cord Ordered Separately	\$520.89	1	\$520.89
5601313-U1	Power Cord 13A NEMA 5-15P C13	\$12.89	1	\$12.89
SSA-FB-AC-PS-B	S-Series Standalone (SSA180 Front to Back) - AC Power Supply 15A 100-240VAC Input I/O Side Intake	\$330.67	1	\$330.67
Subtotal:				\$2,535.11

Fan Module		Price	Qty	Ext. Price
10945	Fan Module Front to Back Airflow	\$160.00	1	\$160.00
17111	Fan Module Front to Back Airflow	\$268.44	1	\$268.44
Subtotal:				\$428.44

Licenses and Subscription		Price	Qty	Ext. Price
16421	SX460 Advanced Edge License - VOUCHER	\$458.22	1	\$458.22
16422	SX460 Core Lic from Edge License - VOUCHER	\$1,380.00	1	\$1,380.00
97000-X460CORE	EW Software and TAC for 16422 COTERM: This Year Term: 365 Days	\$211.00	1	\$211.00
16423	SX460 Core License from Adv Edge - VOUCHER	\$919.11	1	\$919.11
97000-16423	EW Software and TAC - 16423 COTERM: This Year Term: 365 Days	\$211.00	1	\$211.00
17131	Summit X670 Series Core License - VOUCHER	\$2,762.67	1	\$2,762.67
97000-17131	EW Software and TAC - 17131 COTERM: This Year Term: 365 Days	\$345.00	1	\$345.00
17134	Summit X670 OpenFlow FeaturePack - VOUCHER	\$2,664.44	1	\$2,664.44
97000-17134	EW Software and TAC - 17134 COTERM: This Year Term: 365 Days	\$268.00	1	\$268.00
97003-S20097	EW Software Subscription - S20097 COTERM: This Year Term: 365 Days	\$16,377.00	1	\$16,377.00
97003-S20099	EW Software Subscription - S20099 COTERM: This Year Term: 365 Days	\$4,378.00	1	\$4,378.00
97003-S20098	EW Software Subscription - S20098 COTERM: This Year Term: 365 Days	\$1,560.00	1	\$1,560.00
97004-A10148	EW NBD AHR - A10148 COTERM: This Year Term: 365 Days	\$2,048.00	1	\$2,048.00
97003-S20101	EW Software Subscription - S20101 COTERM: This Year Term: 365 Days	\$1,936.00	1	\$1,936.00
97003-S20100	EW Software Subscription - S20100 COTERM: This Year Term: 365 Days	\$7,483.00	1	\$7,483.00
97004-A10155	EW NBD AHR - A10155 COTERM: This Year Term: 365 Days	\$4,211.00	1	\$4,211.00
97004-H30732	EW NBD AHR - H30732 COTERM: This Year Term: 365 Days	\$1,246.00	1	\$1,246.00
PV-FPM-100K	Purview License - 100K Flows/Minute - VOUCHER	\$11,108.89	1	\$11,108.89
97003-S20245	EW Software Subscription - S20245 COTERM: This Year Term: 365 Days	\$5,577.00	1	\$5,577.00

Licenses and Subscription		Price	Qty	Ext. Price
PV-FPM-500K	Purview License - 500K Flows/Minute - VOUCHER	\$44,442.22	1	\$44,442.22
PV-FPM-1M	Purview License - 1M Flows/Minute - VOUCHER	\$66,664.44	1	\$66,664.44
PV-FPM-3M	Purview License - 3M Flows/Minute - VOUCHER	\$111,108.89	1	\$111,108.89
97003-S20247	EW Software Subscription - S20247 COTERM: This Year Term: 365 Days	\$54,708.00	1	\$54,708.00
97004-87100	EW NBD AHR - 87100 COTERM: This Year Term: 365 Days	\$2,415.00	1	\$2,415.00
97004-87101	EW NBD AHR - 87101 COTERM: This Year Term: 365 Days	\$3,718.00	1	\$3,718.00
Subtotal:				\$348,200.88

Stacking cables, SFPs, SFP+, passive and active cable		Price	Qty	Ext. Price
10059	100BASE-BX-U Bi-direction Downstream SFP Module SMF 10km Link LC-Connector for Fast Ethernet SFP Port	\$235.11	1	\$235.11
10060	Mini-GBIC SFP Dual-Speed 100 FX / 1000 LX LC Connector	\$294.22	1	\$294.22
10063	Mini-GBIC SFP 100FX MMF LC Connector	\$146.22	1	\$146.22
10065	10/100/1000bASE-t MINI-gbic	\$195.56	1	\$195.56
10066	100base Ix10 MINI-gbic	\$146.22	1	\$146.22
10067	100BASE-FX SFP Module MMF 2km Link LC-Connector for Fast Ethernet SFP Port	\$74.22	1	\$74.22
10301	10 Gigabit Ethernet SFP Module 850nm MMF 26-300m Link LC Connector	\$591.11	1	\$591.11
10302	10 Gigabit Ethernet SFP Module 1310nm SMF 10km Link LC Connector	\$986.67	1	\$986.67
10303	10 Gigabit Ethernet SFP Module 1310nm MMF 220m Link LC Connector	\$865.78	1	\$865.78
10304	10 Gigabit Ethernet SFP Passive Cable Assembly 1m Length	\$65.78	1	\$65.78
10305	10 Gigabit Ethernet SFP Plus Passive Cable Assembly 3m Length	\$90.22	1	\$90.22
10306	10 Gigabit Ethernet SFP Plus Passive Cable Assembly 5m Length	\$108.89	1	\$108.89
10307	10 Gigabit Ethernet SFP Plus Passive Cable Assembly 10m Length	\$130.67	1	\$130.67
10309	10 Gigabit Ethernet SFP Module 1550nm SMF 40km Link LC Connector	\$2,965.33	1	\$2,965.33
10310	10 Gigabit Ethernet SFP Module 1550nm SMF 80km LC Connector	\$6,427.11	1	\$6,427.11
10311	0.5m QSFP Plus Passive Copper Cable	\$135.56	1	\$135.56
10312	40 Gigabit Ethernet QSFP Plus Passive Copper Cable Assembly 1m Length	\$183.67	1	\$183.67
10313	40 Gigabit Ethernet QSFP Plus Passive Copper Cable Assembly 3m Length	\$268.44	1	\$268.44
10315	40 Gigabit Ethernet QSFP-Active Optical Cable Assembly 10m Length	\$540.00	1	\$540.00
10316	20m QSFP Plus Active Optical Cable	\$702.67	1	\$702.67
10318	40 Gigabit Ethernet QSFP Plus Active Optical Cable Assembly 100m Length	\$1,353.33	1	\$1,353.33
10319	40 Gigabit Ethernet QSFP- SR4 Optical Module MPO Connector 100m Link Length	\$986.67	1	\$986.67
10320	40 Gigabit Ethernet QSFP LR4 Optical Module LC Connectors 10km SMF Link Length	\$7,911.11	1	\$7,911.11
10323	5m QSFP Plus Passive Copper Cable	\$377.33	1	\$377.33
10326	QSFP LR4 Parallel Single Mode (PSM) MPO Connector 10km SMF	\$3,459.56	1	\$3,459.56
16105	Stacking Cable 5.0M	\$259.11	1	\$259.11

Stacking cables, SFPs, SFP+, passive and active cable		Price	Qty	Ext. Price
16106	Stacking Cable 0.5M	\$102.22	1	\$102.22
16107	Stacking Cable 1.5M	\$154.67	1	\$154.67
16108	Stacking Cable 3M	\$207.11	1	\$207.11
10051H	1000BASE-SX SFP MMF 220 & 550 Meters LC Connector Industrial Temp	\$244.89	1	\$244.89
10052H	1000BASE-LX SFP MMF 220 & 550 Meters SMF 10km LC Connector Industrial Temp	\$492.44	1	\$492.44
10053H	1000BASE-ZX SFP SMF 70km LC Connector Industrial Temp	\$1,976.00	1	\$1,976.00
10056H	1000BASE-BX-D SFP 1490-nm TX/1310-nm RX Wavelength Industrial Temp	\$543.56	1	\$543.56
10057H	1000BASE-BX-U SFP 1310-nm TX/1490-nm RX Wavelength Industrial Temp	\$543.56	1	\$543.56
10070H	10/100/1000BASE-T SFP Module CAT5 Cable 100m Link RJ45-Connector for Giga Bit Ethernet SFP Port Industrial Temp	\$146.22	1	\$146.22
10071H	1000BASE-SX SFP 10 Pack Industrial Temp	\$1,459.11	1	\$1,459.11
10072H	1000BASE-LX SFP 10 Pack Industrial Temp	\$2,943.11	1	\$2,943.11
10GB-C03-SFPP	10Gb Pluggable Copper Cable Assembly with Integrated SFP Plus Transceivers 3 Meters	\$78.67	1	\$78.67
Subtotal:				\$38,392.12

Purview Network Application Analytics Option		Price	Qty	Ext. Price
PV-A-300-10G-UG	10 Gigabit NIC for PV-A-300	\$2,874.67	1	\$2,874.67
PV-FC-180	Purview APP Sensor 4 SFP Ports	\$8,367.56	1	\$8,367.56
PV-FPM-100K	Purview License - 100K Flows/Minute - VOUCHER	\$11,108.89	1	\$11,108.89
PV-FPM-500K	Purview License - 500K Flows/Minute - VOUCHER	\$44,442.22	1	\$44,442.22
PV-FPM-1M	Purview License - 1M Flows/Minute - VOUCHER	\$66,664.44	1	\$66,664.44
PV-FPM-3M	Purview License - 3M Flows/Minute - VOUCHER	\$111,108.89	1	\$111,108.89
Subtotal:				\$244,566.67

Network Access Control		Price	Qty	Ext. Price
87100	ExtremeControl Appliance IA-A-25 up to 12K ES	\$6,798.22	1	\$6,798.22
87101	ExtremeControl Appliance IA-A-305 up to 24K ES	\$10,983.11	1	\$10,983.11
IA-ES-1K	Identity & Access 1000 End-System License - VOUCHER	\$3,553.33	1	\$3,553.33
IA-ES-3K	Identity & Access 3000 End-System License - VOUCHER	\$9,997.78	1	\$9,997.78
IA-ES-12K	Identity & Access 12000 End-System License - VOUCHER	\$37,775.56	1	\$37,775.56
IA-PA-3K	Posture Assessment 3000 End-System License - VOUCHER	\$4,442.22	1	\$4,442.22
IA-PA-12K	Posture Assessment 12000 End-System License for IA-ES-12K - VOUCHER	\$17,775.56	1	\$17,775.56
Subtotal:				\$91,325.78

Quote Summary	Amount
Network Switching	\$43,620.46
Additional Switches	\$163,390.24
Stacking Modules	\$1,676.00
Power Supplies and Power Cord	\$2,535.11
Fan Module	\$428.44
Licenses and Subscription	\$348,200.88
Stacking cables, SFPs, SFP+, passive and active cable	\$38,392.12
Purview Network Application Analytics Option	\$244,566.67
Network Access Control	\$91,325.78
Total	\$934,135.70

State & Local sales tax (when applicable) will be applied upon invoice.

The obligations of both Lockstep Technology Group and the services, payment or other matters specified herein are governed by Lockstep Technology Group's Standard Terms and Conditions (<http://www.lockstepgroup.com/terms>).

Acceptance		
Print Name / Title	Signature	01/03/2020 Date