

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: Information Technology

AGENDA DATE: October 30, 2012

CONTACT PERSON/PHONE: Miguel Gamino – Director, Information Technology (915)541-4746
Bruce D. Collins – Purchasing Manager (915) 541-4308

DISTRICT(S) AFFECTED: All

SUBJECT:

Award the following: Solicitation No. 2012-252 - Voice over IP Telephony and Network Infrastructure
To: Sigma Technologies
Total Estimated Cost: \$6,898,523

BACKGROUND / DISCUSSION:

The Information Technology Department requests authorization for the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order(s) to Sigma Technologies, Inc., for \$6,898,523. The City utilized a Competitive Sealed Bid-Low Bid procurement process and Sigma Technology Solutions provided the lowest bid for Voice over IP (VoIP) Telephony and Network Infrastructure based on a (46) forty-six item sample list. The detailed specifications provided Cisco licensing and hardware requirements.

The IT Department has taken the direction to upgrade and standardize with VoIP Telephony and Network Infrastructure on a Cisco based platform. This direction allows for the following benefits:

- Both data and voice structured cabling will be unified on the same network infrastructure
- Improved on-site support efficiencies with enhanced voice services
- City Network/VoIP team staff have invested and focused on Cisco standardized training. Staff driven training has resulted in multiple-tiered Cisco, and industry recognized certifications to include, but not limited to: Cisco Certified Network Associate and Cisco Certified Network Professionals
- Standardization of City telephony hardware configurations will minimize existing multi-vendor maintenance costs
 - Reduction in hardware overhead and sparing inventory
 - Reduce response time resulting with improved Mean Time to Restore (MTR) eliminating lead times for parts not readily available

The City received four bids for the CISCO platform and one for the Extreme Network Platform which was not what the specifications required. Sigma proposed a 54% discount and Technology for Education proposed a 45% discount. In accordance with Competitive Sealed Bid- Low Bid procurement process, Sigma Technology Solutions was identified as the lowest bidder. The Solicitation provided a listing of 46 sample items that IT regularly purchases in order to evaluate which was the low bid and the results are noted in the attached bid tab.

SELECTION SUMMARY:

This solicitation was advertised on June 5, 2012 and June 12, 2012, and opened on September 19, 2012. On June 5, 2012, notifications were mailed out, the solicitation was posted on the City's website and the email (Purmail) notification was sent out. A total of thirty four (34) bidders were solicited, seventeen (17) local bidders were solicited and (5) bidders responded with zero (0) being local bidders.

PRIOR COUNCIL ACTION:

Yes. February 28, 2012 Agenda Item 7E, Council approves and authorizes to issue a purchase order for CISCO VoIP and Network equipment and licenses for the Police and Fire departments.

On January 10, 2012 Agenda Item 5A, Council approves and authorizes to issue a purchase order for maintenance, technical support and firmware upgrades for CISCO equipment and software, including Unified Communication software.

On April 26, 2011 Agenda Items 7D and 14C, Council approves and authorizes to issue a purchase order for CISCO Wireless Controller and related hardware and licenses and a purchase order for CISCO network hardware, software and implementation services within the POD and to connect the POD network with MDR disaster recovery data center.

On October 12, 2010 Agenda Items 5D and 5E, Council approves and authorizes to issue a purchase order for a CISCO VoIP system for the 10th Floor at City Hall and a purchase order for CISCO network infrastructure equipment.

AMOUNT AND SOURCE OF FUNDING:

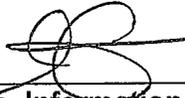
Department:	Information Technology
Amount:	\$ 6,898,523
Fund Source:	IT Capital funds
	190-28340-4560-580100-PCP12IT010
	190-28340-4560-580100-PCP12IT030
	190-28290-4710-580100-PCP09IT020
	190-28340-4560-580100-PCP12IT020
	190-28340-4560-580100-PCP12IT050
	190-28340-4560-580100-PCP12IT060

BOARD / COMMISSION ACTION:

N/A

*****AUTHORIZATION*****

DEPARTMENT HEAD:



Miguel A. Gamino, Information Technology Director

**COUNCIL PROJECT FORM
(LOW BID)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **OCTOBER 30, 2012**.

Discussion and action on the award of Solicitation No. 2012-252 (VOIP Telephony and Network Infrastructure) to Sigma Technology Solutions, INC., for an initial term award of \$6,898,523.00.

Department:	Information Technology
Award to:	Sigma Technology Solutions, Inc. San Antonio, TX
Item(s):	All
Discount:	54% Discount of Published Catalog Prices
Option:	1 Year
Payment Terms:	Net 30
Initial Term:	2 Years
Payment Terms:	Net 30
Initial Term Estimated Award:	\$ 6,898,523.00
Option Year Estimated Award:	\$ 3,449,261.50
Total Estimated Award:	\$10,347,784.50 (3 Years)

Account:	239-28340-4560-580100-PCP12IT010 239-28340-4560-580100-PCP12IT030 239-28290-4710-580100-PCP09IT020 239-28340-4560-508100-PCP12IT020 239-28340-4560-580100-PCP12IT050 239-28340-4560-580100-PCP12IT060
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Funding Source:	IT Capital Funds
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District(s):	All
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This is a Low Bid, catalog pricing agreement.

The Financial Services - Purchasing Division and Information Technology recommend award to Sigma Technology Solutions, Inc, the lowest bidder.

Net Direct Systems, Inc. bid a brand other than specified and did not provide sample pricing as required and was deemed non-responsive.

*******ADDITIONAL INFO BELOW*******



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

PART A: PRICE LIST PRICING		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
		PRICE ADJUSTMENT FACTOR		
ITEM NO.	DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
1.	CISCO EQUIPMENT	NET <input checked="" type="checkbox"/> - ___% DISCOUNT <input type="checkbox"/> + ___% MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - ___% DISCOUNT <input checked="" type="checkbox"/> + ___% MARKUP <input type="checkbox"/>	NET <input checked="" type="checkbox"/> - ___% DISCOUNT <input type="checkbox"/> + ___% MARKUP <input type="checkbox"/>
		PRICE LIST OR CATALOG CISCO <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>	PRICE LIST OR CATALOG EXTREME NETWORKS <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>	PRICE LIST OR CATALOG CISCO <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>
		List Number <u>4-12</u> Dated <u>7-6-12</u>	List Number <u>2012-06-12</u> Dated <u>6/12/2012</u>	List Number <u>N/A</u> Dated <u>N/A</u>
TYPE OF PRICE LIST		<input type="checkbox"/> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input checked="" type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> (OTHER)	<input type="checkbox"/> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input checked="" type="checkbox"/> (OTHER)	<input type="checkbox"/> WHOLESALER <input checked="" type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> (OTHER)

NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY: / sl
 DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
1.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S \$9,495.00 \$5,222.00	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S \$14,000.00 \$7,525.00
2.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G= \$495.00 \$220.00	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G=	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G= \$490.00 \$263.38
3.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD \$250.00 \$180.00	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD \$325.00 \$174.69
4.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E \$8,995.00 \$4,520.00	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E \$8,000.00 \$4,300.00
5.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 2960S 24 GigE PoE 370W, 4 x SFP LAN BASE WS-C2960S-24PS-L \$3,500.00 \$1,670.00	CATALYST 2960S 24 GigE PoE 370W, 4 X SFP LAN BASE WS-C2960S-24PS-L	CATALYST 2960S 24 GigE PoE 370W, 4 X SFP LAN BASE WS-C2960S-24PS-L \$3,995.00 \$2,147.31
6.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	2911 UC BUNDLE w/PVDM3-16, FL-CME-SRST-25, UC LICENSE PAK C2911-CME-SRST/K9 \$5,000.00 \$2,320.00	2911 UC BUNDLE w/PVDM3-16, FL-CME-SRST-25, UC LICENSE PAK C2911-CME-SRST/K9	2911 UC BUNDLE w/PVDM3-16, FL-CME-SRST-25, UC LICENSE PAK C2911-CME-SRST/K9 \$3,895.00 \$2,093.56

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BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
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BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
7	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	3-YR UWL STD UCSS UCSS-UWL-STD \$55.00 \$35.00	3-YR UWL STD UCSS UCSS-UWL-STD \$55.00 \$37.63	3-YR UWL STD UCSS UCSS-UWL-STD \$70.00 \$37.63
8	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	10GBASE-ER SFP MODULE SFP-10G-ER= \$5,500.00 \$3,025.00	10GBASE-ER SFP MODULE SFP-10G-ER= \$5,500.00 \$3,025.00	10GBASE-ER SFP MODULE SFP-10G-ER= \$10,000.00 \$5,375.00
9	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM) WBX-MC1+2-P-UWL \$3,854.00 \$2,312.00	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM) WBX-MC1+2-P-UWL \$3,854.00 \$2,071.53	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM) WBX-MC1+2-P-UWL \$3,854.00 \$2,071.53
10	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER LIC-UWL-PRO \$400.00 \$285.00	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER LIC-UWL-PRO \$400.00 \$285.00	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER LIC-UWL-PRO \$500.00 \$268.75
11	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	SMARTNET 8X5XNBD CATALYST 350X 48 PORT FULL PoE IP BASE CON-SNT-3750X4FS \$725.00 \$590.00	SMARTNET 8X5XNBD CATALYST 350X48 PORT FULL PoE IP BASE CONS-SNT-3750X4FX \$725.00 \$590.00	SMARTNET 8X5XNBD CATALYST 350X48 PORT FULL PoE IP BASE CONS-SNT-3750X4FX \$700.00 \$558.25
12	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS CON-ESW-UWLST1K \$14.00 \$9.00	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS CON-ESW-UWLST1K \$14.00 \$9.00	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS CON-ESW-UWLST1K \$15.00 \$11.96

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DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
ITEM NO.	PART B: SAMPLE PRICING			
13	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE WS-C2960S-48FPS-L \$5,995.00 \$3,297.00	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE WS-C2960S-48FPS-L	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE WS-C2960S-48FPS-L \$7,495.00 \$4,028.56
14	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA CP-9951-C-CAM-K9= \$695.00 \$390.00	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA CP-9951-C-CAM-K9=	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA CP-9951-C-CAM-K9= \$985.00 \$529.44
15	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY C3KX-PWR-1100WAC/2 \$995.00 \$547.00	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY C3KX-PWR-1100WAC/2	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY C3KX-PWR-1100WAC/2 \$1,500.00 \$806.25
16	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CISCO UC PHONE 7965, GIG ETHERNET, COLOR CP-7965G= \$595.00 \$290.00	CISCO UC PHONE 7965, GIG ETHERNET, COLOR CP-7965G=	CISCO UC PHONE 7965, GIG ETHERNET, COLOR CP-7965G= \$620.00 \$333.25
17	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC. CP-7926G-W-K9= \$695.00 \$290.00	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC. CP-7926G-W-K9=	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC. CP-7926G-W-K9= \$1,050.00 \$564.38

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APPROVED BY: / /

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
18	DESCRIPTION:	10GBASE-LR SFP MODULE	10GBASE-LR SFP MODULE	10GBASE-LR SFP MODULE
	MANUFACTURER/PART NUMBER:	SFP-10G-LR=	SFP-10G-LR=	SFP-10G-LR=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,895.00		\$3,995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$980.00		\$2,147.31
19	DESCRIPTION:	CISCO UC CONFERENCE STATION 7937 GLOBAL	CISCO UC CONFERENCE STATION 7937 GLOBAL	CISCO UC CONFERENCE STATION 7937 GLOBAL
	MANUFACTURER/PART NUMBER:	CP-7937G=	CP-7937G=	CP-7937G=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,325.00		\$1,395.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$737.00		\$749.81
20	DESCRIPTION:	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	CON-SNT-2911 CMST	CON-SNT-2911 CMST	CON-SNT-2911 CMST
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$500.00		\$440.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$365.00		\$350.90
21	DESCRIPTION:	EMRGNCY RSPNDR USR LIC 10 PHNS NEW	EMRGNCY RSPNDR USR LIC 10 PHNS NEW	EMRGNCY RSPNDR USR LIC 10 PHNS NEW
	MANUFACTURER/PART NUMBER:	ER-USR-LIC-10-NEW	ER-USR-LIC-10-NEW	ER-USR-LIC-10-NEW
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$2,000.00		\$200.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,150.00		\$107.50
22	DESCRIPTION:	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY
	MANUFACTURER/PART NUMBER:	CCX-85-N-P-LIC	CCX-85-N-P-LIC	CCX-85-N-P-LIC
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$2,000.00		\$1,850.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,150.00		\$994.38

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CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
23	DESCRIPTION:	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)
	MANUFACTURER/PART NUMBER:	VIC2-4FXO	VIC2-4FXO	VIC2-4FXO
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$825.00		\$880.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$410.00		\$473.00
24	DESCRIPTION:	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID
	MANUFACTURER/PART NUMBER:	VIC3-4FXS/DID	VIC3-4FXS/DID	VIC3-4FXS/DID
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$795.00		\$880.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$400.00		\$473.00
25	DESCRIPTION:	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS
	MANUFACTURER/PART NUMBER:	CON-ESW-UWLST1K	CON-ESW-UWLST1K	CON-ESW-UWLST1K
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$25.00		\$15.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$12.00		\$11.96
26	DESCRIPTION:	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER
	MANUFACTURER/PART NUMBER:	LIC-UWL-PRO	LIC-UWL-PRO	LIC-UWL-PRO
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$425.00		\$500.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$285.00		\$268.75
27	DESCRIPTION:	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)
	MANUFACTURER/PART NUMBER:	WBX-MC1+2-UWL	WBX-MC1+2-UWL	WBX-MC1+2-UWL
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$3,854.00		\$3,854.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$2,312.00		\$2,071.53
28	DESCRIPTION:	3-YR UWL STD UCSS	3-YR UWL STD UCSS	3-YR UWL STD UCSS
	MANUFACTURER/PART NUMBER:	UCSS-UWL-STD	UCSS-UWL-STD	UCSS-UWL-STD
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$55.00		\$115.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$35.00		\$61.81

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APPROVED BY: / sl

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012 BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
29	DESCRIPTION:	UNIFIED WORKSPACE LICENSING STD, 1 USER	UNIFIED WORKSPACE LICENSING STD, 1 USER	UNIFIED WORKSPACE LICENSING STD, 1 USER
	MANUFACTURER/PART NUMBER:	LIC-UWL-STD	LIC-UWL-STD	LIC-UWL-STD
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$250.00		\$325.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$180.00		\$174.69
30	DESCRIPTION:	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE
	MANUFACTURER/PART NUMBER:	WS-C3560C-12PC-S	WS-C3560C-12PC-S	WS-C3560C-12PC-S
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$2,500.00		\$1,745.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,147.00		\$937.94
31	DESCRIPTION:	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m
	MANUFACTURER/PART NUMBER:	CAB-AC	CAB-AC	CAB-AC
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$0.00		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$0.00		NO BID
32	DESCRIPTION:	POWER RETAINER CLIP FOR COMPACT SWITCHES	POWER RETAINER CLIP FOR COMPACT SWITCHES	POWER RETAINER CLIP FOR COMPACT SWITCHES
	MANUFACTURER/PART NUMBER:	PWR-CLIP	PWR-CLIP	PWR-CLIP
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$0.00		\$20.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$0.00		\$10.75
33	DESCRIPTION:	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA
	MANUFACTURER/PART NUMBER:	CON-SNT-C356C12P	CON-SNT-C356C12P	CON-SNT-C356C12P
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$115.00		\$111.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$98.00		\$88.52
34	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS
	MANUFACTURER/PART NUMBER:	AIR-CT5508-500-K9	AIR-CT5508-500-K9	AIR-CT5508-500-K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$78,995.00		\$104,995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$43,447.00		\$56,434.81

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APPROVED BY: / /

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE

BID DATE: SEPTEMBER 19, 2012

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
35	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY
	MANUFACTURER/PART NUMBER:	AIR-PWR-5500-AC=	AIR-PWR-5500-AC=	AIR-PWR-5500-AC=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,495.00		\$1,495.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$890.00		\$803.56
36	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER FAN TRAY	5500 SERIES WIRELESS CONTROLLER FAN TRAY	5500 SERIES WIRELESS CONTROLLER FAN TRAY
	MANUFACTURER/PART NUMBER:	AIR-FAN-5500=	AIR-FAN-5500=	AIR-FAN-5500=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$250.00		\$295.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$115.00		\$158.56
37	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT
	MANUFACTURER/PART NUMBER:	AIR-CT5500-RK-MNT	AIR-CT5500-RK-MNT	AIR-CT5500-RK-MNT
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$250.00		\$295.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$115.00		\$158.56
38	DESCRIPTION:	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER
	MANUFACTURER/PART NUMBER:	LIC-CT5508-250A	LIC-CT5508-250A	LIC-CT5508-250A
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$62,495.00		\$58,495.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$34,372.00		\$31,441.06
39	DESCRIPTION:	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS
	MANUFACTURER/PART NUMBER:	AIR-CAP3602I-A-K9	AIR-CAP3602I-x-K9	AIR-CAP3602I-A-K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,595.00		\$1,495.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$890.00		\$803.56
40	DESCRIPTION:	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)
	MANUFACTURER/PART NUMBER:	CON-SNT-CAP3602x	CON-SNT-CAP3602x	CON-SNT-CAP3602x
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$225.00		\$120.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$115.00		\$95.70

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APPROVED BY: /s/

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		AUSTIN TELE-SERVICES AUSTIN, TX	NET DIRECT SYSTEMS, LLC APEX, NC	NETSYNC NETWORK SOLUTIONS HOUSTON, TX
PART B: SAMPLE PRICING				
41	DESCRIPTION:	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET
	MANUFACTURER/PART NUMBER:	CP-6921-C-K9=	CP-6921-C-K9=	CP-6921-C-K9=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$250.00		\$235.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$115.00		\$126.31
42	DESCRIPTION:	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	C3925-CME-SRST/K9	C3925-CME-SRST/K9	C3925-CME-SRST/K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$9,995.00		\$10,995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$5,925.00		\$5,909.81
43	DESCRIPTION:	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM
	MANUFACTURER/PART NUMBER:	GLC-LH-SMD=	GLC-LH-SMD=	GLC-LH-SMD=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$850.00		\$995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$550.00		\$534.81
44	DESCRIPTION:	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	C2921-CME-SRST/K9	C2921-CME-SRST/K9	C2921-CME-SRST/K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$5,000.00		\$4,995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$2,890.00		\$2,684.81
45	DESCRIPTION:	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY
	MANUFACTURER/PART NUMBER:	VG224	VG224	VG224
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$4,195.00		\$5,395.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$2,490.00		\$2,899.81
46	DESCRIPTION:	COMMUNICATION MANAGER EXPRESS OR SRST	COMMUNICATION MANAGER EXPRESS OR SRST	COMMUNICATION MANAGER EXPRESS OR SRST
	MANUFACTURER/PART NUMBER:	FL-CME-SRST-25	FL-CME-SRST-25	FL-CME-SRST-25
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$550.00		
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$320.00		NO BID
TOTAL		\$126,697.00		\$142,062.15

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APPROVED BY: ___/s/___

DATE: ___ 9/26/2012 ___



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012 BID # 2012-252
 DEPARTMENT: INFORMATION TECHNOLOGY

	SIGMA TECHNOLOGY SOLUTIONS, INC. SAN ANTONIO, TX	TECHNOLOGY FOR EDUCATION HEWITT, TX	
PART A: PRICE LIST PRICING		PRICE ADJUSTMENT FACTOR	
ITEM NO.	DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
1.	CISCO EQUIPMENT	NET <input type="checkbox"/> - 54 % DISCOUNT <input checked="" type="checkbox"/> + ___ % MARKUP <input type="checkbox"/>	NET <input type="checkbox"/> - 45 % DISCOUNT <input checked="" type="checkbox"/> + ___ % MARKUP <input type="checkbox"/>
		PRICE LIST OR CATALOG CISCO SYSTEMS <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>	PRICE LIST OR CATALOG CISCO <small>(NOTE: MANUFACTURER OR BRAND NAME, AS APPLICABLE)</small>
		List Number <u>2012-252</u> Dated <u>JULY 20, 2012</u>	List Number <u>LEFT BLANK</u> Dated <u>LEFT BLANK</u>
TYPE OF PRICE LIST		<input type="checkbox"/> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input checked="" type="checkbox"/> MFA <input type="checkbox"/> (OTHER)	<input type="checkbox"/> WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input checked="" type="checkbox"/> RETAILER <input type="checkbox"/> (OTHER)

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APPROVED BY: / /
 DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE

BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

		SIGMA TECHNOLOGY SOLUTIONS, INC. SAN ANTONIO, TX	TECHNOLOGY FOR EDUCATION HEWITT, TX	
PART B: SAMPLE PRICING				
1.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S \$14,000.00 \$6,440.00	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S \$14,000.00 \$7,700.00	CATALYST 3750X 48 PORT FULL PoE IP BASE WS-C3750X-48PF-S
2.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G= \$490.00 \$225.40	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G= \$490.00 \$270.00	CISCO UC PHONE 7945, GIG ETHERNET, COLOR CP-7945G=
3.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD \$325.00 \$149.50	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD \$325.00 \$179.00	UNIFIED WORKSPACE LICENSING STD, 1 USER LIC-UWL-STD
4.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E \$8,000.00 \$3,680.00	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E \$8,000.00 \$4,400.00	C3750X-48 IP BASE TO IP SERVICES FACTORY IOS UPGRADE C3750X-48-IOS-S-E
5.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	CATALYST 2960S 24 GigE PoE 370W, 4 x SFP LAN BASE WS-C2960S-24PS-L \$3,995.00 \$1,837.70	CATALYST 2960S 24 GigE PoE 370W, 4 X SFP LAN BASE WS-C2960S-24PS-L \$3,995.00 \$2,198.00	CATALYST 2960S 24 GigE PoE 370W, 4 X SFP LAN BASE WS-C2960S-24PS-L
6.	DESCRIPTION: MANUFACTURER/PART NUMBER: PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP): CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	2911 UC BUNDLE w/PVDM3-16, FL-CME- SRST-25, UC LICENSE PAK C2911-CME-SRST/K9 \$3,895.00 \$1,791.70	2911 UC BUNDLE w/PVDM3-16, FL-CME- SRST-25, UC LICENSE PAK C2911-CME-SRST/K9 \$3,895.00 \$2,143.00	2911 UC BUNDLE w/PVDM3-16, FL-CME- SRST-25, UC LICENSE PAK C2911-CME-SRST/K9

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APPROVED BY: /s/

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID # 2012-252

BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
BID DATE: SEPTEMBER 19, 2012

DEPARTMENT: INFORMATION TECHNOLOGY

SIGMA TECHNOLOGY
SOLUTIONS, INC.
SAN ANTONIO, TX

TECHNOLOGY FOR EDUCATION
HEWITT, TX

ITEM NO.	PART B: SAMPLE PRICING			
7	DESCRIPTION:	3-YR UWL STD UCSS	3-YR UWL STD UCSS	3-YR UWL STD UCSS
	MANUFACTURER/PART NUMBER:	UCSS-UWL-STD	UCSS-UWL-STD	UCSS-UWL-STD
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$70.00	\$70.00	\$70.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$32.20	\$39.00	\$39.00
8	DESCRIPTION:	10GBASE-ER SFP MODULE	10GBASE-ER SFP MODULE	10GBASE-ER SFP MODULE
	MANUFACTURER/PART NUMBER:	SFP-10G-ER=	SFP-10G-ER=	SFP-10G-ER=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$10,000.00	\$10,000.00	\$10,000.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$4,600.00	\$5,500.00	\$5,500.00
9	DESCRIPTION:	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT-ADD 2 YEARS (3 YEAR TOTAL TERM)
	MANUFACTURER/PART NUMBER:	WBX-MC1+2-P-UWL	WBX-MC1+2-P-UWL	WBX-MC1+2-P-UWL
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$3,854.00	\$3,854.00	\$3,854.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,772.84	\$2,120.00	\$2,120.00
10	DESCRIPTION:	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER
	MANUFACTURER/PART NUMBER:	LIC-UWL-PRO	LIC-UWL-PRO	LIC-UWL-PRO
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$500.00	\$500.00	\$500.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$230.00	\$275.00	\$275.00
11	DESCRIPTION:	SMARTNET 8X5XNBD CATALYST 350X 48 PORT FULL PoE IP BASE	SMARTNET 8X5XNBD CATALYST 350X48 PORT FULL PoE IP BASE	SMARTNET 8X5XNBD CATALYST 350X48 PORT FULL PoE IP BASE
	MANUFACTURER/PART NUMBER:	CON-SNT-3750X4FS	CONS-SNT-3750X4FX	CONS-SNT-3750X4FX
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$700.00	\$700.00	\$700.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$567.00	\$585.00	\$585.00
12	DESCRIPTION:	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K 10K UWL STD USERS
	MANUFACTURER/PART NUMBER:	CON-ESW-UWLST1K	CON-ESW-UWLST1K	CON-ESW-UWLST1K
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$15.00	\$15.00	\$15.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$12.15	\$13.00	\$13.00

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APPROVED BY: ___/s/___

DATE: ___9/26/2012___



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

SIGMA TECHNOLOGY
SOLUTIONS, INC.
SAN ANTONIO, TX

TECHNOLOGY FOR EDUCATION
HEWITT, TX

ITEM NO.	PART B: SAMPLE PRICING			
13	DESCRIPTION:	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE	CATALYST 2960S 48 GigE PoE 740W, 4xSFP LAN BASE
	MANUFACTURER/PART NUMBER:	WS-C2960S-48FPS-L	WS-C2960S-48FPS-L	WS-C2960S-48FPS-L
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$7,495.00	\$3,995.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$3,447.70	\$2,198.00	
14	DESCRIPTION:	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA	CISCO UC PHONE 9951, CHARCOAL, STD HNDST WITH CAMERA
	MANUFACTURER/PART NUMBER:	CP-9951-C-CAM-K9=	CP-9951-C-CAM-K9=	CP-9951-C-CAM-K9=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$985.00	\$985.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$453.10	\$542.00	
15	DESCRIPTION:	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY	CATALYST 3K-X 1100W AC SECONDARY POWER SUPPLY
	MANUFACTURER/PART NUMBER:	C3KX-PWR-1100WAC/2	C3KX-PWR-1100WAC/2	C3KX-PWR-1100WAC/2
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,500.00	\$1,500.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$690.00	\$825.00	
16	DESCRIPTION:	CISCO UC PHONE 7965, GIG ETHERNET, COLOR	CISCO UC PHONE 7965, GIG ETHERNET, COLOR	CISCO UC PHONE 7965, GIG ETHERNET, COLOR
	MANUFACTURER/PART NUMBER:	CP-7965G=	CP-7965G=	CP-7965G=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$620.00	\$620.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$285.20	\$341.00	
17	DESCRIPTION:	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC.	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC.	CISCO 7926G WORLD MODE, CCM/CCME UL REQD; BATT/PS NOT INC.
	MANUFACTURER/PART NUMBER:	CP-7926G-W-K9=	CP-7926G-W-K9=	CP-7926G-W-K9=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,050.00	\$1,050.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$483.00	\$578.00	

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APPROVED BY: /

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE

BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

SIGMA TECHNOLOGY
SOLUTIONS, INC.
SAN ANTONIO, TX

TECHNOLOGY FOR EDUCATION
HEWITT, TX

ITEM NO.	PART B: SAMPLE PRICING			
18	DESCRIPTION:	10GBASE-LR SFP MODULE	10GBASE-LR SFP MODULE	10GBASE-LR SFP MODULE
	MANUFACTURER/PART NUMBER:	SFP-10G-LR=	SFP-10G-LR=	SFP-10G-LR=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$3,995.00	\$3,995.00	\$3,995.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,837.70	\$2,198.00	\$2,198.00
19	DESCRIPTION:	CISCO UC CONFERENCE STATION 7937 GLOBAL	CISCO UC CONFERENCE STATION 7937 GLOBAL	CISCO UC CONFERENCE STATION 7937 GLOBAL
	MANUFACTURER/PART NUMBER:	CP-7937G=	CP-7937G=	CP-7937G=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,395.00	\$1,395.00	\$1,395.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$641.70	\$768.00	\$768.00
20	DESCRIPTION:	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK	SMARTNET 8X5XNBD 2911 VOICE BUNDLE w/UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	CON-SNT-2911 CMST	CON-SNT-2911 CMST	CON-SNT-2911 CMST
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$440.00	\$440.00	\$440.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$356.40	\$368.00	\$368.00
21	DESCRIPTION:	EMRGNCY RSPNDR USR LIC 10 PHNS NEW	EMRGNCY RSPNDR USR LIC 10 PHNS NEW	EMRGNCY RSPNDR USR LIC 10 PHNS NEW
	MANUFACTURER/PART NUMBER:	ER-USR-LIC-10-NEW	ER-USR-LIC-10-NEW	ER-USR-LIC-10-NEW
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$200.00	\$200.00	\$200.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$92.00	\$110.00	\$110.00
22	DESCRIPTION:	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY	CCX 8.5 NEW PRE SEAT QTY 1 LICENSE ONLY
	MANUFACTURER/PART NUMBER:	CCX-85-N-P-LIC	CCX-85-N-P-LIC	CCX-85-N-P-LIC
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,850.00	\$1,850.00	\$1,850.00
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$851.00	\$1,018.00	\$1,018.00

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APPROVED BY: ___/s/___

DATE: ___9/26/2012___



CITY OF EL PASO BID TABULATION FORM



BID # 2012-252

BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
BID DATE: SEPTEMBER 19, 2012

DEPARTMENT: INFORMATION TECHNOLOGY

SIGMA TECHNOLOGY
SOLUTIONS, INC.
SAN ANTONIO, TX

TECHNOLOGY FOR EDUCATION
HEWITT, TX

ITEM NO.	PART B: SAMPLE PRICING			
23	DESCRIPTION:	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)	FOUR-PORT VOICE INTERFACE CARD-FXO (UNIVERSAL)
	MANUFACTURER/PART NUMBER:	VIC2-4FXO	VIC2-4FXO	VIC2-4FXO
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$880.00	\$880.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$404.80	\$484.00	
24	DESCRIPTION:	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID	FOUR-PORT VOICE INTERFACE CARD-FXS AND DID
	MANUFACTURER/PART NUMBER:	VIC3-4FXS/DID	VIC3-4FXS/DID	VIC3-4FXS/DID
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$880.00	\$880.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$404.80	\$484.00	
25	DESCRIPTION:	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS	ESSENTIAL SW SVCS MAPPING SKU, 1K-10K UWL STD USERS
	MANUFACTURER/PART NUMBER:	CON-ESW-UWLST1K	CON-ESW-UWLST1K	CON-ESW-UWLST1K
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$15.00	\$15.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$12.15	\$13.00	
26	DESCRIPTION:	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER	UNIFIED WORKSPACE LICENSING, PROFESSIONAL-1 USER
	MANUFACTURER/PART NUMBER:	LIC-UWL-PRO	LIC-UWL-PRO	LIC-UWL-PRO
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$500.00	\$500.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$230.00	\$275.00	
27	DESCRIPTION:	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)	WEBEX MEETING CENTER PORT- ADD 2 YEARS (3 YEAR TOTAL TERM)
	MANUFACTURER/PART NUMBER:	WBX-MC1+2-UWL	WBX-MC1+2-UWL	WBX-MC1+2-UWL
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$3,854.00	\$3,854.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$1,772.84	\$2,120.00	
28	DESCRIPTION:	3-YR UWL STD UCSS	3-YR UWL STD UCSS	3-YR UWL STD UCSS
	MANUFACTURER/PART NUMBER:	UCSS-UWL-STD	UCSS-UWL-STD	UCSS-UWL-STD
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$70.00	\$70.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$32.20	\$39.00	

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DATE: ___ 9/26/2012 ___



CITY OF EL PASO BID TABULATION FORM



BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
 BID DATE: SEPTEMBER 19, 2012

BID # 2012-252

DEPARTMENT: INFORMATION TECHNOLOGY

SIGMA TECHNOLOGY
SOLUTIONS, INC.
SAN ANTONIO, TX

TECHNOLOGY FOR EDUCATION
HEWITT, TX

ITEM NO.	PART B: SAMPLE PRICING			
29	DESCRIPTION:	UNIFIED WORKSPACE LICENSING STD, 1 USER	UNIFIED WORKSPACE LICENSING STD, 1 USER	UNIFIED WORKSPACE LICENSING STD, 1 USER
	MANUFACTURER/PART NUMBER:	LIC-UWL-STD	LIC-UWL-STD	LIC-UWL-STD
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$325.00	\$325.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$149.50	\$179.00	
30	DESCRIPTION:	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE	CATALYST 3560C SWITCH 12 FE PoE, 2 x DUAL UPLINK, IP BASE
	MANUFACTURER/PART NUMBER:	WS-C3560C-12PC-S	WS-C3560C-12PC-S	WS-C3560C-12PC-S
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,745.00	\$1,745.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$802.70	\$960.00	
31	DESCRIPTION:	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m	AC POWER CORD (NORTH AMERICA), C13, NEMA 5-15P, 2.1m
	MANUFACTURER/PART NUMBER:	CAB-AC	CAB-AC	CAB-AC
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$0.00	\$0.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$0.00	\$0.00	
32	DESCRIPTION:	POWER RETAINER CLIP FOR COMPACT SWITCHES	POWER RETAINER CLIP FOR COMPACT SWITCHES	POWER RETAINER CLIP FOR COMPACT SWITCHES
	MANUFACTURER/PART NUMBER:	PWR-CLIP	PWR-CLIP	PWR-CLIP
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$20.00	\$20.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$9.20	\$11.00	
33	DESCRIPTION:	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA	SMARTNET 8X5XNBD CATALYST 3560C SWITCH 12 FE PoE, 2 x DUA
	MANUFACTURER/PART NUMBER:	CON-SNT-C356C12P	CON-SNT-C356C12P	CON-SNT-C356C12P
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$111.00	\$111.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$89.91	\$93.00	
34	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS	5500 SERIES WIRELESS CONTROLLER FOR UP TO 500 CISCO ACCESS POINTS
	MANUFACTURER/PART NUMBER:	AIR-CT5508-500-K9	AIR-CT5508-500-K9	AIR-CT5508-500-K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$104,995.00	\$104,995.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$48,297.70	\$57,748.00	

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APPROVED BY: / s/

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID # 2012-252

BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE
BID DATE: SEPTEMBER 19, 2012

DEPARTMENT: INFORMATION TECHNOLOGY

		SIGMA TECHNOLOGY SOLUTIONS, INC. SAN ANTONIO, TX	TECHNOLOGY FOR EDUCATION HEWITT, TX	
PART B: SAMPLE PRICING				
35	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY	5500 SERIES WIRELESS CONTROLLER REDUNDANT AC POWER SUPPLY
	MANUFACTURER/PART NUMBER:	AIR-PWR-5500-AC=	AIR-PWR-5500-AC=	AIR-PWR-5500-AC=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,495.00	\$1,495.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$687.70	\$823.00	
36	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER FAN TRAY	5500 SERIES WIRELESS CONTROLLER FAN TRAY	5500 SERIES WIRELESS CONTROLLER FAN TRAY
	MANUFACTURER/PART NUMBER:	AIR-FAN-5500=	AIR-FAN-5500=	AIR-FAN-5500=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$295.00	\$295.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$135.70	\$163.00	
37	DESCRIPTION:	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT	5500 SERIES WIRELESS CONTROLLER SPARE MOUNTING KIT
	MANUFACTURER/PART NUMBER:	AIR-CT5500-RK-MNT	AIR-CT5500-RK-MNT	AIR-CT5500-RK-MNT
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$295.00	\$295.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$135.70	\$163.00	
38	DESCRIPTION:	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER	250 AP ADDER LICENSE FOR THE 5508 CONTROLLER
	MANUFACTURER/PART NUMBER:	LIC-CT5508-250A	LIC-CT5508-250A	LIC-CT5508-250A
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$58,495.00	\$58,495.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$25,907.70	\$32,173.00	
39	DESCRIPTION:	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS	CISCO AIRONET 3600i ACCESS POINT: INDOOR ENVIRONMENTS, WITH INTERNAL ANTENNAS
	MANUFACTURER/PART NUMBER:	AIR-CAP3602I-x-K9	AIR-CAP3602I-x-K9	AIR-CAP3602I-x-K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$1,495.00	\$1,495.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$687.70	\$823.00	
40	DESCRIPTION:	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)	SMARTnet 8x5xNBD 3600e ACCESS POINT (DUAL-BAND 802.11 a/g/n)
	MANUFACTURER/PART NUMBER:	CON-SNT-CAP3602x	CON-SNT-CAP3602x	CON-SNT-CAP3602x
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$120.00	\$120.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$97.20	\$101.00	

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APPROVED BY: / sl

DATE: 9/26/2012



CITY OF EL PASO BID TABULATION FORM



BID # 2012-252

BID ITEM: VOIP TELEPHONY AND NETWORK INFRASTRUCTURE

BID DATE: SEPTEMBER 19, 2012

DEPARTMENT: INFORMATION TECHNOLOGY

		SIGMA TECHNOLOGY SOLUTIONS, INC. SAN ANTONIO, TX	TECHNOLOGY FOR EDUCATION HEWITT, TX	
PART B: SAMPLE PRICING				
41	DESCRIPTION:	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET	CISCO UNIFIED IP PHONE 6921, CHARCOAL, STANDARD HANDSET
	MANUFACTURER/PART NUMBER:	CP-6921-C-K9=	CP-6921-C-K9=	CP-6921-C-K9=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$235.00	\$238.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$108.10	\$130.00	
42	DESCRIPTION:	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK	3925 VOICE BUNDLE w/PVDM3-64, FL-CME-SRST-25, UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	C3925-CME-SRST/K9	C3925-CME-SRST/K9	C3925-CME-SRST/K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$10,995.00	\$10,995.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$5,057.70	\$6,048.00	
43	DESCRIPTION:	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM	1000BASE-LX/LH SFP TRANSCEIVER MODULE, MMF/SMF, 1310nm, DOM
	MANUFACTURER/PART NUMBER:	GLC-LH-SMD=	GLC-LH-SMD=	GLC-LH-SMD=
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$995.00	\$995.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$457.70	\$548.00	
44	DESCRIPTION:	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK	2921 UC BUNDLE w/PVDM3-32, FL-CME-SRST-25, UC LICENSE PAK
	MANUFACTURER/PART NUMBER:	C2921-CME-SRST/K9	C2921-CME-SRST/K9	C2921-CME-SRST/K9
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$4,995.00	\$4,995.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$2,297.70	\$2,748.00	
45	DESCRIPTION:	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY	24 PORT VOICE OVER IP ANALOG PHONE GATEWAY
	MANUFACTURER/PART NUMBER:	VG224	VG224	VG224
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$5,395.00	\$5,395.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$2,481.70	\$2,968.00	
46	DESCRIPTION:	COMMUNICATION MANAGER EXPRESS OR SRST	COMMUNICATION MANAGER EXPRESS OR SRST	COMMUNICATION MANAGER EXPRESS OR SRST
	MANUFACTURER/PART NUMBER:	FL-CME-SRST-25	FL-CME-SRST-25	FL-CME-SRST-25
	PRICE LIST COST (BEFORE DISCOUNT OR MARK-UP):	\$550.00	\$550.00	
	CITY'S COST (AFTER DISCOUNT OR MARK-UP OR NET):	\$253.00	\$303.00	
TOTAL		\$120,989.69	\$143,765.00	

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APPROVED BY: /

DATE: 9/26/2012

DECISION TREE INC
DBA DECISION TREE TECHNOLOGIES
ATTN: WENDEL HOLDER
306 THUNDERBIRD DR
EL PASO

CHECKPOINT SERVICES INC
ATTN: ROBERT MARTINEZ AND JIM
CARLISLE
1790 COMMERCE PARK STE A-1
EL PASO, TX 79912

INX INC
ATTN: JAMES COVEY
1955 LAKEWAY DR STE 220
LEWISVILLE, TX 75056

CONSULTANT TECHNOLOGIES
ATTN: VANESSA VOCE STRACKBEIN
11941 PASEO REAL
EL PASO, TX 79936

SIGMA SOLUTIONS INC
ATTN: ED LOVELESS
PO BOX 792766
SAN ANTONIO, TX 78279-2766

MEXUS GROUP, L.P.
ATTN: RALPH ADAME
1012 N CAMPBELL ST
EL PASO, TX 79902

SYNETRA
ATTN: TARA WILLIAMS AND DALE
WESLEY
8180 LAKEVIEW CENTER
ODESSA, TX 79765

COMPTEC
ATTN: JOHN SKIDMORE II
613 LAFAYETTE DR
EL PASO, TX 79915

BUSINESS SERVICES EL PASO
ATTN: RUDY VAZQUEZ
6044 GATEWAY BLVD E
SUITE 618
EL PASO, TX 79905

DLH COMPUTING INC
ATTN: LISA SKLAR AND DWAYNE HUDSON
11132 NORTHFIELD AVE
EL PASO, TX 79936-1832

PAINE AND ASSOCIATES
ATTN: TIM STOVALL
P. O. BOX 971396
EL PASO, TX 79997

HY-DENSITY IMAGING
ATTN: STEVE MADRID
1850 HUNTER STE 108
EL PASO, TX 79915

COMNET SYSTEMS INC
ATTN: ROBERT TIBUNI
10950 PELLICANO DRIVE, BLDG B-1
EL PASO, TX 79935

MIRATEK CORPORATION
ATTN: JOE DIAZ
8201 LOCKHEED DR STE 218
EL PASO, TX 79925

TRANS AMERICAN COMMUNICATIONS INC
ATTN: YOLANDA CLOUD
9200 MAYFLOWER AVE
EL PASO, TX 79925

DESERT COMMUNICATIONS INC
ATTN: CHARLES MOSELY
7100 WESTWIND DR SUITE 300
EL PASO, TX 79912-1786

M&S TECHNOLOGIES INC
ATTN: SONJA YOUNG
2727 LBJ FREEWAY STE 810
DALLAD, TX 75234

DATAVOX, INC
2000 W. SAM HOUSTON PARKWAY S. 9TH
FLOOR
HOUSTON, TEXAS 77042

CALENCE, LLC DBA INSIGHT NETWORKING
1560 W. FOUNTAINHEAD PARKWAY, 2ND
FLOOR
TEMPE, ARIZONA 85282

NWN CORPORATION
10661 ROCKLEY ROAD
HOUSTON, TEXAS 77099

CDW GOVERNMENT LLC
230 NORTH MILWAUKEE AVENUE
VERNON HILLS, ILLINOIS 60061

EC AMERICA, INC., DBA IMMIXGROUP, INC.
3444 WESTPARK DRIVE, SUITE 200
MCLEAN, VIRGINIA 22102

AT&T CORP.
ONE AT&T PLAZA
DALLAS, TEXAS 75202

UNITED TELESERVICES, INC. DBA
CENTURYLINK
400 WEST 15TH STREET, ST. 315
AUSTIN, TEXAS 78701

WEST COMMUNICATIONS COMPANY, LLC
801 CALIFORNIA STREET
DENVER, COLORADO 80202

CROSS TELECOM CORPORATION
10900 NESBITT AVENUE SOUTH,
BLOOMINGTON, MINNESOTA 55437

dcVAST
1319 BUTTERFIELD RD.
SUITE 504
DOWNERS GROVE, IL 60515

ATALINK
0050 CROSSTOWN CIRCLE, SUITE 500
DEN PRAIRIE, MN 55344

STRATECH CORPORATE HEADQUARTERS
301 GREGSON DRIVE
CARY, NORTH CAROLINA 27511

GARCOM, INC.
1008 DIESEL DR
EL PASO, TX 79907

RESIDENT TECHNOLOGY
3028 TRAWOOD DR
STE C
EL PASO, TX 79936

TRANS-AMERICAN COMMUNICATIONS, INC.
PO BOX 12723
EL PASO, TX 79913

WELLSPRING TECHNOLOGY GROUP, LLC
955 N RESLER - 104 #159
EL PASO, TX 79912

INTERACT
ATTN: BRAD THOMPSON
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WINSTON SALEM, NC 27101