



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: JANUARY 7, 2015

Solicitation #: 2015-500

Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

		DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
GROUP I - PART A: PRICE LIST PRICING - EQUIPMENT		PRICE ADJUSTMENT FACTOR		
ITEM NO.	DESCRIPTION			
1.	CISCO EQUIPMENT	NET <input checked="" type="checkbox"/> OR - ____% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input type="checkbox"/> OR - <u>41.10%</u> DISCOUNT <input checked="" type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input checked="" type="checkbox"/> OR - ____% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>
PRICE LIST OR CATALOG <small>(Note: Manufacturer or Brand Name, as applicable)</small>		<u>CISCO</u>	<u>CISCO</u>	<u>CISCO</u>
List Number _____		<u>01196700</u>	<u>DIR</u>	<u>DIR-TSO-2542</u>
Dated _____		<u>1/7/2014</u>		<u>1/6/2015</u>
TYPE OF PRICE LIST:				
WHOLESALER		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DISTRIBUTOR		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
JOBBER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DEALER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RETAILER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OTHER _____		<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> <u>RESELLER</u>

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APPROVED BY: _____/s/_____

DATE: 1/21/15



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		DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
ITEM NO.	GROUP I - PART B: SAMPLE PRICING - EQUIPMENT			
1.	DESCRIPTION	Cisco Catalyst 3850 48 Port UPOE IP Services	Cisco Catalyst 3850 48 Port UPOE IP Services	Cisco Catalyst 3850 48 Port UPOE IP Services
	MANUFACTURER PART NUMBER	WS-C3850-48U-E	WS-C3850-48U-E	WS-C3850-48U-E
	PRICE LIST COST (before Discount or Mark-up):	\$23,320.00	\$22,000.00	\$22,000.00
	CITY'S COST (after Discount or Mark-up or Net):	\$13,249.80	\$12,958.00	\$12,980.00
2.	DESCRIPTION	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base
	MANUFACTURER PART NUMBER	WS-C2960X-48FPD-L	WS-C2960X-48FPD-L	WS-C2960X-48FPD-L
	PRICE LIST COST (before Discount or Mark-up):	\$8,475.00	\$7,995.00	\$7,995.00
	CITY'S COST (after Discount or Mark-up or Net):	\$5,001.15	\$4,709.06	\$4,717.05
3.	DESCRIPTION	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)
	MANUFACTURER PART NUMBER	WS-X4648-RJ45V+E	WS-X4648-RJ45V+E	WS-X4648-RJ45V+E
	PRICE LIST COST (before Discount or Mark-up):	\$7,495.00	\$7,495.00	\$7,495.00
	CITY'S COST (after Discount or Mark-up or Net):	\$6,000.69	\$4,414.56	\$4,422.05
4.	DESCRIPTION	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E
	MANUFACTURER PART NUMBER	WS-C4510RE-S8+96V+	WS-C4510RE-S8+96V+	WS-C4510RE-S8+96V+
	PRICE LIST COST (before Discount or Mark-up):	\$36,701.00	\$33,000.00	\$33,000.00
	CITY'S COST (after Discount or Mark-up or Net):	\$30,660.28	\$19,437.00	\$19,470.00
5.	DESCRIPTION	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain
	MANUFACTURER PART NUMBER	AIR-CAP3702E-A-K9	AIR-CAP3702E-A-K9	AIR-CAP3702E-A-K9
	PRICE LIST COST (before Discount or Mark-up):	\$1,659.00	\$1,595.00	\$1,595.00
	CITY'S COST (after Discount or Mark-up or Net):	\$1,288.41	\$939.46	\$941.05

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Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

		DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
ITEM NO.	GROUP I - PART B: SAMPLE PRICING - EQUIPMENT			
6.	DESCRIPTION	Cisco Unified IP Conference Phone 8831 base and controller	Cisco Unified IP Conference Phone 8831 base and controller	Cisco Unified IP Conference Phone 8831 base and controller
	MANUFACTURER PART NUMBER	CP-8831-K9=	CP-8831-K9=	CP-8831-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$1,813.75	\$1,395.00	\$1,395.00
	CITY'S COST (after Discount or Mark-up or Net):	\$1,465.80	\$821.66	\$823.05
7.	DESCRIPTION	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera
	MANUFACTURER PART NUMBER	CP-9971-C-CAM-K9=	CP-9971-C-CAM-K9=	CP-9971-C-CAM-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$1,518.75	\$1,185.00	\$1,185.00
	CITY'S COST (after Discount or Mark-up or Net):	\$1,222.33	\$697.97	\$699.15
8.	DESCRIPTION	Cisco Desktop Collaboration Experience DX650 White Spare	Cisco Desktop Collaboration Experience DX650 White Spare	Cisco Desktop Collaboration Experience DX650 White Spare
	MANUFACTURER PART NUMBER	CP-DX650-W-K9=	CP-DX650-W-K9=	CP-DX650-W-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$2,225.00	\$1,695.00	\$1,695.00
	CITY'S COST (after Discount or Mark-up or Net):	\$1,803.06	\$998.36	\$1,000.05
9.	DESCRIPTION	Cisco SX80 Codec, Precision 4x cam, Touch 10	Cisco SX80 Codec, Precision 4x cam, Touch 10	Cisco SX80 Codec, Precision 4x cam, Touch 10
	MANUFACTURER PART NUMBER	CTS-SX80-IP40-K9	CTS-SX80-IP40-K9	CTS-SX80-IP40-K9
	PRICE LIST COST (before Discount or Mark-up):	\$23,871.00	\$21,900.00	\$21,900.00
	CITY'S COST (after Discount or Mark-up or Net):	\$23,143.36	\$12,899.10	\$12,921.00
10.	DESCRIPTION	Cisco ISR 4431 UC Bundle, PVDMA-64, UC License, CUBE-25	Cisco ISR 4431 UC Bundle, PVDMA-64, UC License, CUBE-25	Cisco ISR 4431 UC Bundle, PVDMA-64, UC License, CUBE-25
	MANUFACTURER PART NUMBER	ISR4431-V/K9	ISR4431-V/K9	ISR4431-V/K9
	PRICE LIST COST (before Discount or Mark-up):	\$15,287.00	\$14,000.00	\$14,000.00
	CITY'S COST (after Discount or Mark-up or Net):	\$11,211.54	\$8,246.00	\$8,260.00
GROUP I - PART B: SUBTOTAL		\$95,046.42	\$66,121.17	\$66,233.40
		Bidder's Price - \$95,046.44	Bidder's Price - \$66,118.17	Bidder's Price - \$76,224.15

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		DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
GROUP II - PART A: PRICE LIST PRICING - SMARTNET MAINTENANCE		PRICE ADJUSTMENT FACTOR		
ITEM NO.	DESCRIPTION	NET <input checked="" type="checkbox"/> OR - ____% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input type="checkbox"/> OR - <u>21.00%</u> DISCOUNT <input checked="" type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input checked="" type="checkbox"/> OR - ____% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>
1.	CISCO SMARTNET MAINTENANCE			
PRICE LIST OR CATALOG <small>(Note: Manufacturer or Brand Name, as applicable)</small>		<u>CISCO</u>	<u>CISCO</u>	<u>CISCO</u>
List Number _____			<u>DIR</u>	<u>DIR-TSO-2542</u>
Dated _____		<u>1/7/2015</u>		<u>1/6/2015</u>
TYPE OF PRICE LIST:				
WHOLESALER		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DISTRIBUTOR		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
JOBBER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DEALER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RETAILER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OTHER _____		<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> <u>RESELLER</u>

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2015-500 CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE - INFORMATION TECHNOLOGY



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		DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
ITEM NO.	GROUP II - PART B: SAMPLE PRICING - SMARTNET MAINTENANCE			
1.	DESCRIPTION	ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing)	ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing)	ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing)
	MANUFACTURER PART NUMBER	CON-ESW-PRO1	CON-ESW-PRO1	CON-ESW-PRO1
	PRICE LIST COST (before Discount or Mark-up):	\$164.80	\$99.00	\$180.00
	CITY'S COST (after Discount or Mark-up or Net):	\$131.37	\$72.27	\$130.71
2.	DESCRIPTION	ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing)	ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing)	ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing)
	MANUFACTURER PART NUMBER	CON-ESW-CCXNPLIC	CON-ESW-CCXNPLIC	CON-ESW-CCXNPLIC
	PRICE LIST COST (before Discount or Mark-up):	\$851.09	\$615.00	\$888.00
	CITY'S COST (after Discount or Mark-up or Net):	\$655.09	\$448.95	\$644.79
3.	DESCRIPTION	ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing)	ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing)	ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing)
	MANUFACTURER PART NUMBER	CON-ESW-UWLST1K	CON-ESW-UWLST1K	CON-ESW-UWLST1K
	PRICE LIST COST (before Discount or Mark-up):	\$106.70	\$45.00	\$117.00
	CITY'S COST (after Discount or Mark-up or Net):	\$85.54	\$32.85	\$84.96
4.	DESCRIPTION	SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing)	SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing)	SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing)
	MANUFACTURER PART NUMBER	CON-SNT-4510RES7	CON-SNT-4510RES7	CON-SNT-4510RES7
	PRICE LIST COST (before Discount or Mark-up):	\$10,809.00	\$8,118.00	\$7,549.74
	CITY'S COST (after Discount or Mark-up or Net):	\$8,647.13	\$5,926.14	\$7,742.24
5.	DESCRIPTION	SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing)	SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing)	SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing)
	MANUFACTURER PART NUMBER	CON-SNTP-UC240M3S	CON-SNTP-UC240M3S	CON-SNTP-UC240M3S
	PRICE LIST COST (before Discount or Mark-up):	\$675.00	\$507.00	\$507.00
	CITY'S COST (after Discount or Mark-up or Net):	\$540.05	\$400.53	\$512.07
GROUP II- PART B: SUBTOTAL		\$10,059.18 Bidder's Price - \$10,059.17	\$6,880.74	\$9,114.77
GROUP I & II - PART B: GRAND TOTAL GROUPS I & II		\$105,105.60 Bidder's Price - \$105,105.61	\$73,001.91 Bidder's Price - \$72,998.91	\$75,348.17 Bidder's Price - \$85,338.92

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DATE: 1/21/15

2015-500 CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE - INFORMATION TECHNOLOGY



Bid Opening Date: JANUARY 7, 2015

Solicitation #: 2015-500

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	DIVERSE MOBILE TECHNOLOGIES LLC EL PASO, TX	GENERAL DATATECH, L.P. DALLAS, TX	NETYSNC NETWORK SOLUTIONS EL PASO, TX
<p><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></p> <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>NO OPTION OFFERED</p>	<p><input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p>	<p><input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p>	<p><input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p>
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS
BIDDER'S PROMISED DELIVERY:	7	7	7
Within ___ consecutive calendar days	7	7	7
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	8	8	8
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.			

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Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

		NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
GROUP I - PART A: PRICE LIST PRICING - EQUIPMENT		PRICE ADJUSTMENT FACTOR		
ITEM NO.	DESCRIPTION	NET <input type="checkbox"/> OR -42 to 52% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input type="checkbox"/> OR - 54% DISCOUNT <input checked="" type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>	NET <input type="checkbox"/> OR - ____% DISCOUNT <input type="checkbox"/> OR + ____% MARK-UP <input type="checkbox"/>
1.	CISCO EQUIPMENT			
PRICE LIST OR CATALOG <small>(Note: Manufacturer or Brand Name, as applicable)</small>		<u>Price list in electronic CISCO form not</u>	<u>CISCO</u>	
List Number _____		<u>Available from CISCO</u>	<u>31-Dec-14</u>	
Dated _____			<u>12/31/2014</u>	
TYPE OF PRICE LIST:				
WHOLESALER		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DISTRIBUTOR		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
JOBBER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DEALER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RETAILER		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OTHER _____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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		NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
ITEM NO.	GROUP I - PART B: SAMPLE PRICING - EQUIPMENT			
1.	DESCRIPTION	Cisco Catalyst 3850 48 Port UPOE IP Services	Cisco Catalyst 3850 48 Port UPOE IP Services	Cisco Catalyst 3850 48 Port UPOE IP Services
	MANUFACTURER PART NUMBER	WS-C3850-48U-E	WS-C3850-48U-E	WS-C3850-48U-E
	PRICE LIST COST (before Discount or Mark-up):	\$22,000.00	\$22,000.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$10,560.00	\$10,120.00	
2.	DESCRIPTION	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base
	MANUFACTURER PART NUMBER	WS-C2960X-48FPD-L	WS-C2960X-48FPD-L	WS-C2960X-48FPD-L
	PRICE LIST COST (before Discount or Mark-up):	\$7,995.00	\$7,995.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$3,837.60	\$3,677.70	
3.	DESCRIPTION	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)	Catalyst 4500 E-Series 48-PORT PoE+ Ready 10-100-1000(RJ45)
	MANUFACTURER PART NUMBER	WS-X4648-RJ45V+E	WS-X4648-RJ45V+E	WS-X4648-RJ45V+E
	PRICE LIST COST (before Discount or Mark-up):	\$7,495.00	\$7,495.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$4,347.10	\$3,447.70	
4.	DESCRIPTION	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E	4510R+E Chassis, Two WS-X4748-RJ45V+E, SUP8-E
	MANUFACTURER PART NUMBER	WS-C4510RE-S8+96V+	WS-C4510RE-S8+96V+	WS-C4510RE-S8+96V+
	PRICE LIST COST (before Discount or Mark-up):	\$33,000.00	\$33,000.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$19,140.00	\$15,180.00	
5.	DESCRIPTION	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain	802.11AC Ctrlr AP 4x4:3SS w/Clean Air; Ext Ant; A Reg Domain
	MANUFACTURER PART NUMBER	AIR-CAP3702E-A-K9	AIR-CAP3702E-A-K9	AIR-CAP3702E-A-K9
	PRICE LIST COST (before Discount or Mark-up):	\$1,595.00	\$1,595.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$925.10	\$733.70	

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		NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
ITEM NO.	GROUP I - PART B: SAMPLE PRICING - EQUIPMENT			
6.	DESCRIPTION	Cisco Unified IP Conference Phone 8831 base and controller	Cisco Unified IP Conference Phone 8831 base and controller	Cisco Unified IP Conference Phone 8831 base and controller
	MANUFACTURER PART NUMBER	CP-8831-K9=	CP-8831-K9=	CP-8831-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$1,395.00	\$1,395.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$809.10	\$641.70	
7.	DESCRIPTION	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera	Cisco UC Phone 9971, Charcoal, Std Hndst with Camera
	MANUFACTURER PART NUMBER	CP-9971-C-CAM-K9=	CP-9971-C-CAM-K9=	CP-9971-C-CAM-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$1,185.00	\$1,185.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$687.30	\$545.10	
8.	DESCRIPTION	Cisco Desktop Collaboration Experience DX650 White Spare	Cisco Desktop Collaboration Experience DX650 White Spare	Cisco Desktop Collaboration Experience DX650 White Spare
	MANUFACTURER PART NUMBER	CP-DX650-W-K9=	CP-DX650-W-K9=	CP-DX650-W-K9=
	PRICE LIST COST (before Discount or Mark-up):	\$1,695.00	\$1,695.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$983.10	\$779.70	
9.	DESCRIPTION	Cisco SX80 Codec, Precision 4x cam, Touch 10	Cisco SX80 Codec, Precision 4x cam, Touch 10	Cisco SX80 Codec, Precision 4x cam, Touch 10
	MANUFACTURER PART NUMBER			
	PRICE LIST COST (before Discount or Mark-up):	\$21,900.00	\$21,900.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$12,702.00	\$10,074.00	
10.	DESCRIPTION	Cisco ISR 4431 UC Bundle, PVD4-64, UC License, CUBE-25	Cisco ISR 4431 UC Bundle, PVD4-64, UC License, CUBE-25	Cisco ISR 4431 UC Bundle, PVD4-64, UC License, CUBE-25
	MANUFACTURER PART NUMBER	ISR4431-V/K9	ISR4431-V/K9	ISR4431-V/K9
	PRICE LIST COST (before Discount or Mark-up):	\$14,000.00	\$14,000.00	
	CITY'S COST (after Discount or Mark-up or Net):	\$8,120.00	\$6,440.00	
GROUP I - PART B: SUBTOTAL		\$62,111.30	\$51,639.60	

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

APPROVED BY: _____/s/_____

DATE: 1/21/15



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: JANUARY 7, 2015

Solicitation #: 2015-500

Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

		NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
GROUP II - PART A: PRICE LIST PRICING - SMARTNET MAINTENANCE		PRICE ADJUSTMENT FACTOR		
ITEM NO.	DESCRIPTION	NET <input type="checkbox"/> OR	NET <input type="checkbox"/> OR	NET <input type="checkbox"/> OR
1.	CISCO SMARTNET MAINTENANCE	- 23% DISCOUNT <input checked="" type="checkbox"/> OR	23% Discount 36 months <input type="checkbox"/> OR 18% Discount 12 months <input checked="" type="checkbox"/>	- ____% DISCOUNT <input type="checkbox"/> OR
		+ ____% MARK-UP <input type="checkbox"/>	+ ____% MARK-UP <input type="checkbox"/>	+ ____% MARK-UP <input type="checkbox"/>
PRICE LIST OR CATALOG <small>(Note: Manufacturer or Brand Name, as applicable)</small>		<u>CISCO does not provide price list</u>	<u>CISCO</u>	
List Number _____			<u>31-Dec-14</u>	
Dated _____			<u>12/31/2014</u>	
TYPE OF PRICE LIST:				
	WHOLESALER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
	DISTRIBUTOR	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	JOBBER	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	DEALER	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	RETAILER	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	OTHER _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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APPROVED BY: _____/s/_____

DATE: 1/21/15



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: JANUARY 7, 2015

Solicitation #: 2015-500

Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

		NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
ITEM NO.	GROUP II - PART B: SAMPLE PRICING - SMARTNET MAINTENANCE			
1.	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-PRO1 PRICE LIST COST (before Discount or Mark-up): \$33.00 CITY'S COST (after Discount or Mark-up or Net): \$25.41	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-PRO1 PRICE LIST COST (before Discount or Mark-up): \$90.00 CITY'S COST (after Discount or Mark-up or Net): \$69.30	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, Under 1K UWL PRO users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-PRO1 PRICE LIST COST (before Discount or Mark-up): \$90.00 CITY'S COST (after Discount or Mark-up or Net): \$69.30	
2.	DESCRIPTION ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-CCXNPLIC PRICE LIST COST (before Discount or Mark-up): \$205.00 CITY'S COST (after Discount or Mark-up or Net): \$157.85	DESCRIPTION ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-CCXNPLIC PRICE LIST COST (before Discount or Mark-up): \$615.00 CITY'S COST (after Discount or Mark-up or Net): \$473.55	DESCRIPTION ESSENTIAL SW CCX 8.5 NEW PRE Seat Qty1 LICENSE ONLY (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-CCXNPLIC PRICE LIST COST (before Discount or Mark-up): \$615.00 CITY'S COST (after Discount or Mark-up or Net): \$473.55	
3.	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-UWLST1K PRICE LIST COST (before Discount or Mark-up): \$15.00 CITY'S COST (after Discount or Mark-up or Net): \$11.55	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-UWLST1K PRICE LIST COST (before Discount or Mark-up): \$45.00 CITY'S COST (after Discount or Mark-up or Net): \$34.65	DESCRIPTION ESSENTIAL SW Svcs Mapping SKU, 1K-10K UWL STD users (36 month term pricing) MANUFACTURER PART NUMBER CON-ESW-UWLST1K PRICE LIST COST (before Discount or Mark-up): \$45.00 CITY'S COST (after Discount or Mark-up or Net): \$34.65	
4.	DESCRIPTION SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing) MANUFACTURER PART NUMBER CON-SNT-4510RES7 PRICE LIST COST (before Discount or Mark-up): \$2,706.00 CITY'S COST (after Discount or Mark-up or Net): \$2,083.62	DESCRIPTION SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing) MANUFACTURER PART NUMBER CON-SNT-4510RES7 PRICE LIST COST (before Discount or Mark-up): \$8,118.00 CITY'S COST (after Discount or Mark-up or Net): \$6,250.86	DESCRIPTION SMARTNET 8X5XNBD 4510R+E Chassis, Two WS-X4748-RJ45V+E (36 month term pricing) MANUFACTURER PART NUMBER CON-SNT-4510RES7 PRICE LIST COST (before Discount or Mark-up): \$8,118.00 CITY'S COST (after Discount or Mark-up or Net): \$6,250.86	
5.	DESCRIPTION SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing) MANUFACTURER PART NUMBER CON-SNTP-UC240M3S PRICE LIST COST (before Discount or Mark-up): \$38,424.00 CITY'S COST (after Discount or Mark-up or Net): \$15,369.60	DESCRIPTION SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing) MANUFACTURER PART NUMBER CON-SNTP-UC240M3S PRICE LIST COST (before Discount or Mark-up): \$507.00 CITY'S COST (after Discount or Mark-up or Net): \$415.74	DESCRIPTION SMARNET 24X7X4 USC C240 M3 SERVER (12 month term pricing) MANUFACTURER PART NUMBER CON-SNTP-UC240M3S PRICE LIST COST (before Discount or Mark-up): \$507.00 CITY'S COST (after Discount or Mark-up or Net): \$415.74	
GROUP II- PART B: SUBTOTAL		\$17,648.03	\$7,244.10	
GROUP I & II - PART B: GRAND TOTAL GROUPS I & II		\$79,759.33	\$58,883.70	

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APPROVED BY: _____/s/_____

DATE: 1/21/15



Bid Opening Date: JANUARY 7, 2015

Solicitation #: 2015-500

Project Name: CISCO PROPRIETARY VOIP TELEPHONY AND NETWORK INFRASTRUCTURE Department: INFORMATION TECHNOLOGY SERVICES

	NEW TECH SOLUTIONS FREMONT, CA	SIGMA TECHNOLOGY SOLUTIONS, INC. EL PASO, TX	
<p><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></p> <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. THE TERM OF THIS CONTRACT SHALL BE BASED ON ONE OF THE SELECTIONS BELOW AND UNDER THE SAME TERMS AND CONDITIONS. THE CITY MANAGER OR DESIGNEE MAY EXTEND THE OPTION TO EXTEND.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>NO OPTION OFFERED</p>	<p><input type="checkbox"/></p> <p><input checked="" type="checkbox"/></p>	<p><input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p>	<p><input type="checkbox"/></p> <p><input type="checkbox"/></p>
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	
BIDDER'S PROMISED DELIVERY:			
Within ___ consecutive calendar days	(7-21 depending on availability)	7	
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	8	8	
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.			
BIDS SOLICITED: 65 LOCAL BIDS SOLICITED: 46 BIDS RECEIVED: 5 LOCAL BIDS RECEIVED: 3 NO BID: 0			

APPROVED BY: _____/s/_____

DATE: 1/21/15