G. PRICE AND COST

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

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

2. **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:

Network Management Price Structure	Monthly Recurring Cost(s) State Agencies & Other Interlocal Entities	Monthly Recurring Cost(s) E-rate Eligible
Per Device	Per Indoor AP: $10.00 per month Per Outdoor AP: $22.50 per month Per 24 port Switch: $25.00 per month Per 48 port Switch: $35.00 per month Per Core Switch (Brocade & Cisco): $60 per month	Per Indoor AP: $10.00 per month Per Outdoor AP: $22.50 per month Per 24 port Switch: $25.00 per month Per 48 port Switch: $35.00 per month Per Core Switch (Brocade & Cisco): $60 per month
Per User	ENA does not currently offer per user network management pricing. See pricing outlined above in the per device section above.	ENA does not currently offer per user network management pricing. See pricing outlined above in the per device section above.
Tiered – By students, AP's, Sites, etc.	ENA offers tiered pricing on an individual case basis as the underlying costs vary widely based on device and user density. We are open to establishing a tiered pricing structure if provided additional detail related to OMES' preferred density model and user population by building.	ENA offers tiered pricing on an individual case basis as the underlying costs vary widely based on device and user density. We are open to establishing a tiered pricing structure if provided additional detail related to OMES' preferred density model and user population by building.

Due to expansive catalog offerings, a sample of same products will be used for comparable cost evaluations.

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						
Antennas, Cabling, Connectors & Related						
Caching						
Firewall Services & Components						
Switches						
Routers						

Racks		$269***	3%	$261	3%	$261
UPS/Battery Back Up		No Bid	No Bid	No Bid	No Bid	No Bid
Wireless Controller Systems		$4,995****	53%	$2,348	53%	$2,348
Software supporting each component		$100*****	53%	$47	53%	$47

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

*Example access point is the Ruckus model R600. For a full list of available access points, see ENA's optional services pricing and service footnotes below.

**Example switch is the Brocade model ICX7250-24P. For a full list of available switches, see ENA's optional services pricing and service footnotes below.

***Example rack us a 4U wall mount rack. For a full list of available racks, see ENA's optional services pricing below.

****Example wireless controller system is the Ruckus SmartZone 100. For a full list of available wireless controller systems, see ENA's optional services pricing ad service footnotes below.

*****Example software supporting each component is Ruckus AP license for SmartZone controller integration. For a full list of available software, see ENA's optional services pricing and service footnotes below.

ENA Air Service Footnotes

◆ Please see below for additional product options available for purchase. The same discount applies for any school district, State agency, or other governmental entity:

SKU List - Brocade Switching

Part Number	Description	MSRP	Extended
Brocade ICX 6430 Switches		**Discount:**	63%
ICX6430-C12	12-port 1G Compact Switch (4 PoE+), 2X100M/1G SFP & 2X100M/1G Copper Uplinks, Fanless	$1,095.00	$406.00
Brocade ICX 7150 Switches		**Discount:**	58%
ICX7150-C12P-2X1G	ICX 7150 Compact Switch, 12x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP uplink-ports upgradable to 2x 10G SFP+ with license. 124W PoE budget, basic L3 (static routing and RIP)	$1,000.00	$420.00
ICX7150-C12P-2X10GR	ICX 7150 Compact Switch, 12x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 10G SFP, 124W PoE budget, L3 features (OSPF, VRRP, PIM, PBR)	$1,500.00	$630.00
ICX7150-C12P-2X10GR-RMT3	ICX 7150 Compact Switch, 12x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 10G SFP, 124W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$1,750.00	$735.00
ICX7150-C12P-2X10GR-A	ICX 7150 Compact Switch, 12x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 10G SFP, 124W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), TAA Compliant.	$1,800.00	$756.00
ICX7150-24-4X1G	ICX 7150 Switch, 24x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 1G SFP uplink-ports upgradable to up to 4x 10G SFP+ with license, basic L3 (static routing and RIP)	$1,000.00	$420.00
ICX7150-24-2X10G	ICX 7150 Switch, 24x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP and 2x 10G SFP+ uplink-ports upgradable to 4x 10G SFP+ with license, basic L3 (static routing and RIP)	$1,500.00	$630.00
ICX7150-24-4X10GR	ICX 7150 Switch, 24x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR)	$2,000.00	$840.00
ICX7150-24-4X10GR-RMT3	ICX 7150 Switch, 24x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$2,250.00	$945.00
ICX7150-24-4X10GR-A	ICX 7150 Switch, 24x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR), TAA Compliant.	$2,300.00	$966.00
ICX7150-24P-4X1G	ICX 7150 Switch 24x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 1G SFP uplink ports upgradable to up to 4x 10G SFP+ with license, 370W PoE budget, basic L3 (static routing and RIP)	$1,600.00	$672.00

ICX7150-24P-2X10G	ICX 7150 Switch, 24x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP and 2x 10G SFP+ uplink-ports upgradable to 4x 10G SFP+ with license, 370W PoE budget, basic L3 (static routing and RIP)	$2,100.00	$882.00
ICX7150-24P-4X10GR	ICX 7150 Switch, 24x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink- ports, 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR)	$2,600.00	$1,092.00
ICX7150-24P-4X10GR-RMT3	ICX 7150 Switch, 24x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$2,850.00	$1,197.00
ICX7150-24P-4X10GR-A	ICX 7150 Switch, 24x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$2,900.00	$1,218.00
ICX7150-48-4X1G	ICX 7150 Switch, 48x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 1G SFP uplink-ports upgradable to up to 4x 10G SFP+ with license, basic L3 (static routing and RIP)	$1,700.00	$714.00
ICX7150-48-2X10G	ICX 7150 Switch, 48x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP and 2x 10G SFP+ uplink-ports upgradable to 4x 10G SFP+ with license, basic L3 (static routing and RIP)	$2,200.00	$924.00
ICX7150-48-4X10GR	ICX 7150 Switch, 48x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR)	$2,700.00	$1,134.00
ICX7150-48-4X10GR-RMT3	ICX 7150 Switch, 48x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$2,950.00	$1,239.00
ICX7150-48-4X10GR-A	ICX 7150 Switch, 48x 10/100/1000 ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, L3 features (OSPF, VRRP, PIM, PBR), TAA Compliant.	$3,000.00	$1,260.00
ICX7150-48P-4X1G	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 1G SFP uplink ports upgradable to up to 4x 10G SFP+ with license, 370W PoE budget, basic L3 (static routing and RIP)	$3,000.00	$1,260.00
ICX7150-48P-2X10G	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP and 2x 10G SFP+ uplink-ports upgradable to 4x 10G SFP+ with license, 370W PoE budget, basic L3 (static routing and RIP)	$3,500.00	$1,470.00
ICX7150-48P-4X10GR	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink- ports , 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR)	$4,000.00	$1,680.00
ICX7150-48P-4X10GR-RMT3	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$4,250.00	$1,785.00
ICX7150-48P-4X10GR-A	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 370W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), TAA Compliant.	$4,300.00	$1,806.00

ICX7150-48PF-4X1G	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 1G SFP uplink ports upgradable to up to 4x 10G SFP+ with license, 740W PoE budget, basic L3 (static routing and RIP)	$3,500.00	$1,470.00
ICX7150-48PF-2X10G	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 2x 1G SFP and 2x 10G SFP+ uplink-ports upgradable to 4x 10G SFP+ with license, 740W PoE budget, basic L3 (static routing and RIP)	$4,000.00	$1,680.00
ICX7150-48PF-4X10GR	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink- ports , 740W PoE budget, L3 features (OSPF, VRRP, PIM, PBR)	$4,500.00	$1,890.00
ICX7150-48PF-4X10GR-RMT3	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 740W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.	$4,750.00	$1,995.00
ICX7150-48PF-4X10GR-A	ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 740W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), TAA Compliant.	$4,800.00	$2,016.00
Brocade ICX 7250 Switches		**Discount:**	63%
ICX7250-24	24-port 1 GbE switch with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$2,100.00	$777.00
ICX7250-24-2X10G	24-port 1 GbE switch bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$2,650.00	$981.00
ICX7250-24G	24-port 1 GbE switch with 4x1GbE SFP uplink ports	$2,000.00	$740.00
ICX7250-24P	24-port 1 GbE switch PoE+ 370W with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$2,650.00	$981.00
ICX7250-24P-2X10G	24-port 1 GbE switch PoE+ 370W bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$3,200.00	$1,184.00
ICX7250-48	48-port 1 GbE switch with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$3,200.00	$1,184.00
ICX7250-48-2X10G	48-port 1 GbE switch bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$3,900.00	$1,443.00
ICX7250-48P	48-port 1 GbE switch PoE+ 740W with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$4,600.00	$1,702.00
ICX7250-48P-2X10G	48-port 1 GbE switch PoE+ 740W bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$5,300.00	$1,961.00
Brocade ICX 7450 Switches		**Discount:**	63%
ICX7450-24	24-port 1 GbE switch, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$3,095.00	$1,146.00
ICX7450-24-E	24-port 1 GbE switch bundle includes 4x10G SFP+ uplinks, 2x40G QSFP+ uplinks/stacking, 1x250W AC power supply and one fan, front to back airflow	$5,595.00	$2,071.00
ICX7450-24P	24-port 1 GbE switch PoE+, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$3,495.00	$1,294.00

ICX7450-24P-E	24-port 1 GbE switch PoE+ bundle includes 4x10G SFP+ uplinks, 2x40G QSFP+ uplinks/stacking, 1x1000W AC power supply and one fan, front to back airflow	$6,595.00	$2,441.00
ICX7450-48	48-port 1 GbE switch, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$5,295.00	$1,960.00
ICX7450-48-E	48-port 1 GbE switch bundle includes 4x10G SFP+ uplinks, 2x40G QSFP+ uplinks/stacking, 1x250W AC power supply and one fan, front to back airflow	$7,995.00	$2,959.00
ICX7450-48F	48-port 1 GbE SFP fiber switch, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$9,995.00	$3,699.00
ICX7450-48F-E	48-port 1 GbE SFP fiber switch bundle includes 4x10G SFP+ uplinks, 2x40G QSFP+ uplinks/stacking, 1x250W AC power supply and one fan, front to back airflow	$11,995.00	$4,439.00
ICX7450-48P	48-port 1 GbE switch PoE+, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$6,795.00	$2,515.00
ICX7450-48P-E	48-port 1 GbE switch PoE+ bundle includes 4x10G SFP+ uplinks, 2x40G QSFP+ uplinks/stacking, 1x1000W AC power supply and one fan, front to back airflow	$9,995.00	$3,699.00
ICX7450-48P-STK-E	48-port 1 GbE switch PoE+ bundle includes 2x40G QSFP+ uplinks/stacking, 1x1000W AC power supply and one fan, front to back airflow (stack member)	$9,195.00	$3,403.00
Brocade ICX 7750 Switches		**Discount:**	63%
ICX7750-26Q	Brocade ICX 7750 with 26 40GbE QSFP+ ports, and one modular slot. Base layer 3 software feature set. Requires ICX7750-L3-COE to use advanced L3 features. Power supplies, fans, optional interface modules and optics ordered separately, not included.	$21,500.00	$7,955.00
ICX7750-48C	Brocade ICX 7750 with 48 1/10GbE RJ-45 ports, 6 10/40GbE QSFP+ ports, one modular slot. Base layer 3 software feature set. Requires ICX7750-L3-COE to use advanced L3 features. Power supplies, fans, optional interface modules optics ordered separately	$23,900.00	$8,843.00
ICX7750-48F	Brocade ICX 7750 with 48 10GbE SFP+ ports, 6 10/40GbE QSFP+ ports, one modular slot. Base layer 3 software feature set. Requires ICX7750-L3-COE to use advanced L3 features. Power supplies, fans, optional interface modules, optics ordered separately.	$21,500.00	$7,955.00
ICX7750-48F-RMT3	Brocade ICX 7750 with 48 10GbE SFP+ ports, 6 10/40GbE QSFP+ ports, one modular slot. Base layer 3 software feature set. Requires ICX7750-L3-COE to use advanced L3 features. Power supplies, fans, interface modules, optics ordered separately. 3yr RMT	$22,850.00	$8,455.00
ICX6430 Specific Switch Accessories		**Discount:**	63%
ICX6400-C12-RMK	ICX 6430/6450 2 Post Rack Mount Kit, Spare	$50.00	$19.00
ICX7150 Specific Switch Accessories		**Discount:**	58%
BR-ICX-7150C-21U210R-P-01	License to upgrade the ICX 7150 compact switch from 2x 1G SFP to 2x 10G SFP+ uplink ports. Also includes L3 features (OSPF, VRRP, PIM, PBR)	$750.00	$315.00

BR-ICX-7150-41U210-P-01	License to upgrade any ICX 7150 1RU model from 4x 1G SFP to 2x 1G SFP & 2x 10G SFP+ uplink ports.	$750.00	$315.00
BR-ICX-7150-210U410R-P-01	License to upgrade any ICX 7150 1RU model from 4x 1G SFP to 4x 10G SFP+ uplink ports. Also includes L3 features (OSPF, VRRP, PIM, PBR)	$750.00	$315.00
BR-ICX-7150-41U410R-P-01	License to upgrade any ICX 7150 1RU model from 2x 1G SFP & 2x 10G SFP+ to 4x 10G SFP+ uplink ports. Also includes L3 features (OSPF, VRRP, PIM, PBR)	$1,500.00	$630.00
ICX7250 Specific Switch Accessories		**Discount:**	**63%**
10GE-SFPP-AOC-0701	10GE SFP+ Direct Attached Active Optical Cable, 7m, 1-pack	$360.00	$134.00
10GE-SFPP-AOC-1001	10GE SFP+ Direct Attached Active Optical Cable, 10m, 1-pack	$410.00	$152.00
1G-SFP-TWX-0101	DIRECT ATTACHED 1G SFP COPPER CABLE, 1M, STACKING CABLE	$150.00	$56.00
1G-SFP-TWX-0501	DIRECT ATTACHED 1G SFP COPPER CABLE, 5M, STACKING CABLE	$260.00	$97.00
ICX7250-PREM-LIC	ICX7250 Layer 3 Premium Software License	$1,000.00	$370.00
ICX7250-2X10G-LIC-POD	ICX7250 upgrade from 8x1GE uplink ports to 2x1/10GE + 6x1GE uplink/stacking ports. Only one 2X10G license upgrade can be applied to an ICX7250.	$1,400.00	$518.00
ICX7250-8X10G-LIC-POD	ICX7250 upgrade from 2X1/10GE + 6X1GE uplink/stacking ports to 8X1/10GE uplink/stacking ports. This can only be applied to an ICX7250 that already has a 2X10G license applied.	$1,000.00	$370.00
ICX7450 Specific Switch Accessories		**Discount:**	**63%**
ICX-FAN10-E	ICX 7450 exhaust airflow fan, front to back airflow (two fans required when using two power supplies)	$250.00	$93.00
ICX-FAN10-I	ICX 7450 intake airflow fan, back to front airflow (two fans required when using two power supplies)	$250.00	$93.00
ICX7000-RMK	FRU,RACK MOUNT KIT,2 POST,ICX7750/7450/7250	$85.00	$32.00
ICX7400-1X40GQ	ICX 7450 1-port 40GbE QSFP+ Module	$800.00	$296.00
ICX7400-4X10GC	ICX 7450 4-port 1/10GbE 10GBase-T Copper Module	$1,200.00	$444.00
ICX7400-4X10GF	ICX 7450 4-port 1/10GbE SFP+ Module	$1,000.00	$370.00
ICX7400-4X1GF	ICX 7450 4-port 100M/1GbE SFP Module	$400.00	$148.00
ICX7450-Prem-Lic	ICX 7450 LAYER 3 PREMIUM SOFTWARE LICENSE	$1,200.00	$444.00
RPS15-E	ICX7450/6610/6650 NON-POE 250W AC PSU, exhause airflow, front to back airflow	$500.00	$185.00
RPS15-I	ICX7450/6610/6650 NON-POE 250W AC PSU, intake airflow, back to front airflow	$500.00	$185.00
RPS16-E	ICX7450/6610 POE 1000W AC PSU, exhaust airflow, front to back airflow	$1,000.00	$370.00
RPS16-I	ICX7450/6610 POE 1000W AC PSU, intake airflow, back to front airflow	$1,000.00	$370.00
RPS16DC-E	ICX7450/6610/6650 510W DC PSU, exhaust airflow, front to back airflow	$1,100.00	$407.00
RPS16DC-I	ICX7450/6610/6650 510W DC PSU, intake airflow, back to front airflow	$1,100.00	$407.00
ICX7750 Specific Switch Accessories		**Discount:**	**63%**

CC-miniusb-RJ45	Console cable, male mini-USB to male RJ-45 with RJ-45 to DB-9 converter	$75.00	$28.00
ICX7750-6Q	Brocade ICX7750 six port 40GbE QSFP+ module	$5,995.00	$2,219.00
ICX7750-FAN-E	Kit of 4 ICX7750 Fan assemblies port side air intake	$1,495.00	$554.00
ICX7750-FAN-E-SINGLE	ICX7750 Fan assembly port side air intake	$575.00	$213.00
ICX7750-FAN-I	Kit of 4 ICX7750 Fan assemblies port side air exhaust	$1,495.00	$554.00
ICX7750-FAN-I-SINGLE	ICX7750 Fan assembly port side air exhaust	$575.00	$213.00
ICX7750-L3-COE	ICX7750 PREMIUM LAYER3 FEATURES CERTIFICATE OF ENTITLEMENT	$6,495.00	$2,404.00
ICX7750-RMK	FRU,RACK MOUNT KIT,2 POST,ICX7750/7450	$85.00	$32.00
PC-C13C14	C13/C14 15A Power Cord	$75.00	$28.00
RPS9+E	500W AC power supply with exhaust airflow	$995.00	$369.00
RPS9+I	500W AC power supply with intake airflow	$995.00	$369.00
RPS9DC+E	FRU,500WDCPS,EXHAUST,ICX7750	$1,250.00	$463.00
RPS9DC+I	FRU,500WDCPS,INTAKE,ICX7750	$1,250.00	$463.00
XBR-R000295	FRU,UNIVERSAL RACK MOUNT KIT,4 POST 24-32 DEPTH RCK, VDX 6740T/VDX6740T-1G, ICX 7750/7450	$430.00	$160.00
Brocade Software and Applications		**Discount:**	**23%**
BR-BFO-SML	Brocade Flow Optimizer Application - Perpetual License for up to 20G traffic management capability.	$5,000.00	$3,850.00
Brocade Software and Application Support		**Discount:**	**33%**
BFOSML-SVL-SW-1	ESSENTIAL APP SUPPORT 24X7, Brocade Flow Optimizer Small SKU	$900.00	$603.00
BFOSML-SVL-SW-2	ESSENTIAL APP SUPPORT 24X7, Brocade Flow Optimizer Small SKU	$1,710.00	$1,146.00
BFOSML-SVL-SW-3	ESSENTIAL APP SUPPORT 24X7, Brocade Flow Optimizer Small SKU	$2,475.00	$1,659.00
BFOSML-SVL-SW-4	ESSENTIAL APP SUPPORT 24X7, Brocade Flow Optimizer Small SKU	$3,300.00	$2,211.00
BFOSML-SVL-SW-5	ESSENTIAL APP SUPPORT 24X7, Brocade Flow Optimizer Small SKU	$4,125.00	$2,764.00
ICX7150 Specific Switch Support Upgrades		**Discount:**	**33%**
ICX7150-SVL-4OS-1	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7150, 24 & 48p	$265.00	$178.00
ICX7150-SVL-4OS-2	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7150, 24 & 48p	$504.00	$338.00
ICX7150-SVL-4OS-3	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7150, 24 & 48p	$729.00	$489.00
ICX7150-SVL-4OS-4	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7150, 24 & 48p	$972.00	$652.00
ICX7150-SVL-4OS-5	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7150, 24 & 48p	$1,215.00	$815.00
ICX7150-SVL-4P-1	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$210.00	$141.00
ICX7150-SVL-4P-2	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$399.00	$268.00
ICX7150-SVL-4P-3	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$578.00	$388.00

ICX7150-SVL-4P-4	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$770.00	$516.00
ICX7150-SVL-4P-5	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$963.00	$646.00
ICX7150-SVL-NDO-1	ESSENTIAL NBD ONSITE SUPPORT, ICX 7150, 24 & 48p	$170.00	$114.00
ICX7150-SVL-NDO-2	ESSENTIAL NBD ONSITE SUPPORT, ICX 7150, 24 & 48p	$323.00	$217.00
ICX7150-SVL-NDO-3	ESSENTIAL NBD ONSITE SUPPORT, ICX 7150, 24 & 48p	$468.00	$314.00
ICX7150-SVL-NDO-4	ESSENTIAL NBD ONSITE SUPPORT, ICX 7150, 24 & 48p	$623.00	$418.00
ICX7150-SVL-NDO-5	ESSENTIAL NBD ONSITE SUPPORT, ICX 7150, 24 & 48p	$779.00	$522.00
ICX7150-SVL-NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$105.00	$71.00
ICX7150-SVL-NDP-2	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$200.00	$134.00
ICX7150-SVL-NDP-3	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$289.00	$194.00
ICX7150-SVL-NDP-4	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$385.00	$258.00
ICX7150-SVL-NDP-5	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7150, 24 & 48p	$481.00	$323.00
ICX7150-SVL-RMT-1	ESSENTIAL REMOTE SUPPORT, ICX 7150, 24 & 48p	$80.00	$54.00
ICX7150-SVL-RMT-2	ESSENTIAL REMOTE SUPPORT, ICX 7150, 24 & 48p	$152.00	$102.00
ICX7150-SVL-RMT-3	ESSENTIAL REMOTE SUPPORT, ICX 7150, 24 & 48p	$220.00	$148.00
ICX7150-SVL-RMT-4	ESSENTIAL REMOTE SUPPORT, ICX 7150, 24 & 48p	$293.00	$197.00
ICX7150-SVL-RMT-5	ESSENTIAL REMOTE SUPPORT, ICX 7150, 24 & 48p	$367.00	$246.00
ICX7150-SVL-SECUPLIFT-1	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7150, 24 & 48p	$150.00	$101.00
ICX7150-SVL-SECUPLIFT-2	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7150, 24 & 48p	$285.00	$191.00
ICX7150-SVL-SECUPLIFT-3	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7150, 24 & 48p	$413.00	$277.00
ICX7150-SVL-SECUPLIFT-4	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7150, 24 & 48p	$550.00	$369.00
ICX7150-SVL-SECUPLIFT-5	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7150, 24 & 48p	$688.00	$461.00
ICX7250 Specific Switch Support Upgrades		**Discount:**	33%
ICX7250-SVL-4OS-1	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$440.00	$295.00
ICX7250-SVL-4OS-2	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$836.00	$561.00
ICX7250-SVL-4OS-3	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$1,210.00	$811.00
ICX7250-SVL-4OS-4	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$1,613.00	$1,081.00
ICX7250-SVL-4OS-5	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$2,017.00	$1,352.00
ICX7250-SVL-4P-1	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$350.00	$235.00
ICX7250-SVL-4P-2	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$665.00	$446.00
ICX7250-SVL-4P-3	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$963.00	$646.00
ICX7250-SVL-4P-4	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$1,283.00	$860.00
ICX7250-SVL-4P-5	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$1,604.00	$1,075.00

ICX7250-SVL-NDO-1	ESSENTIAL NBD ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$265.00	$178.00
ICX7250-SVL-NDO-2	ESSENTIAL NBD ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$504.00	$338.00
ICX7250-SVL-NDO-3	ESSENTIAL NBD ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$729.00	$489.00
ICX7250-SVL-NDO-4	ESSENTIAL NBD ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$972.00	$652.00
ICX7250-SVL-NDO-5	ESSENTIAL NBD ONSITE SUPPORT, ICX 7250 24p & 48p configurations	$1,215.00	$815.00
ICX7250-SVL-NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$175.00	$118.00
ICX7250-SVL-NDP-2	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$333.00	$224.00
ICX7250-SVL-NDP-3	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$481.00	$323.00
ICX7250-SVL-NDP-4	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$642.00	$431.00
ICX7250-SVL-NDP-5	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7250 24p & 48p configurations	$802.00	$538.00
ICX7250-SVL-RMT-1	ESSENTIAL REMOTE SUPPORT, ICX 7250 24p & 48p configurations	$130.00	$88.00
ICX7250-SVL-RMT-2	ESSENTIAL REMOTE SUPPORT, ICX 7250 24p & 48p configurations	$247.00	$166.00
ICX7250-SVL-RMT-3	ESSENTIAL REMOTE SUPPORT, ICX 7250 24p & 48p configurations	$358.00	$240.00
ICX7250-SVL-RMT-4	ESSENTIAL REMOTE SUPPORT, ICX 7250 24p & 48p configurations	$477.00	$320.00
ICX7250-SVL-RMT-5	ESSENTIAL REMOTE SUPPORT, ICX 7250 24p & 48p configurations	$596.00	$400.00
ICX7250-SVL-SECUPLIFT-1	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7250 24p & 48p configurations	$150.00	$101.00
ICX7250-SVL-SECUPLIFT-2	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7250 24p & 48p configurations	$285.00	$191.00
ICX7250-SVL-SECUPLIFT-3	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7250 24p & 48p configurations	$413.00	$277.00
ICX7250-SVL-SECUPLIFT-4	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7250 24p & 48p configurations	$550.00	$369.00
ICX7250-SVL-SECUPLIFT-5	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7250 24p & 48p configurations	$688.00	$461.00
ICX7450 Specific Switch Support Upgrades		**Discount:**	33%
ICX7450-SVL-4OS-1	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$940.00	$630.00
ICX7450-SVL-4OS-2	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$1,786.00	$1,197.00
ICX7450-SVL-4OS-3	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$2,585.00	$1,732.00
ICX7450-SVL-4OS-4	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$3,447.00	$2,310.00
ICX7450-SVL-4OS-5	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$4,308.00	$2,887.00
ICX7450-SVL-4P-1	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$750.00	$503.00
ICX7450-SVL-4P-2	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$1,425.00	$955.00
ICX7450-SVL-4P-3	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$2,063.00	$1,383.00
ICX7450-SVL-4P-4	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$2,750.00	$1,843.00
ICX7450-SVL-4P-5	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$3,438.00	$2,304.00
ICX7450-SVL-NDO-1	ESSENTIAL NBD ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$565.00	$379.00
ICX7450-SVL-NDO-2	ESSENTIAL NBD ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$1,074.00	$720.00

ICX7450-SVL-NDO-3	ESSENTIAL NBD ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$1,554.00	$1,042.00
ICX7450-SVL-NDO-4	ESSENTIAL NBD ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$2,072.00	$1,389.00
ICX7450-SVL-NDO-5	ESSENTIAL NBD ONSITE SUPPORT, ICX 7450 24p & 48p configurations	$2,590.00	$1,736.00
ICX7450-SVL-NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$375.00	$252.00
ICX7450-SVL-NDP-2	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$713.00	$478.00
ICX7450-SVL-NDP-3	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$1,031.00	$691.00
ICX7450-SVL-NDP-4	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$1,375.00	$922.00
ICX7450-SVL-NDP-5	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7450 24p & 48p configurations	$1,719.00	$1,152.00
ICX7450-SVL-RMT-1	ESSENTIAL REMOTE SUPPORT, ICX 7450 24p & 48p configurations	$280.00	$188.00
ICX7450-SVL-RMT-2	ESSENTIAL REMOTE SUPPORT, ICX 7450 24p & 48p configurations	$532.00	$357.00
ICX7450-SVL-RMT-3	ESSENTIAL REMOTE SUPPORT, ICX 7450 24p & 48p configurations	$770.00	$516.00
ICX7450-SVL-RMT-4	ESSENTIAL REMOTE SUPPORT, ICX 7450 24p & 48p configurations	$1,027.00	$689.00
ICX7450-SVL-RMT-5	ESSENTIAL REMOTE SUPPORT, ICX 7450 24p & 48p configurations	$1,283.00	$860.00
ICX7450-SVL-SECUPLIFT-1	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7450 24p & 48p configurations	$150.00	$101.00
ICX7450-SVL-SECUPLIFT-2	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7450 24p & 48p configurations	$285.00	$191.00
ICX7450-SVL-SECUPLIFT-3	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7450 24p & 48p configurations	$413.00	$277.00
ICX7450-SVL-SECUPLIFT-4	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7450 24p & 48p configurations	$550.00	$369.00
ICX7450-SVL-SECUPLIFT-5	SECURE UPLIFT SUPPORT FOR LAN PRODUCTS, ICX 7450 24p & 48p configurations	$551.00	$370.00
ICX7750 Specific Switch Support Upgrades		**Discount:**	33%
ICX7750-SVL-4OS-1	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$3,125.00	$2,094.00
ICX7750-SVL-4OS-2	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$5,938.00	$3,979.00
ICX7750-SVL-4OS-3	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$8,594.00	$5,758.00
ICX7750-SVL-4OS-4	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$11,458.00	$7,677.00
ICX7750-SVL-4OS-5	ESSENTIAL 4HR ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$14,323.00	$9,597.00
ICX7750-SVL-4P-1	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$2,500.00	$1,675.00
ICX7750-SVL-4P-2	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$4,750.00	$3,183.00
ICX7750-SVL-4P-3	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$6,875.00	$4,607.00
ICX7750-SVL-4P-4	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$9,167.00	$6,142.00
ICX7750-SVL-4P-5	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$11,458.00	$7,677.00
ICX7750-SVL-NDO-1	ESSENTIAL NBD ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$1,875.00	$1,257.00
ICX7750-SVL-NDO-2	ESSENTIAL NBD ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$3,563.00	$2,388.00
ICX7750-SVL-NDO-3	ESSENTIAL NBD ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$5,156.00	$3,455.00
ICX7750-SVL-NDO-4	ESSENTIAL NBD ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$6,875.00	$4,607.00

ICX7750-SVL-NDO-5	ESSENTIAL NBD ONSITE SUPPORT, ICX 7750 48F, 48C, & 26Q	$8,594.00	$5,758.00
ICX7750-SVL-NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$1,250.00	$838.00
ICX7750-SVL-NDP-2	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$2,375.00	$1,592.00
ICX7750-SVL-NDP-3	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$3,438.00	$2,304.00
ICX7750-SVL-NDP-4	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$4,583.00	$3,071.00
ICX7750-SVL-NDP-5	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 7750 48F, 48C, & 26Q	$5,729.00	$3,839.00
ICX7750-SVL-RMT-1	ESSENTIAL REMOTE SUPPORT, ICX 7750 48F, 48C, & 26Q	$940.00	$630.00
ICX7750-SVL-RMT-2	ESSENTIAL REMOTE SUPPORT, ICX 7750 48F, 48C, & 26Q	$1,786.00	$1,197.00
ICX7750-SVL-RMT-3	ESSENTIAL REMOTE SUPPORT, ICX 7750 48F, 48C, & 26Q	$2,585.00	$1,732.00
ICX7750-SVL-RMT-4	ESSENTIAL REMOTE SUPPORT, ICX 7750 48F, 48C, & 26Q	$3,447.00	$2,310.00
ICX7750-SVL-RMT-5	ESSENTIAL REMOTE SUPPORT, ICX 7750 48F, 48C, & 26Q	$4,308.00	$2,887.00
ICX7750-SVL-SECUPLIFT-1	SECURE UPLIFT SUPPORT, ICX 7750 48F, 48C, & 26Q	$500.00	$335.00
ICX7750-SVL-SECUPLIFT-2	SECURE UPLIFT SUPPORT, ICX 7750 48F, 48C, & 26Q	$950.00	$637.00
ICX7750-SVL-SECUPLIFT-3	SECURE UPLIFT SUPPORT, ICX 7750 48F, 48C, & 26Q	$1,375.00	$922.00
ICX7750-SVL-SECUPLIFT-4	SECURE UPLIFT SUPPORT, ICX 7750 48F, 48C, & 26Q	$1,833.00	$1,229.00
ICX7750-SVL-SECUPLIFT-5	SECURE UPLIFT SUPPORT, ICX 7750 48F, 48C, & 26Q	$2,292.00	$1,536.00
ICX6430 Specific Switch Support Upgrades		**Discount:**	33%
ICX6430-SVL-4OS-1	ESSENTIAL 4HR ONSITE SUPPORT, ICX 6430 24P & 48P	$275.00	$185.00
ICX6430-SVL-4OS-2	ESSENTIAL 4HR ONSITE SUPPORT, ICX 6430 24P & 48P	$523.00	$351.00
ICX6430-SVL-4OS-3	ESSENTIAL 4HR ONSITE SUPPORT, ICX 6430 24P & 48P	$756.00	$507.00
ICX6430-SVL-4OS-4	ESSENTIAL 4HR ONSITE SUPPORT, ICX 6430 24P & 48P	$1,008.00	$676.00
ICX6430-SVL-4OS-5	ESSENTIAL 4HR ONSITE SUPPORT, ICX 6430 24P & 48P	$1,260.00	$845.00
ICX6430-SVL-4P-1	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$220.00	$148.00
ICX6430-SVL-4P-2	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$418.00	$281.00
ICX6430-SVL-4P-3	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$605.00	$406.00
ICX6430-SVL-4P-4	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$807.00	$541.00
ICX6430-SVL-4P-5	ESSENTIAL 4HR PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$1,008.00	$676.00
ICX6430-SVL-NDO-1	ESSENTIAL NBD ONSITE SUPPORT, ICX 6430 24P & 48P	$165.00	$111.00
ICX6430-SVL-NDO-2	ESSENTIAL NBD ONSITE SUPPORT, ICX 6430 24P & 48P	$314.00	$211.00
ICX6430-SVL-NDO-3	ESSENTIAL NBD ONSITE SUPPORT, ICX 6430 24P & 48P	$454.00	$305.00
ICX6430-SVL-NDO-4	ESSENTIAL NBD ONSITE SUPPORT, ICX 6430 24P & 48P	$605.00	$406.00
ICX6430-SVL-NDO-5	ESSENTIAL NBD ONSITE SUPPORT, ICX 6430 24P & 48P	$756.00	$507.00
ICX6430-SVL-NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$110.00	$74.00

ICX6430-SVL-NDP-2	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$209.00	$141.00
ICX6430-SVL-NDP-3	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$303.00	$204.00
ICX6430-SVL-NDP-4	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$403.00	$271.00
ICX6430-SVL-NDP-5	ESSENTIAL NBD PARTS ONLY SUPPORT, ICX 6430 24P & 48P	$504.00	$338.00
ICX6430-SVL-RMT-1	ESSENTIAL REMOTE SUPPORT, ICX 6430 24P & 48P	$85.00	$57.00
ICX6430-SVL-RMT-2	ESSENTIAL REMOTE SUPPORT, ICX 6430 24P & 48P	$162.00	$109.00
ICX6430-SVL-RMT-3	ESSENTIAL REMOTE SUPPORT, ICX 6430 24P & 48P	$234.00	$157.00
ICX6430-SVL-RMT-4	ESSENTIAL REMOTE SUPPORT, ICX 6430 24P & 48P	$312.00	$210.00
ICX6430-SVL-RMT-5	ESSENTIAL REMOTE SUPPORT, ICX 6430 24P & 48P	$390.00	$262.00
ICX6430-SVL-SECUPLIFT-1	SECURE UPLIFT SUPPORT, ICX 6430 24P & 48P	$150.00	$101.00
ICX6430-SVL-SECUPLIFT-2	SECURE UPLIFT SUPPORT, ICX 6430 24P & 48P	$285.00	$191.00
ICX6430-SVL-SECUPLIFT-3	SECURE UPLIFT SUPPORT, ICX 6430 24P & 48P	$413.00	$277.00
ICX6430-SVL-SECUPLIFT-4	SECURE UPLIFT SUPPORT, ICX 6430 24P & 48P	$550.00	$369.00
ICX6430-SVL-SECUPLIFT-5	SECURE UPLIFT SUPPORT, ICX 6430 24P & 48P	$688.00	$461.00

SKU List – Ruckus

Part Number	Description	MSRP	Extended
Indoor Access Points		**Final Discount:**	**60%**
901-R310-US02	ZoneFlex R310, dual band 802.11ac Indoor Access Point, BeamFlex, 2x2:2, 1-Port, PoE, Does not include power adapter or PoE Injector. Limited Lifetime Warranty	$ 495.00	$198.00
901-R510-US00	ZoneFlex R510 dual-band 802.11abgn/ac Wireless Access Point, 2x2:2 streams, BeamFlex+, dual ports, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	$ 675.00	$270.00
901-R600-US00	ZoneFlex R600 dual-band 802.11abgn/ac Wireless Access Point, 3x3:3 streams, BeamFlex+, dual ports, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	$ 795.00	$318.00
901-R610-US00	ZoneFlex R610 dual-band 802.11abgn/ac Wireless Access Point, 3x3:3 streams, BeamFlex+, dual ports, 802.3af/at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	$ 895.00	$358.00
901-R700-US00	ZoneFlex R700 dual-band 802.11abgn/ac Wireless Access Point, 3x3:3 streams, BeamFlex+, dual ports, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	$ 995.00	$398.00
901-R710-US00	ZoneFlex R710 dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams, MU-MIMO, BeamFlex+, dual ports, 802.3af/at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	$ 1,295.00	$518.00
901-H500-US00	ZoneFlex 802.11ac dual-band concurrent 2.4 GHz & 5 GHz, Wired/Wireless Wall Switch, BeamFlex+, 1 10/100/1000 & 4 10/100 Ethernet Access Ports, POE in, PoE out (one port), USB port. Does not include DC power supply.	$ 365.00	$146.00
901-H510-US00	ZoneFlex 802.11ac dual-band concurrent 2.4 GHz & 5 GHz, Wired/Wireless Wall Switch, BeamFlex+, 1 10/100/1000 & 4 10/100/1000 Ethernet Access Ports, POE in, PoE out (one port), USB port. Does not include DC power supply.	$ 395.00	$158.00
Outdoor Access Points		**Final Discount:**	**60%**
901-T710-US01	ZoneFlex T710 802.11ac Outdoor Wireless Access Point, 4x4:4 Stream, Omnidirectional Beamflex+ coverage, 2.4GHz and 5GHz concurrent dual band, Dual 10/100/1000 Ethernet ports, 90-264 Vac, POE in and POE out, Fiber SFP, GPS, IP-67 Outdoor enclosure, -40 to 65C Operating Temperature. Includes standard 1-year warranty. For box contents, see Shipping Container Contents.	$ 2,995.00	$1,198.00
901-T710-US51	ZoneFlex T710s 802.11ac Outdoor Wireless Access Point, 4x4:4 Stream, 120 degree sector Beamflex+ coverage, 2.4GHz and 5GHz concurrent dual band, Dual 10/100/1000 Ethernet ports, 90-264 Vac, POE in and POE out, Fiber SFP, GPS, IP-67 Outdoor enclosure, -40 to 65C Operating Temperature. Includes standard 1-year warranty. For box contents, see Shipping Container Contents.	$ 2,995.00	$1,198.00

901-T300-US01	ZoneFlex T300, omni, outdoor access point, 802.11ac 2x2:2 internal BeamFlex+, dual band concurrent, one ethernet port, PoE input, includes mounting bracket and one year warranty. Does not include PoE injector.	$	1,295.00	$518.00
901-T300-US81	ZoneFlex T300e, outdoor access point, 802.11ac 2x2:2 internal BeamFlex+ 2GHz & 5GHz, external 5GHz N-female, dual band concurrent, one ethernet port, PoE input, includes mounting bracket and one year warranty. Does not include PoE injector or external 5GHz antenna.	$	1,395.00	$558.00
901-T301-US61	ZoneFlex T301n, 30x30 deg, Outdoor 802.11ac 2x2:2, narrow beam, dual band concurrent access point, one ethernet port, PoE input includes adjustable mounting bracket and one year warranty. , Does not include PoE injector.	$	1,495.00	$598.00
901-T301-US51	ZoneFlex T301s, 120x30 deg, Outdoor 802.11ac 2x2:2, 120 degree sector, dual band concurrent access point, one ethernet port, PoE input includes adjustable mounting bracket and one year warranty. , Does not include PoE injector.	$	1,495.00	$598.00
Antennas			**Final Discount:**	**60%**
911-2101-DP01	One high gain directional antenna, dual-polarized 21dBi gain and 10degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors. Lead time 8 weeks.	$	299	$120.00
911-2401-DP01	One high gain directional antenna, dual-polarized 24.5dBi V gain/23.5dBi H gain and 7-9 degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors. Lead time 8 weeks.	$	499	$200.00
911-1212-DP01	One 5GHz directional antenna, dual-polarized 12.5dBi gain and 120 degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors. Lead time 8 weeks.	$	399	$160.00
911-0636-VP01	One 5GHz Omni-Directional antenna, vertically polarized, 5.5dBi, direct attached to N-Type female connector. Lead time 8 weeks.	$	99	$40.00
911-0536-HP01	One 5GHz Omni-Directional antenna, horizontally polarized, 5dBi, direct attached to N-Type female connector. Lead time 8 weeks.	$	149	$60.00
911-0636-VH01	Bundle of one 911-0636-VP01 and one 911-0536-HP01. Lead time 8 weeks.	$	248	$100.00
911-0636-VH02	Bundle of two 911-0636-VP01 and one 911-0536-HP01,ZF7761-CM. Lead time 8 weeks.	$	347	$139.00
911-0006-HP01	One 2.4 GHz Omni-Directional antenna, horizontally polarized, 6dBi, N-Male Connector, Lead time 8 weeks.	$	199	$80.00
911-0005-VP01	One 2.4 GHz Omni-Directional antenna, vertically polarized, 5dBi, N-Male Connector, Lead time 8 weeks.	$	99	$40.00
911-0505-DP01	AT-0505-DP01, Indoor Antenna for 7372-E, Panel, Dual-Band 2.4/5 GHz, 5dBi, 2x2, Dual-Polarity, RP-SMA. Lead time 8 weeks.	$	365	$146.00
911-0303-VP02	AT-0303-VP01, Indoor Antenna for 7372-E, Elbow-Joint, Dual-Band 2.4/5 GHz, 2/3dBi, RP-SMA, Pair. Lead time 8 weeks.	$	60	$24.00

ZoneDirector Hardware Controller (Customer Self-Management)			**Final Discount:**	**60%**
901-1205-UN00	ZoneDirector 1200, licensed for up to 5 ZoneFlex Access Points. ZD1200 can be upgraded to support up to 75 APs with AP license upgrades.		$ 1,095.00	$438.00
ZoneDirector Hardware Controller License Upgrades (Customer Self-Management)			**Final Discount:**	**60%**
909-0001-ZD12	ZoneDirector 1200 Single AP License Upgrade SKU. Max orderable upgrade license quantity is 70.	$ 150.00		$60.00
ZoneDirector Controller Support for Active Controller Hardware Units (Customer Self-Management; SLED Customers Only)			**Final Discount:**	**60%**
841-1205-1000	SLED WatchDog Support for ZoneDirector 1205, 1 Year	$ 165.00		$66.00
841-1205-3000	SLED WatchDog Support for ZoneDirector 1205, 3 Year	$ 395.00		$158.00
841-1205-5000	SLED WatchDog Support for ZoneDirector 1205, 5 Year	$ 548.00		$220.00
ZoneDirector Controller Support for Active Controller AP Licensing Upgrades (Customer Self-Management; SLED Customers Only)			**Final Discount:**	**15%**
841-1201-1L00	SLED WatchDog Support for ZoneDirector 1205 ONE License Upgrade, 1 Year	$ 23.00		$20.00
841-1201-3L00	SLED WatchDog Support for ZoneDirector 1205 ONE License Upgrade, 3 Year	$ 54.00		$46.00
841-1201-5L00	SLED WatchDog Support for ZoneDirector 1205 ONE License Upgrade, 5 Year	$ 75.00		$64.00
ZoneDirector Controller Support for Redundant Hardware Controllers (Customer Self-Management)			**Final Discount:**	**15%**
803-1200-1RDY	Watchdog ZD1200 Redundant Controller support, 1 year. Includes Support & License upgrades to bring the redundant ZD to the same level as Primary ZD. Must purchase with ZD 1205 (PN # 901-1205-xx00) or use with existing redundant ZD 1200.		$ 110.00	$94.00

Part Number	Description	Price	Discounted Price
803-1200-3RDY	Watchdog ZD1200 Redundant Controller support, 3 year. Includes Support & License upgrades to bring the redundant ZD to the same level as Primary ZD. Must purchase with ZD 1205 (PN # 901-1205-xx00) or use with existing redundant ZD 1200.	$ 235.00	$200.00
803-1200-5RDY	Watchdog ZD1200 Redundant Controller support, 5 year. Includes Support & License upgrades to bring the redundant ZD to the same level as Primary ZD. Must purchase with ZD 1205 (PN # 901-1205-xx00) or use with existing redundant ZD 1200.	$ 313.00	$267.00
SmartZone Hardware Controller (Customer Self-Management)		**Final Discount:**	**60%**
P01-S104-UN00	SmartZone 100 with 4 GigE ports, 90-day temporary access to licenses. Can manage up to 1,024 APs per SmartZone controller, and up to 3,000 APs per cluster.	$ 4,995.00	$1,998.00
P01-S124-UN00	SmartZone 100 with 2x10GigE and 4 GigE ports, 90-day temporary access to licenses. Can manage up to 1,024 APs per SmartZone controller, and up to 3,000 APs per cluster.	$ 9,995.00	$3,998.00
SmartZone Controller License Upgrades (Customer Self-Management)		**Final Discount:**	**60%**
L09-0001-SG00	AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point. Order this when you intend to run software version from 3.2 onwards.	$ 100.00	$40.00
SmartZone Controller Support for Each Hardware Unit (Customer Self-Management; SLED Customers Only)		**Final Discount:**	**15%**
S41-S104-1000	SLED Premium WatchDog Support for SmartZone 100 with 4 GigE ports, 1 Year	$ 750.00	$638.00
S41-S104-3000	SLED Premium WatchDog Support for SmartZone 100 with 4 GigE ports, 3 Year	$ 1,799.00	$1,530.00
S41-S104-5000	SLED Premium WatchDog Support for SmartZone 100 with 4 GigE ports, 5 Year	$ 2,498.00	$2,124.00
S41-S124-1000	SLED Premium WatchDog Support for SmartZone 100 with 2x10GigE and 4 GigE ports, 1 Year	$ 1,500.00	$1,275.00
S41-S124-3000	SLED Premium WatchDog Support for SmartZone 100 with 2x10GigE and 4 GigE ports, 3 Year	$ 3,599.00	$3,060.00
S41-S124-5000	SLED Premium WatchDog Support for SmartZone 100 with 2x10GigE and 4 GigE ports, 5 Year	$ 4,998.00	$4,249.00
SmartZone Controller Support for AP Licensing Upgrades (Customer Self-		**Final Discount:**	**15%**

Management; SLED Customers Only)			
S41-0001-1LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 1 Year	$ 15.00	$13.00
S41-0001-3LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 3 Year	$ 36.00	$31.00
S41-0001-5LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 5 Year	$ 50.00	$43.00
Virtual SmartZone Controller Software Instance (ENA or Customer Management)		**Final Discount:**	**60%**
L09-VSCG-WW00	Virtual SmartZone 3.0 or newer software virtual appliance, 1 Instance, includes 1 AP license. **Need to purchase RTU support license to continue using vSZ beyond 90 days**	$ 995.00	$398.00
Virtual Controller License Upgrades (ENA or Customer Self-Management)		**Final Discount:**	**60%**
L09-0001-SG00	AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point. Order this when you intend to run software version from 3.2 onwards.	$ 100.00	$40.00
Virtual Controller Support for Each Software Instance (Customer Self-Management; SLED Customers Only)		**Final Discount:**	**15%**
S41-VSCG-1L00	SLED Premium WatchDog Support - vSZ-RTU, 1 Year	$ 150.00	$128.00
S41-VSCG-3L00	SLED Premium WatchDog Support - vSZ-RTU, 3 Year	$ 359.00	$306.00
S41-VSCG-5L00	SLED Premium WatchDog Support - vSZ-RTU, 5 Year	$ 498.00	$424.00
Virtual Controller Support for AP Licensing (Customer Self-Management; SLED Customers Only)		**Final Discount:**	**15%**
S41-0001-1LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 1 Year	$ 15.00	$13.00
S41-0001-3LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 3 Year	$ 36.00	$31.00
S41-0001-5LSG	SLED Premium WatchDog Support for SZ/vSZ AP management license, 5 Year	$ 50.00	$43.00
Ruckus Cloud Subscriptions		**Final Discount:**	**60%**

CLD-RKWF-1001	Ruckus Cloud Wi-Fi 1 year subscription for 1 AP, US hosted	$	95.00	$38.00
CLD-RKWF-3001	Ruckus Cloud Wi-Fi 3 year subscription for 1 AP, US hosted	$	190.00	$76.00
CLD-RKWF-5001	Ruckus Cloud Wi-Fi 5 year subscription for 1 AP, US hosted	$	285.00	$114.00
CLD-RWED-5001	Ruckus Cloud Wi-Fi 5 year subscription for 1 AP, US hosted, SLED pricing	$	190.00	$76.00
Managed Service Provider Controller and AP Licensing Support (Ruckus calls it Hospitality Service Provider [HSP])			**Final Discount:**	**60%**
S08-VSCG-1L00	HSP Premium WatchDog Support for Virtual SmartCell Gateway - vSZ-RTU, 1 YR	$	100.00	$40.00
S08-VSCG-3L00	HSP Premium WatchDog Support for Virtual SmartCell Gateway - vSZ-RTU, 3 YR	$	199.00	$80.00
S08-VSCG-5L00	HSP Premium WatchDog Support for Virtual SmartCell Gateway - vSZ-RTU, 5 YR	$	299.00	$120.00
S08-0001-1LSG	HSP Premium WatchDog Support Per SZ/vSZ AP, 1 YR	$	10.00	$4.00
S08-0001-3LSG	HSP Premium WatchDog Support Per SZ/vSZ AP, 3 YR	$	20.00	$8.00
S08-0001-5LSG	HSP Premium WatchDog Support Per SZ/vSZ AP, 5 YR	$	30.00	$12.00
Accessories			**Final Discount:**	**60%**
902-0173-US00	Spares of US Power Adapter for ZoneFlex 7372, 7352, 7321, R600, R500, R300, R310, R510, 7441- quantity of 1. Lead time 8 weeks; order multiple of 10.	$	10.00	$4.00
902-1169-US00	Spares of US Power Adapter for ZoneFlex R710, ZoneDirector 1200- quantity of 1. Lead time 8 weeks; order multiple of 10.	$	20.00	$8.00
902-0169-US00	Spares of US Power Adapter for ZoneFlex R700, 7982, 7962- quantity of 1. Lead time 8 weeks; order multiple of 10.	$	20.00	$8.00
902-0170-US00	Spares of external 30W AC/DC US power adapter for 7055 & H500, quantity of 1. Lead time 8-10 weeks; order multiple of 10.	$	50.00	$20.00
902-0162-US00	Spares of Power over Ethernet (PoE) Adapter (10/100/1000 Mbps) with US power adapter, quantity of 1 unit (applicable for 7731, P300, R710, R700, R600, R500, R510, R300, R310, 7982, 7372, 7352, 7321, H500, 7055, T300, T301). Lead time 8 weeks; order multiple of 10.	$	60.00	$24.00
902-0180-US00	Spares of Power over Ethernet (PoE) Injector (10/100/1000 Mbps) quantity of 1 unit (T710-series, 7762-series, 7782-series, and 8800-S access points),US Plug. Lead time 8 weeks; order multiple of 10.	$	100.00	$40.00
902-0182-0003	Spare, Outdoor Mounting Bracket, Bare Metal, Any-Angle, P300, 7762-AC,7762, 7782-series, 7781-CM, T300 Qty 1. Lead time 8 weeks; order multiple of 10.	$	75.00	$30.00
902-0183-0000	Spare Data Connector for T710-series, T300-series, 7782-series, 8800; contains 1 weatherizing data cable gland. Lead time 8 weeks; order multiple of 10.	$	15.00	$6.00

902-0185-0000	Spare Weatherized AC Connector for T710-series, 7762-AC, 7782-series, and 8800; contains 4-pin AC connector. Lead time 8 weeks; order multiple of 10.	$	50.00	$20.00
902-0100-0000	Mounting bracket for R700 & 7982. Mounts to hard wall/ceiling, outlet box, pole, truss. Includes Security Torx screw. Supports padlock. Lead time 8 weeks; order multiple of 10.	$	50.00	$20.00
902-0108-0000	Mounting Bracket for ZoneFlex 7352/7372, R600, R500, R510. Mounts to hard wall/ceiling, outlet box, pole, truss. Includes Security Torx screw. Supports padlock. Lead time 8 weeks; order multiple of 10.	$	50.00	$20.00
902-0118-0000	Secure Mounting Bracket for ZoneFlex R300. Mounts to hard wall/ceiling, pole, truss. Includes security screws (Torx & Phillips). Qty 1. Lead time 8 weeks; order multiple of 10.	$	25.00	$10.00
902-0119-0000	Surface Mount Bracket for ZoneFlex H500. Required when mounting H500 where no electrical outlet box is available. Lead time 8 weeks; order multiple of 10.	$	12.00	$5.00
902-0120-0000	Secure Mounting Bracket for ZoneFlex R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R510, R600, R310 and R700 without pad-lock support. Lead time 8 weeks; order multiple of 10.	$	25.00	$10.00
902-0123-0000	Flush-frame acoustic ceiling bracket for ZoneFlex R710. Flush-frame only – no applicable for standard (recessed-frame) acoustic ceiling. Lead time 8 weeks; order multiple of 10.	$	10.00	$4.00
ENA Specific				
SW-ENA-AP	Perpetual software subscription for one (1) wireless access point (AP) that is managed in ENA's network management system.	$	44.00	$44.00

◆ For ENA's Professional Services available for purchase, please refer to **ENA's Optional Services Pricing.**

◆ For Aerohive and Brocade/Ruckus products available for purchase, please refer to **ENA's Optional Services Pricing.**

◆ Annual managed service pricing assumes a five-year managed service contract.

◆ ENA Air includes on-site survey, cabling, necessary Power over Ethernet (PoE) switches, installation, design, engineering, activation, and verification of service. The ENA Air service also includes radio frequency heat map, maintenance, shipping, and full provisioning and support of service, including ongoing Tier 1-3 Customer Technical Assistance Center (CTAC) and engineering support of the entire life of the service. There are no other maintenance or support charges for ENA Air. Our Infrastructure as a Service (IaaS) approach includes all hardware, software, solution engineering, maintenance, and support.

◆ Pricing assumes placement of all access points within 300 cable feet of an intermediate distribution frame (IDF) or main distribution frame (MDF) data closet. Pricing does not include extending current wired LAN to include new IDFs.

◆ Pricing does not include drilling through concrete or exterior walls, or installing new underground conduit.

◆ Pricing assumes adequate A/C power and rack space for PoE are available.

◆ The customer will wholly own the switches and access points provided as part of the solution. Warranty on hardware is provided by the manufacturer, and is a limited lifetime warranty. The limited lifetime warranty covers normal use of the equipment, but does not cover vandalism, fire, theft, or similar occurrences. The customer may wish to insure the equipment as it would any other organization-owned asset.

◆ ENA Wi-Fi/LAN services are subject to our Master Service Agreement (MSA) and tariffs. MSA documents for ENA Wi-Fi/LAN services can be found in **Tab 6. Bidder Agreements.**

◆ Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.

4. Optional Services Pricing

Standard Price List – certain conditions and/or discounts may apply depending on location.

ENA Broadband Services Pricing

ENA Broadband Services

Service	Monthly Fee Per Site (unless otherwise indicated)	Note
Internet Access Incremental Upgrades	$25 per Mbps	1
Fully Managed WAN Services – Various Speeds	Individual Case Basis	1
Site Moves	Actual Carrier Cost +ENA Consulting Hours	
Make Ready Services - ENA Assisted	Actual Vendor Cost + ENA Consulting Hours	
Managed Services for Customer-Owned Fiber		
100 Mbps	$500	
Managed Fiber Upgrade to 1 Gbps	$700	2
Customized ENA WebSafe Content Filtering		
ENA WebSafe Prime	$1.00 per individual user, per year	5, 7
ENA WebSafe Pro	$2.00 per individual user, per year	5, 7, 8
ENA WebSafe Mobile	$6.00 per individual user, per year	5,7
Customer-Owned Firewall or Appliance Integration		
Small	$100	
Medium	$300	
Large	$500	
ENA NetShield Basic Firewall Protection (Only available with ENA Internet Access)		6
Up to 50 Mbps	$500	
51 Mbps to 100 Mbps	$750	
101 Mbps to 500 Mbps	$1,500	
501 Mbps to 1 Gbps	$2,500	
Up to 10 Gbps	$5,000	
Engineering Support Services (Beyond directly supporting proposed connectivity services)	$175 per hour	3, 4
Quality of Service (QoS) and Traffic Management Services	$25 per configuration, per device	
Training Services	One-Time Charge	4
Half-day	$900	
Full-day	$1,500	

Notes:
1. Internet access and wide area network (WAN) pricing is subject to evaluation of specific site and pricing is subject to availability.
2. Higher broadband service pricing is subject to evaluation of specific site and pricing is subject to availability.
3. For support services/consulting beyond ENA's managed connectivity services. Project-based pricing and bulk purchase discounts are available.
4. Additional travel and expense charges may apply.
5. Not available in all markets.
6. Firewall pricing based on Internet speed from aggregation point.
7. Minimum quantities may apply. Site survey required.
8. ENA WebSafe Pro has a minimum price of $200.00 per month or $2,400.00 per year.

Please note:

Pricing for optional services is intended for basic configurations and services for the service category and are subject to change and availability.

Customization and advanced configurations are available.

All pricing will be agreed upon between ENA and the customer before services are installed.

Prices listed above are not to exceed prices – pricing may be lower based on specific location review and quote.

Government taxes and fees may apply as applicable and may change over the term of the contact.

~ All service endnotes are located at the end of the pricing charts

ENA Wi-Fi and LAN Services Pricing

ENA Air, ENA AdvantEdge, and ENA Professional Services

Aerohive Equipment	One-time Fee
802.11ac Access Points	
Standard 2x2:2 802.11ac Access Point (Aerohive AP130)	$599
Standard 3x3:3 802.11ac Access Point (Aerohive AP230)	$799
802.11ac WAVE2 Indoor plenum rated, 2 radio 3x3:3 802.11ac Access Point, MU-MIMO (Aerohive AP250)	$999
802.11ac WAVE2 Indoor plenum rated, 2 radio 3x3:3 802.11ac Access Point, MU-MIMO, external antennas (Aerohive AP245X) (requires separate antennas)	$999
Outdoor Access Points	
Outdoor 802.11AC 2x2:2 Access Point (Aerohive AP1130) (requires separate antennas)	$1,399
Switches	
24 port switch (195W, all PoE ports, 1Gbps uplink) (Aerohive SR2024P)	$1,599
24 Port Switch (400W, all PoE ports, 10Gbps uplink) (Aerohive SR2124P)	$2,399
48 Port Switch (795W, all PoE ports, 10Gbps uplink) (Aerohive SR2148P)	$3,599
8 Port Switch (124W, all PoE ports, 1Gbps uplink) (Aerohive SR2208P)	$649
24 Port Switch (180W, all PoE ports, 1Gbps uplink) (Aerohive SR2224P)	$1,599
24 Port Switch (370W, all PoE ports, 10Gbps uplink, stacking) (Aerohive SR2324P)	$2,099
48 Port Switch (740W, all PoE ports, 10Gbps uplink, stacking) (Aerohive SR2348P)	$3,799
Optics and Accessories	
2.4Ghz RP-SMA female indoor 4dBi articulated antenna for AP390, AP350 and AP141 (AH-ACC-ANT-4-2G)	$19
5Ghz RP-SMA female indoor 4dBi articulated antenna for AP390, AP350 and AP141 (AH-ACC-ANT-4-5G)	$19
AP390, AP350 articulated indoor antenna kit, 3x2.4Ghz 4dBi and 3x5Ghz 4dBi antennas (AH-ACC-300-ANT-KIT)	$99
Dual Band RP-SMA female indoor 5dBi articulated antenna for AP245X. Count 1 (AH-ACC-ANT-DB-5)	$19
AP245X articulated indoor antenna kit (6 x Dual Band 5dBi antennas) (AH-ACC-DB-5-ANT-KIT)	$99
120 degree dual-band 5dBi sector antenna for AP245X with 3xRP-SMA connectors. Kit includes 3x75cm coaxial cables and mounting assembly. (AH-ACC-120-ANT-KIT)	$499
60 degree dual-band (5.5 dBi/6dBi for 2.4GHz/5GHz) sector antenna for AP245X with 3xRP-SMA connectors. Kit includes 3x75cm coaxial cables and mounting assembly. (AH-ACC-60-ANT-KIT)	$499
Outdoor Antenna Kit (2x2.4GHz 5dBi and 2x5GHz 5dBi) (AH-ACC-1130-ANT-KIT)	$200
Outdoor 120-degree dual band 2x2 sector antenna for AP1130 (AH-ACC-1130-ANT-SEC)	$499
Ethernet lightning protector kit for building entrance (to be used with outdoor AP installations)	$249
30W Outdoor PoE injector AP1130	$499
Protective cover for access point	$92
Gigabit Ethernet SFP module - SX	$99
Gigabit Ethernet SFP module - LX/LH	$162
10-Gigabit Ethernet SFP+ module - SR	$294
10-Gigabit Ethernet SFP+ module - LR	$448
10-Gigabit Ethernet SFP+ module - LRM	$504
SFP+ Direct Attach (stacking) Cable - 1M / passive	$179
SFP+ Direct Attach (stacking) Cable - 7M / passive	$379
900W Redundant Power System for 1 SR2100 Switch, 780W PoE	$1,999

Aerohive Cloud Management and Direct Support			
HiveManager 6 Online or HiveManager NG	**1-year**	**3-year**	**5-year**
One (1) Aerohive Access Point[1]	$92	$184	$276
One (1) Aerohive 8-port Ethernet Switch[2]	$40	$80	$120
One (1) Aerohive 24-port Ethernet Switch[2]	$200	$400	$600
One (1) Aerohive 48-port Ethernet Switch[2]	$320	$640	$960

~ All service endnotes are located at the end of the pricing charts

ENA Air, ENA AdvantEdge, and ENA Professional Services - Continued

Ruckus Equipment	One-time Fee
802.11ac Access Points	
Dual band 802.11ac Access Point, BeamFlex, 2x2:2, 1-Port, PoE (Ruckus R310)	$495
Dual-band 802.11ac Access Point, BeamFlex+, 2x2:2, dual ports, 802.3af PoE (Ruckus R510)	$675
Dual-band 802.11ac Access Point, BeamFlex+, 3x3:3, dual ports, 802.3af PoE (Ruckus R600)	$795
Dual-band 802.11ac Access Point, BeamFlex+, 3x3:3, dual ports, 802.3af PoE (Ruckus R700)	$995
Dual-band 802.11ac Wave2 Access Point, 4x4:4, MU-MIMO, BeamFlex+, dual ports, 802.3af/at PoE (Ruckus R710)	$1,295
Dual-band 802.11ac concurrent 2.4 GHz & 5 GHz, Wired/Wireless Wall Switch, BeamFlex+, 1 10/100/1000 & 4 10/100 Ethernet Access Ports, POE in, PoE out (one port) (Ruckus H500)	$365
Outdoor Access Points	
Outdoor Omni access point, 802.11ac 2x2:2 internal BeamFlex+, dual band concurrent, one Ethernet port, PoE (Ruckus T300)	$1,295
Outdoor access point, 802.11ac 2x2:2 internal BeamFlex+ 2GHz & 5GHz, external 5GHz N-female, dual band concurrent, one Ethernet port, PoE (optional external 5 GHz antenna) (Ruckus T300e)	$1,395
Outdoor access point 802.11ac 2x2:2, 120-degree sector antenna, dual band concurrent, one Ethernet port, PoE (external antenna included) (Ruckus T301s)	$1,495
Outdoor access point, 802.11ac 2x2:2, 30x30 degree narrow beam antenna, dual band concurrent access point, one Ethernet port, PoE (external antenna included) (Ruckus T301n)	$1,495
Outdoor Access Point, 802.11ac 4x4:4, Omnidirectional BeamFlex+ coverage, 2.4GHz and 5GHz concurrent dual band, Dual 10/100/1000 Ethernet ports, 90-264 Vac, POE in and POE out, Fiber SFP, GPS, IP-67 Outdoor enclosure, -40 to 65C Operating Temperature (Ruckus T710)	$2,995
Outdoor Access Point, 802.11ac 4x4:4, 120-degree sector BeamFlex+ coverage, 2.4GHz and 5GHz concurrent dual band, Dual 10/100/1000 Ethernet ports, 90-264 Vac, POE in and POE out, Fiber SFP, GPS, IP-67 Outdoor enclosure, -40 to 65C Operating Temperature (Ruckus T710s)	$2,995
Accessories	
One high gain directional antenna, dual-polarized 21dBi gain and 10degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors (2101)	$299
One high gain directional antenna, dual-polarized 24.5dBi V gain/23.5dBi H gain and 7-9 degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors (2401)	$499
One 5GHz directional antenna, dual-polarized 12.5dBi gain and 120 degrees 3dBm beam width, including one dual plane adjustable wall/pole mounting kit and two 1m RF cables with N-Type connectors (1212)	$399
One 5GHz Omni-Directional antenna, vertically polarized, 5.5dBi, direct attached to N-Type female connector (0636)	$99
One 5GHz Omni-Directional antenna, horizontally polarized, 5dBi, direct attached to N-Type female connector (0536)	$149
One 2.4 GHz Omni-Directional antenna, horizontally polarized, 6dBi, N-Male Connector (0006)	$199
One 2.4 GHz Omni-Directional antenna, vertically polarized, 5dBi, N-Male Connector (0005)	$99
Controllers	
ZoneDirector 1200, licensed for up to 5 ZoneFlex Access Points. ZD1200 can be upgraded to support up to 75 APs with AP license upgrades (ZD 1205)	$1,095
ZoneDirector 3000, licensed for up to 25 ZoneFlex Access Points. ZD3000 can be upgraded to support up to 500 APs with AP license upgrades (ZD 3025)	$6,000
ZoneDirector 3000, licensed for up to 50 ZoneFlex Access Points. ZD3000 can be upgraded to support up to 500 APs with AP license upgrades (ZD 3050)	$9,000
ZoneDirector 5000, licensed for up to 100 ZoneFlex Access Points, with dual AC Power Supplies, AC power cords, Fans, Rack Rail Mount Kit. ZD5000 can be upgraded to support up to 1000 APs with AP license upgrades (ZD 5100)	$35,000

~ All service endnotes are located at the end of the pricing charts

ENA Air, ENA AdvantEdge, and ENA Professional Services - Continued

Ruckus Equipment	One-time Fee		
Controller Licensing			
ZoneDirector 1200 Single AP License Upgrade SKU	$150		
ZoneDirector 3000 license upgrade supporting an additional 25 ZoneFlex access points	$3,000		
ZoneDirector 3000 license upgrade supporting an additional 50 ZoneFlex access points	$5,000		
ZoneDirector 3000 license upgrade supporting an additional 100 ZoneFlex access points	$10,000		
ZoneDirector 3000 license upgrade supporting an additional 200 ZoneFlex access points	$20,000		
ZoneDirector 5000 license upgrade supporting an additional 50 ZoneFlex access points	$5,000		
ZoneDirector 5000 license upgrade supporting an additional 100 ZoneFlex access points	$10,000		
ZoneDirector 5000 license upgrade supporting an additional 200 ZoneFlex access points	$20,000		
ZoneDirector 5000 license upgrade supporting an additional 500 ZoneFlex access points	$50,000		
Ruckus Cloud Management and Direct Support[3]			
Access Points	**1-year**	**3-year**	**5-year**
Ruckus Cloud Wi-Fi subscription for 1 AP, US hosted	$95	$190	$285
Ruckus Access Point Direct Support[4]			
Indoor Access Points	**1-year**	**3-year**	**5-year**
Ruckus R310	$70	$149	$198
Ruckus R510	$95	$203	$270
Ruckus R600	$112	$239	$318
Ruckus R710	$182	$389	$518
Ruckus H500	$52	$110	$146
Ruckus H500	$182	$389	$518
Outdoor Access Points	**1-year**	**3-year**	**5-year**
T300 & T300e	$182	$389	$518
T301n & T301s	$210	$449	$598
T710 & T710s	$420	$899	$1,198
Ruckus Redundant Controller Licensing and Direct Support[5]			
Controller	**1-year**	**3-year**	**5-year**
ZD1200 Redundant Controller support	$110	$235	$313
ZD3000 series Redundant Controller Support	$600	$1,286	$1,715
ZD5000 series Redundant Controller Support	$3,500	$7,500	$10,000
Ruckus Controller Direct Support[6]			
Controller	**1-year**	**3-year**	**5-year**
ZoneDirector 1205	$219	$470	$626
ZoneDirector 1205, 1 AP license upgrade	$30	$65	$86
ZoneDirector 3025	$1,200	$2,572	$3,429
ZoneDirector 3050	$1,800	$3,858	$5,143
ZoneDirector 3000, 25 AP license upgrade	$600	$1,286	$1,715
ZoneDirector 3000, 50 AP license upgrade	$1,000	$2,143	$2,857
ZoneDirector 3000, 100 AP license upgrade	$2,000	$4,286	$5,715
ZoneDirector 3000, 200 AP license upgrade	$4,000	$8,572	$11,429
ZoneDirector 5000, 100 APs base	$7,000	$15,000	$20,000
ZoneDirector 5000, 50 AP license upgrade	$1,000	$2,143	$2,857
ZoneDirector 5000, 100 AP license upgrade	$2,000	$4,286	$5,715
ZoneDirector 5000, 200 AP license upgrade	$4,000	$8,572	$11,429

~ All service endnotes are located at the end of the pricing charts

ENA Air, ENA AdvantEdge, and ENA Professional Services - Continued

Brocade Equipment	One-time Fee
Switches	
ICX7250-24P/24-port 1 GbE switch PoE+ 370W with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$2,650
ICX7250-24P-2X10G/24-port 1 GbE switch PoE+ 370W bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$3,200
ICX7250-48P/48-port 1 GbE switch PoE+ 740W with 8x1GbE SFP+ (upgradeable to 10GbE) uplink ports	$4,600
ICX7250-48P-2X10G/48-port 1 GbE switch PoE+ 740W bundle with 2x1GbE/10GbE + 6x1GbE SFP+ (upgradeable to 10GbE) uplink/stacking ports upgrade	$5,300
ICX7250-2X10G-LIC-POD/ICX7250 upgrade from 8x1GE uplink ports to 2x1/10GE + 6x1GE uplink/stacking ports. Only one 2X10G license upgrade can be applied to an ICX7250.	$1,400
ICX7250-8X10G-LIC-POD/ICX7250 upgrade from 2X1/10GE + 6X1GE uplink/stacking ports to 8X1/10GE uplink/stacking ports. This can only be applied to an ICX7250 that already has a 2X10G license applied.	$1,000
ICX7250-PREM-LIC/ICX7250 Layer 3 Premium Software License	$1,000
ICX 7450 24-port 1 GbE switch PoE+, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$3,495
ICX7450/6610 POE 1000W AC PSU, exhaust airflow, front to back airflow	$1,000
ICX 7450 exhaust airflow fan, front to back airflow (two fans required when using two power supplies)	$250
ICX 7450/6610 MACSEC license	$1,000
ICX 7450 4-port 1/10GbE SFP+ Module	$1,000
ICX 7450 48-port 1 GbE switch PoE+, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	$6,795
ICX 7450 exhaust airflow fan, front to back airflow (two fans required when using two power supplies)	$250
Optional Installation and Cabling Services	**List Price**
Switch Installation	$245
Cabling and installation of indoor AP (CAT 5e)	$450
Installation and activation per Outdoor AP	$750
OM3 12-strand 50 Micron armored inside/outside, up to 400'	$4,500
Additional OM3 12-strand per foot per run in excess of 400'	$12
OS2 single mode 6 strand fiber, up to 400'	$3,500
Additional OS2 SM 6-strand per foot per run in excess of 400'	$8
CAT 5e installation between IDF and MDF	$450
Additional IDF installation (includes small 6U 1 rack, fiber patch panel, and patch cables)	$700
CAT 6 upgrade for wiring to Access Points or between closets (per cable run)	$70
Wiremold 2700 3/4" raceway up to 60'	$450
Wiremold 2700 3/4" per run foot in addition to 60'	$8
Certify existing fiber (per pair)	$65
Benching/reserving install crew - 1 day (due to customer schedule changes)	$2,400
Brocade Support	
Essential remote support, ICX 7250 24 port or 48 port configurations for 3 years	$358
Essential remote support for 3 years for ICX 7450 24 port or 48 port	$770

~ All service endnotes are located at the end of the pricing charts

ENA Air, ENA AdvantEdge, and ENA Professional Services - Continued

ENA Air Managed Service[7]	
ENA Air Software Licensing	**One-time Fee**
Software licensing for one Ruckus AP with ENA Air Managed Service	$130
Software licensing for one Aerohive AP with ENA Air Managed Service	$135
Software licensing for one Aerohive 24 Port Switch with ENA Air Managed Service	$233
Software licensing for one Aerohive 48 Port Switch with ENA Air Managed Service	$498
Software licensing for any campus that utilizes Brocade or Cisco Switches with ENA Air managed service (per location)	$1,000
ENA Air Annual Managed Service[8, 9]	**Annual Price**
Per Indoor AP	$120
Per Outdoor AP	$270
Per 24 Port Edge Switch	$300
Per 48 Port Edge Switch	$420
Per Core Switch (Brocade, Cisco)	$720

ENA Professional Services

Wi-Fi and LAN solutions including assessment, design, activation, validation, and training.

	Size (See Below for Size Guidelines)				
	X-Small	**Small**	**Medium**	**Large**	**X-Large**
Assessment	$4,200	$5,300	$6,200	$6,800	$7,300
Design	$4,700	$5,300	$6,800	$7,900	$9,400
Activation & Validation	$4,700	$5,500	$6,700	$7,500	$8,000
Validation Only	$4,200	$4,700	$5,300	$6,200	$6,800

	Units	**List Price**
	0.5 Day	$900
Training[10]	1 Day	$1,500
	2 Days	$2,800
Hourly ENA Professional Services and Engineering[10]	Hourly Rate	$175

Professional Services Sizing Guidelines

	Primary Indicators	
Size	**Classrooms**	**Sq. Ft.**
X-Small	1-25	< 50k
Small	26-50	50 - 100k
Medium	51-75	100-150k
Large	76-100	150-200k
X-Large	101-125	200-250k

Service Endnotes

All pricing subject to site survey.

ENA Air Management Services (includes access to ENA Air Reporting for Wi-Fi Networks available at https://my.ena.com)

[1] Aerohive HiveManager 6 or HiveManager NG Cloud Service for one (1) Aerohive Access Point, includes 1 year Select Support: phone, software & Support Portal, Hardware Advanced Replacement for education and library customers only.

[2] Aerohive HiveManager 6 or HiveManager NG Cloud Service for one (1) Aerohive Switch, includes 1 year Select Support: phone, software & Support Portal, Hardware Advanced Replacement for education and library customers only.

[3] Ruckus Cloud subscription includes manufacturer direct support and next day hardware replacement if there is a hardware failure or manufacturer defect. It does not include advanced hardware replacement, which must be purchased separately if desired.

[4] Ruckus End User Premium WatchDog Support includes Technical Support by Ruckus (24 x 7 x 365 days), Support web login, for controller and all AP manageable by the controller, and Advanced Hardware Replacement on the controller. Software updates and upgrades, as available, for the controller are included in the controller support. Customers must buy support on the controller and on all AP licenses installed on the controller. Customers should purchase the same term support (1, 3, 5 years) on both the controller and the AP licenses.

~ All service endnotes are located at the end of the pricing charts

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ENA Air, ENA AdvantEdge, and ENA Professional Services - Continued

Service Endnotes - Continued

[5] Ruckus Redundant Controller Support includes: support for backup controller, advanced replacement for the backup controller, license upgrades to bring backup controller to the same license level as the primary controller. Note: the backup controller hardware must be purchased as the base model.

[6] Ruckus SLED End User WatchDog Support includes Level 1-3 Support (24 x 7 x 365 days), Support web login, for controller and all AP manageable by the controller, and Advanced Hardware Replacement on the controller. Software updates and upgrades, as available for the controller are included in the controller support. Customers must buy support on the controller and on all AP licenses installed on the controller. Customers should purchase the same term support (1, 3, 5 years) on both the controller and the AP licenses.

[7] Includes access to ENA Air Reporting for Wi-Fi networks available at https://my.ena.com

[8] ENA Air management of Ruckus APs does not include advanced hardware replacement.

[9] ENA Air management of Aerohive APs and switches includes advanced hardware replacement.

[10] Additional travel and expense charges may apply.

ENA Cloud Computing Services Pricing

ENA TrustCompute

Setup and Activation		
Internet Access	**Setup Fee**	**Terms**
ENA Internet Access	$500 OTC[1]	12-month commitment
Alternative Internet access (Off-net)	$2,000 OTC[1]	12-month commitment

Bundle Package Sizes														
Entry			**Small**			**Medium**			**Large**			**X-Large**		
RAM	TB	Cores	RAM	TB	Cores	RAM	TB	Cores	RAM	TB	Cores	RAM	TB	Cores
40 GB	1.5	16	80 GB	2.5	32	160 GB	5	64	320 GB	10	128	640 GB	20	256
Public IP		4	Public IP		4	Public IP		8	Public IP		16	Public IP		32
Bandwidth		50	Bandwidth		50	Bandwidth		100	Bandwidth		250	Bandwidth		ICB[3]
$700 MRC[2]			$1,200 MRC[2]			$2,300 MRC[2]			$4,400 MRC[2]			$8,500 MRC[2]		

Upgrades							
Memory Add-on		**Storage Add-on**		**CPU Add-on**		**Public IP Address Add-on**	
GB RAM	Price MRC[4]	TB	Price MRC[4]	Cores	Price MRC[4]	Block of IPs	Price MRC[4]
10	$100	1	$50	8	$80	4	$40
20	$200	3	$150	16	$160	8	$80
30	$300	5	$250	32	$320	16	$160
40	$400	10	$500	64	$640	32	$320
50	$500	20	$1,000	128	$1,280	64	$640

[1] One-time charge

[2] Monthly recurring charges

[3] Bandwidth for X-large packages will be determined on an individual case basis (ICB).

[4] Additional monthly recurring costs

ENA Voice Services Pricing

ENA's voice service is designed to be flexible. The price list shown below includes all our voice options. Many of these options can be combined to create a customized service bundle that meets your specific needs.

ENA SmartVoice

All ENA SmartVoice services include the following: Bundled minutes of continental U.S. usage[4], Online User Interfaces, Administrator's Portal and Local Number Portability (LNP) at no extra charge.

Service	Description	One-time Fee	Monthly Fee
Interconnected VoIP Extension Types			
ENA SmartVoice Prime[7]			$10.50
ENA SmartVoice Prime + Telephone Number[7]			$11.50
ENA SmartVoice Mobile[8]			$15
ENA SmartVoice Plus[6]			$25
ENA SmartVoice PlusMobile[6]			$27.50
ENA SmartVoice PlusOffice[6]			$30
ENA SmartVoice Pro[6]			$40
ENA SmartVoice Analog Loud Ringer			$17.50
ENA SmartVoice SIP Loud Ringer			$12.50
SIP Paging and Integration Extension			$5
ENA SmartVoice Auto Attendant			$30.50
Multi Line Hunt Group			$20
Hosted Call Recording	Per line		$12.50
Extension for Integration with Existing Intercom/Paging/Door Locks			$30
ENA SmartFax [1]			$25
ENA SmartFax to Email Add-on	Requires purchase of ENA SmartFax service. This feature allows for one email address per fax number.		$5
Installation and Configuration of Eligible ENA SmartVoice Services	Required per site	$250	
Enhanced PinPoint 911	Requires a phone number per extension and all extensions at a given site must include this feature, if it is desired for a site.		$1
Voicemail Only	Per mailbox		$4
Voicemail Transcription	Per User		$3
Engineering Consulting[2]			
LAN/WAN/PBX Integration with Premises Systems	Hourly rate	$175	
Training [2]			
Admin/End User/ Portal/Phone Training	Half day on-site training	$900	
Admin/End User/ Portal/Phone Training	Full day on-site training	$1,500	
Configuration			
Basic PBX/Extension - Configuration or Change	Service is available via Administrator's Portal at no charge. ENA can perform this service, if requested by the customer, for this one-time charge, per request.	$10	
Integration with Customer Firewall			Individual Case Basis
USF and Government Fees Estimate [3]	Estimate based on monthly voice service		5.00%
911/E-911 Local Government Fees [3]	Based on location		Varies by location

~ All service endnotes are located at the end of the pricing charts

ENA SmartVoice Services – Continued

Service	One-time Fee	Service	One-time Fee
Phones/Handsets ***			
IP Handsets - *Price includes configuration and testing*			
POE-Only Powered Handsets		**Handsets - AC Power Adapter Included**	
No AC Adapter Included			
ENA SmartVoice Polycom IP 6000 Conference Phone	$550	ENA SmartVoice Polycom 6000 IP Conference Phone	$625
ENA Polycom VVX 201 or equivalent	$100	ENA Polycom VVX 201 or equivalent	$105
ENA Polycom VVX 301 or equivalent	$115	ENA Polycom VVX 301 or equivalent	$135
ENA Polycom VVX 311 or equivalent	$135	ENA Polycom VVX 311 or equivalent	$150
ENA Polycom VVX 401 or equivalent	$155	ENA Polycom VVX 401 or equivalent	$175
ENA Polycom VVX 411 or equivalent	$180	ENA Polycom VVX 411 or equivalent	$195
ENA Polycom VVX 501 or equivalent	$200	ENA Polycom VVX 501 or equivalent	$220
ENA Polycom VVX 601 or equivalent	$280	ENA Polycom VVX 601 or equivalent	$300
*** Phone models and pricing subject to change			

Service	Description	One-time Fee	Monthly Fee
ENA SmartVoice Analog Telephony Adapter	For analog phone use with ENA SmartVoice		$5
Standard on-site phone installation	Minimum of 25 phones, price per phone	$20	
Wall mount on-site phone installation	Minimum of 25 phones, price per phone	$50	
Algo device installation	Minimum of 25 devices, price per device	$60	
Accessory Items			
Polycom VVX Color Expansion Module		$190	
Polycom VVX USB Camera for VVX 500/501/600/601		$115	
Algo 8180 SIP Audio Alerter		$250	
Algo 8186 SIP Indoor/Outdoor Paging Horn		$370	
Algo 8128 SIP Strobe Light		$335	
Algo 8028 SIP Door Phone		$425	
Power Supply for Polycom VVX 201		$15	
Power Supply for Polycom VVX 300/310/400/410		$25	
Power Supply for Polycom VVX 501/601		$30	
Power Supply for 301/311/401/411		$25	
Power supply for Polycom IP 6000 Conference Phone		$95	
Microphone Extenders for IP 6000	Includes two extension microphones	$280	
Warranties			
1-Year Advanced Replacement Warranty		Included	

~ All service endnotes are located at the end of the pricing charts

ENA SmartLink Services

All ENA SmartLink connections (Analog, PRI, and IP Trunk) include 1,000 minutes of local and continental U.S. long distance usage[4]— per port/interface.

Service	Description	One-time Fee	Monthly Fee
ENA SmartLink Analog	Analog interface to PBX/key system. Cannot be used for fax, modem, or alarm lines.		$25
ENA SmartLink PRI	PRI interface to PBX/key system. Price per channel. A full PRI equivalent is 23 channels at $345.00 total.		$ 15
ENA SmartLink IP	Minimum 100 ports/channels - price per channel		$15
Demarc Extensions	From ENA Demarc to PBX/key system – hourly rate	$175	
Additional Telephone Numbers [5]	Please see endnote		$0.80
Additional Block of 1,000 Minutes	1,000 minutes of continental U.S. usage		$15
USF and Government Fees Estimate[3]	Estimate – based on monthly voice service		5.00%
911/E-911 Local Government Fees [3]	Based on location		Varies by location

ENA SmartVoice and ENA SmartLink Add-on Services

Service	Description	One-time Fee	Monthly Fee
ENA SmartConference Services			
10 Port Bridge, Unlimited Usage			$30
25 Port Bridge, Unlimited Usage			$50
ENA Toll-Free	First 100 minutes included; extra minutes at $0.04 per minute		$10
Toll-Free Directory Listing			$15
Initial Foreign Directory Listing			$8
Caption Set Directory Listing			$6

Miscellaneous Per Use Charges – ENA SmartVoice and ENA SmartLink

Service	Description	One-time Fee	Monthly Fee
CO-Powered POTS Line			Individual Case Basis
International and Domestic Long Distance to Alaska, Hawaii, and U.S. Territories			Tariff rate / per minute
411/Directory Information Calls - Per Call			$1
Phone Services - Changes, Replacement, Returns – Per Incident			
Phone/Handset Configuration Change		$10	
Replacement Shipping and Handling		$25	

Service Endnotes

[1] Service not available in all markets, service check required.

[2] Additional travel and expense charges may apply.

[3] USF fees and taxes, 911 local county taxes, 411 (Directory Assisted) calls, international and non-continental U.S. long distance (LD) calls are billed in addition to the flat monthly rate. See miscellaneous charges for per call and per minute charges not included.

[4] By default, service comes with international LD and 900/976 calls disabled. International LD can be re-enabled upon customer request. 411 calls can be disabled upon customer request.

[5] Availability of additional telephone numbers vary per LATA. Please see your ENA Account Services Manager for more details. Additional numbers are available with ENA SmartLink PRI and ENA SmartLink IP service.

[6] ENA SmartVoice Pro, PlusOffice, PlusMobile and Plus come with 500 minutes of continental U.S. usage.

[7] ENA SmartVoice Prime and Prime + Telephone number come with 100 minutes of continental U.S. usage.

[8] ENA SmartVoice Mobile comes with 250 minutes of continental U.S. usage

Please note:
ENA's voice services are subject to our master service agreement and tariffs, and are provided by our subsidiary ENA Services, LLC.
ENA SmartVoice services require the customer's LAN environment to meet certain specifications.
ENA will work to minimize any additional costs or fees to the customer.
All pricing is contingent upon service availability.

ENA Video Collaboration Powered by Zoom Pricing

ENA Video Collaboration Powered by Zoom Services

Unlimited high-definition video conferencing, desktop sharing, multipoint or single-point connection, and interoperability with H323 systems.

Service	One-time Fee	Monthly Fee
Video Collaboration X-Small (up to 20 Hosts)		$150
Video Collaboration Small (up to 50 Hosts)		$375
Video Collaboration Medium (up to 150 Hosts) [1]		$1,125
Video Collaboration Large (up to 500 Hosts) [1,2,3]		$3,750
Optional Add-on Services		
H323 Port		$499 per port
Cloud Recording		
15 G per month		$1,200
100 G per month		$6,000
Webinar – One-way Presentation		**Annual**
100 participants		$400
500 participants		$1,400
1,000 participants		$3,400
3,000 participants		$9,900
5,000 participants		$24,900
10,000 participants		$64,900
Large Group Meeting – Two-way Presentation		
100 participants		$400
200 participants		$900
300 participants		$1,400
500 participants		$2,400
Training Service[4]		
Half Day	$900	
Full Day	$1,500	

~ All service endnotes are located at the end of the pricing charts

Service Endnotes

[1] Discounts are available for Video Collaboration Powered by Zoom medium and large host packages.

[2] Host packages above 500 are available upon request.

[3] Higher Education purchases larger than 25,000 users qualify for customized packages – pricing varies depending on volume and bundled package needs.

[4] Additional travel and expense charges may apply.