



## SECTION TWO – PRICING

Price Proposal for each of the following two (2) categories:

Pricing proposal for State agencies, other governmental entities and non-E-rate eligible products/services

Pricing proposal for E-rate eligible products/services

The products listed in this section are meant as an example for comparison purposes and are not an indication of an actual purchase.

Provide the costs as applicable associated with the product/services in your proposal in the following format:

### MANAGED SERVICES

DSI is pleased to offer pricing on Managed Services:

DSI will negotiate the Service Level Agreement with the Participating Agency. Please see our Sample SLA provided in Section Six of the Volume I – Technical Proposal. Basic rates are outlined below:

All pricing is inclusive of the 1% administration fee.

All pricing is in U.S. dollars

SW = Switch/Router

AP= Access Point

Network Management Price Structure	Monthly Recurring Cost(s) State Agencies & Other Interlocal Entities	Monthly Recurring Cost(s) E-rate Eligible
Per Device	Switch/Router = \$24.00* Access Point = \$12.00*	Switch/Router = \$24.00* Access Point = \$12.00*
Per User	N/A	N/A
Tiered – By students, AP's, Sites, etc.	N/A	N/A

\*Minimum of 50 devices are required for managed services.



**SAMPLE OF LIKE-PRODUCTS FOR COMPARABLE COST EVALUATIONS**

Due to expansive catalog offerings, a sample of like-products will be used for comparable cost evaluations. DSI is offering E-rate and non-E-rate eligible Cisco Products and Services available from the Global Price List. DSI has provided a Bill of Material (BOM) on the following pages to exemplify a representative product of each product type and pricing based on E-rate and Non-E-rate eligibility.

Equipment Category	Number of Years warranty Included	Current List Price per unit	Cost = % off List State Agencies & Other Interlocal Entities	Discounted per unit Cost - State & Other Interlocal Entities	Cost= % off List E-rate Eligible Products	Discounted per unit Cost of E-rate Eligible Products
Access Points	1	\$1,095.00	40%	\$657.00	52%	\$525.00
Antennas, Cabling, Connectors & Related	1	\$39.00	40%	\$23.40	52%	\$18.72
Caching	1	\$44,500.00	40%	\$26,700.00	52%	\$21,360.00
Firewall Services & Components	1	\$995.00	40%	\$597.00	52%	\$477.60
Switches	1	\$7,995.00	40%	\$4,797.00	52%	\$3837.60
Routers	1	\$1,195.00	40%	\$717.00	52%	\$573.60
Racks	2	\$252.00	38%	\$156.24	38%	\$156.24
UPS/Battery Back Up	2	\$4458.60	38%	\$2,764.33	38%	\$2,764.33
Wireless Controller Systems	1	\$24,745.00	40%	\$14,847.00	52%	\$11,877.60
Software supporting each component	1	\$7,169.00	16%	\$6,021.96	32%	\$4874.92

Design and Implementation Services – One time charges	State Agencies & Other Interlocal Entity Services	E-Rate Eligible Services
Hourly not-to-exceed rate:	\$250.00	\$250.00



**SAMPLE OF LIKE-PRODUCTS – E-RATE ELIGIBLE -BOM**

Part Number	Description	Service Duration (Months)	Lead Time	Unit List Price	Qty	Unit Net Price	Disc(%)	Extended Net Price
<b>Access Points</b>								
AIR-AP1852E-B-K9	802.11ac Wave 2; 4x4:4SS; Ext Ant; B	---	14	1,095.00	1	525.60	52.00	525.60
CON-SNT-AIRAP52E	SNTC-8X5XNBD 802.11ac Wave 2;	12	N/A	44.00	1	29.92	32.00	29.92
SW1850-CAPWAP-K9	Cisco Aironet 1850 Series CAPWAP	---	14	0.00	1	0.00	52.00	0.00
AIR-AP-BRACKET-1	802.11n AP Low Profile Mounting	---	14	0.00	1	0.00	52.00	0.00
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs -	---	14	0.00	1	0.00	52.00	0.00
<b>Antennas, Cabling, Connectors &amp; Related</b>								
AIR-ANT2524DW-R	2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant.,	---	14	39.00	1	18.72	52.00	18.72
<b>Caching</b>								
ISR4451-X-AX/K9	Cisco ISR 4451 AX Bundle with APP	---	14	24,000.00	1	11,520.00	52.00	11,520.00
CON-SSSNT-ISR4X51X	SOLN SUPP 8X5XNBD Cisco ISR	12	N/A	3,240.00	1	2,203.20	32.00	2,203.20
WAAS-RTU-2500U6K	Upgrade 2500 WAAS connection RTU	---	14	12,000.00	1	5,760.00	52.00	5,760.00
SL-1300-AKC	Lic Cisco IWAN w/ Akamai Connect for	---	14	3,500.00	1	1,680.00	52.00	1,680.00
CON-ECMUS-AK1300	SOLN SUPP SWSS Lic Cisco IWAN w	12	N/A	140.00	1	95.20	32.00	95.20
SL-44-IPB-K9	IP Base License for Cisco ISR 4400	---	14	0.00	1	0.00	52.00	0.00
PWR-4450-AC	AC Power Supply for Cisco ISR 4450	---	14	0.00	1	0.00	52.00	0.00
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	52.00	0.00
POE-COVER-4450	Cover for empty POE slot on Cisco ISR	---	14	0.00	2	0.00	52.00	0.00
WAAS-RTU-2500	WAAS and VWAAS Right to Use for	---	14	0.00	1	0.00	52.00	0.00
CON-ECMUS-WS2500	SOLN SUPP SWSS WAAS and VWAAS	12	N/A	90.00	1	61.20	32.00	61.20
ISRWAAS-RTU-2500	ISRWAAS RTU for 2500 connections	---	14	0.00	1	0.00	52.00	0.00
NIM-BLANK	Blank faceplate for NIM slot on Cisco	---	14	0.00	2	0.00	52.00	0.00
SM-S-BLANK	Removable faceplate for SM slot on	---	14	0.00	2	0.00	52.00	0.00
PWR-COVER-4450	Cover for empty 2nd Power Supply slot	---	14	0.00	1	0.00	52.00	0.00
MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400	---	45	0.00	1	0.00	52.00	0.00
SL-44-APP-K9	AppX License for Cisco ISR 4400	---	14	0.00	1	0.00	52.00	0.00
SL-44-SEC-K9	Security License for Cisco ISR 4400	---	14	0.00	1	0.00	52.00	0.00
SISR4400UK9-316S	Cisco ISR 4400 Series IOS XE	---	14	0.00	1	0.00	52.00	0.00
MEM-4400-4GU16G	4G to 16G DRAM Upgrade (8G+8G) for	---	14	0.00	1	0.00	52.00	0.00
MEM-FLASH-8U32G	8G to 32G Compact Flash Memory	---	14	0.00	1	0.00	52.00	0.00
ISR4451XWAAS-200G	ISRWAAS BUN, DRAM 16GB, Flash	---	14	5,000.00	1	2,400.00	52.00	2,400.00
SF-I44-NPE-5.4	Cisco ISRWAAS NPE Software	---	14	0.00	1	0.00	52.00	0.00
NIM-SSD	NIM Carrier Card for SSD Drives	---	14	0.00	1	0.00	52.00	0.00
SSD-SATA-400G	400 GB, SATA Solid State Disk	---	14	0.00	1	0.00	52.00	0.00
<b>Firewall Services &amp; Components</b>								
ASA5506-K9	ASA 5506-X with FirePOWER services,	---	14	995.00	1	477.60	52.00	477.60
CON-SNT-ASA5506K	SNTC-8X5XNBD ASA 5506-X with	12	N/A	119.00	1	80.92	32.00	80.92
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	52.00	0.00
SF-ASA-K-9.6-K8	ASA 9.6 Software image for ASA	---	14	0.00	1	0.00	52.00	0.00
SF-ASA-FP5.4.1-K9	Cisco FirePOWER Software v5.4.1 for	---	14	0.00	1	0.00	52.00	0.00
ASA5506-CTRL-LIC	Cisco ASA5506 Control License	---	14	0.00	1	0.00	52.00	0.00
ASA5506-SSD	ASA 5506-X SSD	---	14	0.00	1	0.00	52.00	0.00
ASA5500-ENCR-K9	ASA 5500 Strong Encryption License	---	14	0.00	1	0.00	52.00	0.00
ASA5506-PWR-AC	ASA 5506-X Power Adaptor	---	14	0.00	1	0.00	52.00	0.00
<b>Switches</b>								
WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W, 2	---	14	7,995.00	1	3,837.60	52.00	3,837.60
CON-SNT-EDUC296P	SNTC-8X5XNBD Catalyst 2960-X 48	12	N/A	504.00	1	342.72	32.00	342.72
CAB-16AWG-AC	AC Power cord, 16AWG	---	28	0.00	1	0.00	52.00	0.00
<b>Routers</b>								
ISR4221/K9	Cisco ISR 4221 (2GE,2NIM,4G	---	91	1,195.00	1	573.60	52.00	573.60
CON-SNT-ISR4221K	SNTC-8X5XNBD Cisco ISR 4221 (2GE,	12	N/A	108.00	1	73.44	32.00	73.44
SL-4220-IPB-K9	IP Base License for Cisco ISR 4220	---	21	0.00	1	0.00	52.00	0.00
PWR-4220-AC	AC Power Supply for Cisco ISR 4220	---	87	0.00	1	0.00	52.00	0.00
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	52.00	0.00
NIM-BLANK	Blank faceplate for NIM slot on Cisco	---	14	0.00	2	0.00	52.00	0.00
<b>Racks</b>								
SR2POST	45U 2-POST OPEN FRM RACK	---	21	252.00	1	156.24	38.00	156.24
<b>UPS/Battery Back Up</b>								
SU5000RT4UHV	5000VA UPS SMART OL 200-240V	---	21	4,458.60	1	2,764.33	38.00	2,764.33
<b>Wireless Controller Systems</b>								
AIR-CT5508-50-K9	5508 Series Controller for up to 50 APs	---	21	24,745.00	1	11,877.60	52.00	11,877.60
CON-SNT-AIRKCT55	SNTC-8X5XNBD 5508 Series	12	N/A	2,924.00	1	1,988.32	32.00	1,988.32
LIC-CT5508-BASE	Base Software License	---	14	0.00	1	0.00	52.00	0.00
CON-ECMU-LICCT8BAS	SWSS UPGRADES Base Software	12	N/A	0.00	1	0.00	32.00	0.00
LIC-CT5508-50	50 AP Base license	---	14	0.00	1	0.00	52.00	0.00
CON-ECMU-LICCT0850	SWSS UPGRADES 50 AP Base	12	N/A	0.00	1	0.00	32.00	0.00
SWC5500K9-80	Cisco Unified Wireless Controller SW	---	14	0.00	1	0.00	52.00	0.00
AIR-PWR-CORD-NA	AIR Line Cord North America	---	14	0.00	1	0.00	52.00	0.00
<b>Software supporting each component</b>								
<b>Included with each sample device</b>								



## SAMPLE OF LIKE-PRODUCTS – NON-E-RATE ELIGIBLE BOM

Part Number	Description	Service Duration (Months)	Lead Time	Unit List Price	Qty	Unit Net Price	Disc(%)	Extended Net Price
<b>Access Points</b>								
AIR-AP1852E-B-K9	802.11ac Wave 2; 4x4:4SS; Ext Ant; B	---	14	1,095.00	1	657.00	40.00	657.00
CON-SNT-AIRAP52E	SNTC-8X5XNBD 802.11ac Wave 2;	12	N/A	44.00	1	36.96	16.00	36.96
SW1850-CAPWAP-K9	Cisco Aironet 1850 Series CAPWAP	---	14	0.00	1	0.00	40.00	0.00
AIR-AP-BRACKET-1	802.11n AP Low Profile Mounting	---	14	0.00	1	0.00	40.00	0.00
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs -	---	14	0.00	1	0.00	40.00	0.00
<b>Antennas, Cabling, Connectors &amp; Related</b>								
AIR-ANT2524DW-R	2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant.,	---	14	39.00	1	23.40	40.00	23.40
<b>Caching</b>								
ISR4451-X-AX/K9	Cisco ISR 4451 AX Bundle with APP	---	14	24,000.00	1	14,400.00	40.00	14,400.00
CON-SSNT-ISR4X51X	SOLN SUPP 8X5XNBD Cisco ISR	12	N/A	3,240.00	1	2,721.60	16.00	2,721.60
WAAS-RTU-2500U6K	Upgrade 2500 WAAS connection RTU	---	14	12,000.00	1	7,200.00	40.00	7,200.00
SL-1300-AKC	Lic Cisco IWAN w/ Akamai Connect for	---	14	3,500.00	1	2,100.00	40.00	2,100.00
CON-ECMUS-AK1300	SOLN SUPP SWSS Lic Cisco IWAN w	12	N/A	140.00	1	117.60	16.00	117.60
SL-44-IPB-K9	IP Base License for Cisco ISR 4400	---	14	0.00	1	0.00	40.00	0.00
PWR-4450-AC	AC Power Supply for Cisco ISR 4450	---	14	0.00	1	0.00	40.00	0.00
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	40.00	0.00
POE-COVER-4450	Cover for empty POE slot on Cisco ISR	---	14	0.00	2	0.00	40.00	0.00
WAAS-RTU-2500	WAAS and WVAAS Right to Use for	---	14	0.00	1	0.00	40.00	0.00
CON-ECMUS-WS2500	SOLN SUPP SWSS WAAS and WVAAS	12	N/A	90.00	1	75.60	16.00	75.60
ISRWAAS-RTU-2500	ISRWAAS RTU for 2500 connections	---	14	0.00	1	0.00	40.00	0.00
NIM-BLANK	Blank faceplate for NIM slot on Cisco	---	14	0.00	2	0.00	40.00	0.00
SM-S-BLANK	Removable faceplate for SM slot on	---	14	0.00	2	0.00	40.00	0.00
PWR-COVER-4450	Cover for empty 2nd Power Supply slot	---	14	0.00	1	0.00	40.00	0.00
MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400	---	45	0.00	1	0.00	40.00	0.00
SL-44-APP-K9	AppX License for Cisco ISR 4400	---	14	0.00	1	0.00	40.00	0.00
SL-44-SEC-K9	Security License for Cisco ISR 4400	---	14	0.00	1	0.00	40.00	0.00
SISR4400UK9-316S	Cisco ISR 4400 Series IOS XE	---	14	0.00	1	0.00	40.00	0.00
MEM-4400-4GU16G	4G to 16G DRAM Upgrade (8G+8G) for	---	14	0.00	1	0.00	40.00	0.00
MEM-FLASH-8U32G	8G to 32G Compact Flash Memory	---	14	0.00	1	0.00	40.00	0.00
ISR4451XWAAS-200G	ISRWAAS BUN, DRAM 16GB, Flash	---	14	5,000.00	1	3,000.00	40.00	3,000.00
SF-I44-NPE-5.4	Cisco ISRWAAS NPE Software	---	14	0.00	1	0.00	40.00	0.00
NIM-SSD	NIM Carrier Card for SSD Drives	---	14	0.00	1	0.00	40.00	0.00
SSD-SATA-400G	400 GB, SATA Solid State Disk	---	14	0.00	1	0.00	40.00	0.00
<b>Firewall Services &amp; Components</b>								
ASA5506-K9	ASA 5506-X with FirePOWER services,	---	14	995.00	1	597.00	40.00	597.00
CON-SNT-ASA5506K	SNTC-8X5XNBD ASA 5506-X with	12	N/A	119.00	1	99.96	16.00	99.96
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	40.00	0.00
SF-ASA-K-9.6-K8	ASA 9.6 Software image for ASA	---	14	0.00	1	0.00	40.00	0.00
SF-ASA-FP5.4.1-K9	Cisco FirePOWER Software v5.4.1 for	---	14	0.00	1	0.00	40.00	0.00
ASA5506-CTRL-LIC	Cisco ASA5506 Control License	---	14	0.00	1	0.00	40.00	0.00
ASA5506-SSD	ASA 5506-X SSD	---	14	0.00	1	0.00	40.00	0.00
ASA5500-ENCR-K9	ASA 5500 Strong Encryption License	---	14	0.00	1	0.00	40.00	0.00
ASA5506-PWR-AC	ASA 5506-X Power Adaptor	---	14	0.00	1	0.00	40.00	0.00
<b>Switches</b>								
WS-C2960X-48FPD-L	Catalyst 2960-X 48 GgE PoE 740W, 2	---	14	7,995.00	1	4,797.00	40.00	4,797.00
CON-SNT-EDUC296P	SNTC-8X5XNBD Catalyst 2960-X 48	12	N/A	504.00	1	423.36	16.00	423.36
CAB-16AWG-AC	AC Power cord, 16AWG	---	28	0.00	1	0.00	40.00	0.00
<b>Routers</b>								
ISR4221/K9	Cisco ISR 4221 (2GE,2NIM,4G	---	91	1,195.00	1	717.00	40.00	717.00
CON-SNT-ISR4221K	SNTC-8X5XNBD Cisco ISR 4221 (2GE,	12	N/A	108.00	1	90.72	16.00	90.72
SL-4220-IPB-K9	IP Base License for Cisco ISR 4220	---	21	0.00	1	0.00	40.00	0.00
PWR-4220-AC	AC Power Supply for Cisco ISR 4220	---	87	0.00	1	0.00	40.00	0.00
CAB-AC	AC Power Cord (North America), C13,	---	14	0.00	1	0.00	40.00	0.00
NIM-BLANK	Blank faceplate for NIM slot on Cisco	---	14	0.00	2	0.00	40.00	0.00
<b>Racks</b>								
SR2POST	45U 2-POST OPEN FRMRACK	---	21	252.00	1	156.24	38.00	156.24
<b>UPS/Battery Back Up</b>								
SU5000RT4UHV	5000VA UPS SMART OL 200-240V	---	21	4,458.80	1	2,764.33	38.00	2,764.33
<b>Wireless Controller Systems</b>								
AIR-CT5508-50-K9	5508 Series Controller for up to 50 APs	---	21	24,745.00	1	14,847.00	40.00	14,847.00
CON-SNT-AIRKCT55	SNTC-8X5XNBD 5508 Series	12	N/A	2,924.00	1	2,456.16	16.00	2,456.16
LIC-CT5508-BASE	Base Software License	---	14	0.00	1	0.00	40.00	0.00
CON-ECMU-LICCT8BAS	SWSS UPGRADES Base Software	12	N/A	0.00	1	0.00	16.00	0.00
LIC-CT5508-50	50 AP Base license	---	14	0.00	1	0.00	40.00	0.00
CON-ECMU-LICCT0850	SWSS UPGRADES 50 AP Base	12	N/A	0.00	1	0.00	16.00	0.00
SWC5500K9-80	Cisco Unified Wireless Controller SW	---	14	0.00	1	0.00	40.00	0.00
AIR-PWR-CORD-NA	AIR Line Cord North America	---	14	0.00	1	0.00	40.00	0.00
<b>Software supporting each component Included with each sample device</b>								



DSI is offering E-rate and non-E-rate eligible Cisco Products and Services available from the Global Price List. Access to the Cisco Global Price List requires registration. However, access is available through the State of Georgia Cisco contract page for your perusal (as a courtesy, DSI has provided a copy of the current Global Price List on the CD):

<http://www.cisco.com/c/en/us/solutions/industries/government/us-government-solutions-services/resources/government-contracts-funding-vehicles/state-local-government-contracts/georgia/georgia-NEIT-1.html>

**The DSI Program Support Team will work directly with the Participating Agency to answer questions, work configuration issues, advise on availability of product special bundling, if available, and price guarantee. Additional discounts may be available based on quantity.**

- **Products:** For Cisco products, including software and accessories, the *minimum, guaranteed* discount that DISYS Solutions, Inc., will provide is 40% off the Global Price List MSRP as posted on the Cisco website. However; DSI at its sole discretion, may offer additional, incremental discount(s) (i.e., deeper discounts) on a case by case basis to any eligible Contract Customer under this contract.
- **Smart Net Total Care:** For Smart Net Total Care (Smart net), the minimum guaranteed discounts are listed below. Note, however, the minimum guaranteed discount differs for government Customers (i.e., State agencies and local governments) versus education Customers (i.e., K-12 and higher education).
- **Note: For Cisco Training (Learning Credits) there are no minimum guaranteed discounts offered and it will be case by case and volume.**

#### Minimum Pricing & Discounts off Cisco US Global Price List

Products	
<u>Cisco Equipment on the Global Pricelist for E-rate</u>	<u>52.00%</u>
Cisco Equipment on the Global Pricelist for Non-E-rate	40.00%
Related Services	
<u>Education - 1 Year Cisco Smart Net Contract</u>	<u>32.00%</u>
<u>Education - 3 Year Cisco Smart Net Contract</u>	<u>34.00%</u>
<u>Education - 5 Year Cisco Smart Net Contract</u>	<u>36.00%</u>
Government - 1 Year Cisco Smart Net Contract	16.00%
Government - 3 Year Cisco Smart Net Contract	21.00%
Government - 5 Year Cisco Smart Net Contract	23.00%
Training - Cisco Learning Credits	0.00%
Cisco Advanced Services	10.00%



DISYS Solutions Services	NTE Amount/Hour*
Enterprise Network Services I	\$180.00
Enterprise Network Services II	\$225.00
Enterprise Network Services III	\$250.00
Technician	\$140.00
Network Engineer	\$180.00
Senior Network Engineer	\$220.00
Project Manager	\$180.00
Program Manager	\$200.00

NTE=not to exceed

Note: MSRP Pricing subject to change based on Manufacturer Cost increases or decreases; updated MSRP lists from Cisco will be applicable at the time of PO/Quote.

**DISYS Solutions, Inc., Services include the following types of Services:**

- Certified and Technical Project Management
- Staging & Implementation Engineering (Installation)
- Site Survey
- High Level Design Review
- Configuration Development
- Knowledge Transfer
- Acceptance Testing

The following are general descriptions for job titles.

**Enterprise Network Services I (ENS I):** CCIE or equivalent. Generally, expert-level certification that ensures knowledge and experience in solutions integration and interoperation, configuration, and troubleshooting of complex networks. Bachelor's degree and 5+years of relevant work experience.

**Enterprise Network Services II (ESN II):** CCIE or equivalent. Generally, expert-level certification that ensures knowledge and experience in solutions integration and interoperation, configuration, and troubleshooting of complex networks. B.S. degree and 7+years of relevant work experience.

**Enterprise Network Services (ESN III):** CCIE certification required, senior network infrastructure architect able to produce technical specifications for the network to support business objectives. Understands the business strategy and possesses the ability to translate them into technical infrastructure requirements. B.S. degree required, but advanced degree preferred (Masters, Phd) with 10+ years of relevant work experience.

**Technician:** Cisco Certified Technician or equivalent. Has the necessary skills to diagnose, restore, repair, and replace critical Cisco networking and system devices at customer sites. Able to perform basic





installation and configuration work of Cisco equipment (i.e., “rack and stack” work). Minimum of 1 - 3 years of relevant work experience.

**Network Engineer:** A CCDA certified network professional or equivalent. Demonstrates the skills required to design basic campus, data center, security, voice, and wireless networks. Minimum of 1 - 3 years of relevant work experience.

**Senior Network Engineer:** CCNP or equivalent. Must be able to discuss, design, and create advanced addressing and routing, security, data center, and IP multicast multi-layered enterprise architectures, including virtual private networking and wireless domains and can focus on the design components of larger networks. B.S. degree with 5+ years of relevant work experience.

**Project Manager:** 3+ years of project management experience including successful completion of medium to large scale IT initiatives. Strong collaboration and coordination skills with internal team members and customers to meet delivery objectives and deadlines.

**Program Manager:** 5+ years as a technical program leader with a track record of successfully managing multiple complex, cross-disciplined projects. Possess strong skills set in i) developing and maintaining relationships with internal and external stakeholders, including customers, ii) strong communication skills with all levels, including executive management, iii) strategic thinker and problem solver in resolving problems and removing hurdles, and iv) implementing process improvements, metrics, training, change management activities, etc., as applicable.

## K-12 E-rate SKU

Cisco switching and wireless solutions most commonly ordered by K-12 schools are now available with **an enhanced limited lifetime warranty that includes next-business-day (NBD) product replacement and expanded support available from Cisco’s Technical Assistance Center for 3 years. Order with these SKUs for the most effective use of E-rate dollars.**

### Switching EDU SKUs

Cisco Catalyst® 2960-X Series	EDU-C2960X-24PS-L	Catalyst 2960-X 24 GigE PoE K-12
	EDU-C2960X-24PD-L	Catalyst 2960-X 24 GigE PoE 370W, 2 x 10G SFP+, LAN Base K-12
	EDU-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base K-12
	EDU-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base K-12
Cisco Catalyst 3650 Series	EDU-C3650-24PS-L	Catalyst 3650 24-Port PoE 4x1G Uplink LAN Base K-12
	EDU-C3650-24PD-L	Catalyst 3650 24-Port PoE 2x10G Uplink LAN Base K-12
	EDU-C3650-24PD-S	Catalyst 3650 24-Port PoE 2x10G Uplink IP Base for K-12
	EDU-C3650-48PS-L	Catalyst 3650 48-Port PoE 4x1G Uplink LAN Base K-12
	EDU-C3650-48FS-L	Catalyst 3650 48-Port Full PoE 4x1G LAN Base K-12
	EDU-C3650-48PD-L	Catalyst 3650 48-Port PoE 2x10G Uplink LAN Base K-12
	EDU-C3650-48FD-L	Catalyst 3650 48-Port Full PoE 2x10G LAN Base K-12



	EDU-C3650-48FS-S	Catalyst 3650 48-Port Full PoE 4x1G Uplink IP Base K-12
	EDU-C3650-48PD-S	Catalyst 3650 48-Port PoE 2x10G Uplink IP Base for K-12
	EDU-C3650-48FD-S	Catalyst 3650 48-Port Full PoE 2x10G Uplink IP Base K-12
	EDU-C3650-48FWD-S	Catalyst 3650 48-Port Full PoE 2x10G Uplink with five AP lic IPB K-12
Cisco Catalyst 3850 Series	EDU-C3850-24P-L	Catalyst 3850 24-Port PoE LAN Base K-12
	EDU-C3850-24U-L	Catalyst 3850 24-Port UPOE LAN Base K-12
	EDU-C3850-24P-S	Catalyst 3850 24-Port PoE IP Base K-12
	EDU-C3850-48P-L	Catalyst 3850 48-Port PoE LAN Base K-12
	EDU-C3850-48U-L	Catalyst 3850 48-Port UPOE LAN Base for K-12
	EDU-C3850-48F-L	Catalyst 3850 48-Port Full PoE LAN Base K-12
	EDU-C3850-48P-S	Catalyst 3850 48-Port Full PoE IP Base for K-12
	EDU-C3850-48U-S	Catalyst 3850 48-Port UPOE IP Base for K-12
	EDU-C3850-48F-S	Catalyst 3850 48-Port Full PoE IP Base for K-12
	EDU-C3850-48PW-S	Catalyst 3850 48-Port Full PoE with five AP license IP Base K-12

#### Wireless EDU SKUs\*

5508 Wireless Controller	EDU-CT5508-50-K9	5508 Controller for up to 50 APs K-12
	EDU-CT5508-100-K9	5508 Wireless Controller for up to 100 APs, K-12
5520 Wireless Controller	EDU-CT5520-K9	5520 Wireless Controller with rack mounting kit, K-12
	EDU-CT5520-50-K9	5520 Wireless Controller supporting 50 APs, K-12

\*Additional service required (CON-SW) for software updates. EDU SKUs can be combined with K-12 Bundled Warranty offer.

### Unified Access Wired and Wireless Bundles

When used in the K-12 learning environment, Cisco® mobility solutions empower students to learn anywhere, on any device—a fundamental principle of digital learning. These empowered students are more engaged, and a more personalized approach to learning can help improve outcomes. Most importantly, the right mobility solution can help ensure a secure environment for educators, students, and staff.

With significant discounts off list price, Unified Access Wired and Wireless bundles are designed to be cost competitive and, with a few exceptions, are 100 percent E-rate eligible.

#### Bundles with Controller Options

- ONENTWK-NGAD-10-50
- ONENTWK-NGBS-10-50
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#### Wireless-Only Bundles

- WL5520-28-ADV-100
- WL5520-38-PLUS-100





- WL8540-28-ADV-300
- WL8540-38-PLUS-300

#### Tripp Lite (UPS, Rack and Patch Cords)

- **Products:** Tripp Lite products, including UPS, Rack, Patch Cords and accessories, the *minimum guaranteed* discount that DISYS Solutions will provide is **38% off the Global Price List MSRP** as posted on the Tripp Lite website. However; DSI at its sole discretion, may offer additional, incremental discount(s) (i.e., deeper discounts) on a case by case basis to any eligible Contract Customer under this contract.

#### Minimum Pricing & Discounts off Tripp Lite US Global Price List

Products	
Tripp Lite UPS Equipment on the Global Pricelist (Erate or Non-Erate)	38.00%
Tripp Lite Rack Equipment on the Global Pricelist (Erate or Non-Erate)	38.00%
Tripp Lite Cable & Connectivity Products on the Global Pricelist for UPS	55.00%

Note: MSRP Pricing subject to change based on Manufacturer Cost increases or decreases; updated MSRP lists from Tripp Lite will be applicable at the time of PO/Quote.  
As a courtesy, DSI has provided a copy of the Tripp Lite current Global Price List on the CD.