



# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE** **BID # 2020-673**  
**BID DATE: MARCH 11, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

	<b>PIVOT Technology Services Corp.</b> El Paso, TX	<b>Xerox Business Solutions Southwest</b> San Antonio, TX	<b>Advanced Network Management, INC. (ANM)</b> Albuquerque, NM
<b>GROUP I - PART A: PRICE LIST PRICING - EQUIPMENT</b>	<b>PRICE ADJUSTMENT FACTOR</b>		
<b>ITEM DESCRIPTION</b>	<b>NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP</b>	<b>NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP</b>	<b>NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP</b>
ITEM 1:	NET <input type="checkbox"/>	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>
	- <u>63</u> % DISCOUNT <input checked="" type="checkbox"/>	- <u>  </u> % DISCOUNT <input type="checkbox"/>	<u>  </u> % DISCOUNT <input type="checkbox"/>
	+ <u>  </u> % MARKUP <input type="checkbox"/>	+ <u>  </u> % MARKUP <input type="checkbox"/>	+ <u>1.0</u> % MARKUP <input checked="" type="checkbox"/>
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)	CISCO	CISCO	CISCO
List Number _____ Dated _____	GLOBAL PRICE LIST - US 03/01/20	1 3/11/2020	DIR-TSO-4167 FEB. 2020
<b>TYPE OF PRICE LIST</b>			
WHOLESALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DISTRIBUTOR <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
JOBBER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DEALER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RETAILER <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OTHER _____ <input type="checkbox"/>	<input checked="" type="checkbox"/> <b>MFG</b>	<input checked="" type="checkbox"/> <b>Reseller</b>	<input checked="" type="checkbox"/> <b>DIR-TSO-4167</b>

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APPROVED BY: \_\_\_/s/\_\_\_\_\_

DATE:   5/01/2020



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**BID DATE: MARCH 9, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

		PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
<b>GROUP I - PART B: SAMPLE PRICING - EQUIPMENT</b>				
<b>ITEM 1</b>	<b>DESCRIPTION:</b>	Catalyst 9500 16-port 10Gig switch, Advantage	Catalyst 9500 16-port 10Gig switch, Advantage	Catalyst 9500 16-port 10Gig switch, Advantage
	<b>MANUFACTURER PART NUMBER:</b>	C9500-16X-A	C9500-16X-A	C9500-16X-A
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$16,535.01	\$16,535.01	\$16,535.01
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$6,117.95	\$16,535.01 Bidder's price \$9,989.91	\$16,700.36 Bidder's price \$6,614.00
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Catalyst 9500 DNA Advantage 3 Year License	Catalyst 9500 DNA Advantage 3 Year License	Catalyst 9500 DNA Advantage 3 Year License
	<b>MANUFACTURER PART NUMBER:</b>	C9500-DNA-L-A-3Y	C9500-DNA-L-A-3Y	C9500-DNA-L-A-3Y
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$7,100.00	\$7,100.00	\$7,100.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$2,627.00	\$7,100.00 Bidder's price \$4,289.58	\$7,171.00 Bidder's price \$2,840.00
<b>ITEM 3</b>	<b>DESCRIPTION:</b>	Catalyst 9300 48-port UPOE, Network Advantage	Catalyst 9300 48-port UPOE, Network Advantage	Catalyst 9300 48-port UPOE, Network Advantage
	<b>MANUFACTURER PART NUMBER:</b>	C9300-48U-A	C9300-48U-A	C9300-48U-A
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$11,050.00	\$11,050.00	\$11,050.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$4,088.50	\$11,050.00 Bidder's price \$6,676.04	\$11,160.50 Bidder's price \$4,420.00
<b>ITEM 4</b>	<b>DESCRIPTION:</b>	C9300 DNA Advantage, 48-Port, 3 Year Term License	C9300 DNA Advantage, 48-Port, 3 Year Term License	C9300 DNA Advantage, 48-Port, 3 Year Term License
	<b>MANUFACTURER PART NUMBER:</b>	C9300-DNA-A-48-3Y	C9300-DNA-A-48-3Y	C9300-DNA-A-48-3Y
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$3,770.00	\$3,770.00	\$3,770.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$1,394.90	\$3,770.00 Bidder's price \$2,199.17	\$3,807.70 Bidder's price \$1,508.00
<b>ITEM 5</b>	<b>DESCRIPTION:</b>	Catalyst 9200L 48-port PoE+, 4 x 1 G, Network Essentials	Catalyst 9200L 48-port PoE+, 4 x 1 G, Network Essentials	Catalyst 9200L 48-port PoE+, 4 x 1 G, Network Essentials
	<b>MANUFACTURER PART NUMBER:</b>	C9200L-48P-4G-E	C9200L-48P-4G-E	C9200L-48P-4G-E
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$5,805.00	\$5,805.00	\$5,805.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$2,147.85	\$5,805.00 Bidder's price \$2,176.88	\$5,863.05 Bidder's price \$2,322.00

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**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE** **BID # 2020-673**  
**BID DATE: MARCH 9, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

		PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
<b>GROUP I - PART B: PRICE LIST PRICING - EQUIPMENT</b>				
<b>ITEM 6</b>	<b>DESCRIPTION:</b>	C9200L Cisco DNA Essentials, 48-Port, 3 Year Term License	C9200L Cisco DNA Essentials, 48-Port, 3 Year Term License	C9200L Cisco DNA Essentials, 48-Port, 3 Year Term License
	<b>MANUFACTURER PART NUMBER:</b>	C9200L-DNA-E-48-3Y	C9200L-DNA-E-48-3Y	C9200L-DNA-E-48-3Y
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,120.00	\$1,120.00	\$1,120.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$414.40	\$1,120.00 Bidder's price \$630.00	\$1,131.20 Bidder's price \$448.00
<b>ITEM 7</b>	<b>DESCRIPTION:</b>	Cisco Catalyst 9120AX Series	Cisco Catalyst 9120AX Series	Cisco Catalyst 9120AX Series
	<b>MANUFACTURER PART NUMBER:</b>	C9120AXI-B	C9120AXI-B	C9120AXI-B
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,695.00	\$1,695.00	\$1,695.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$627.15	\$1,695.00 Bidder's price \$688.59	\$1,711.95 Bidder's price \$678.00
<b>ITEM 8</b>	<b>DESCRIPTION:</b>	CISCO DNA Premier Term Wireless 3Y License	CISCO DNA Premier Term Wireless 3Y License	CISCO DNA Premier Term Wireless 3Y License
	<b>MANUFACTURER PART NUMBER:</b>	AIR-DNA-P-3Y	AIR-DNA-P-3Y	AIR-DNA-P-3Y
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$900.00	\$900.00	\$900.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$333.00	\$900.00 Bidder's price \$543.75	\$909.00 Bidder's price \$360.00
<b>ITEM 9</b>	<b>DESCRIPTION:</b>	Cisco IP Conference Phone 8832 base in charcoal color for North America	Cisco IP Conference Phone 8832 base in charcoal color for North America	Cisco IP Conference Phone 8832 base in charcoal color for North America
	<b>MANUFACTURER PART NUMBER:</b>	CP-8832-K9=	CP-8832-K9=	CP-8832-K9=
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,720.00	\$1,720.00	\$1,720.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$636.40	\$1,720.00 Bidder's price \$824.17	\$1,737.20 Bidder's price \$688.00
<b>ITEM 10</b>	<b>DESCRIPTION:</b>	Cisco IP Phone 8841	Cisco IP Phone 8841	Cisco IP Phone 8841
	<b>MANUFACTURER PART NUMBER:</b>	CP-8841-K9=	CP-8841-K9=	CP-8841-K9=
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$515.00	\$515.00	\$515.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$190.55	\$515.00 Bidder's price \$246.77	\$520.15 Bidder's price \$206.00

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BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE		BID # 2020-673		
BID DATE: MARCH 9, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
	DESCRIPTION:	2-Port Analog Telephone Adapter	2-Port Analog Telephone Adapter	2-Port Analog Telephone Adapter
ITEM	MANUFACTURER PART NUMBER:	ATA191-K9	ATA191-K9	ATA191-K9
11	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$326.00	\$326.00	\$328.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$120.62	\$326.00 Bidder's price \$101.88	\$331.28 Bidder's price \$130.40
	DESCRIPTION:	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28,	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28,	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28,
ITEM	MANUFACTURER PART NUMBER:	N9K-C93180YC-EX	N9K-C93180YC-EX	N9K-C93180YC-EX
12	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$26,937.00	\$26,937.00	\$26,937.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$9,966.69	\$26,937.00 Bidder's price \$11,504.34	\$27,206.37 Bidder's price \$10,774.80
<b>GROUP 1 - PART B: SUBTOTAL</b>		<b>\$77,473.01</b>	<b>\$77,473.01</b>	<b>\$77,475.01</b>
		<b>\$28,665.01</b>	\$77,473.01 Bidder's price \$39,871.07	\$78,249.76 Bidder's price \$30,990.01

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DATE: \_ 5/01/2020 \_\_\_\_\_



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BID DATE: MARCH 11, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
GROUP II - PART A: PRICE LIST PRICING - SMARTNET MAINTENANCE		PRICE ADJUSTMENT FACTOR	
ITEM DESCRIPTION		NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1:	CISCO SMARTNET MAINTENANCE	NET <input type="checkbox"/>	NET <input checked="" type="checkbox"/>
	- 18 % DISCOUNT	<input checked="" type="checkbox"/>	- % DISCOUNT <input type="checkbox"/>
	+ % MARKUP	<input type="checkbox"/>	+ % MARKUP <input type="checkbox"/>
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)		CISCO	CISCO
List Number _____ Dated _____		GLOBAL PRICE LIST - US 03/01/20	II 3/11/2020
TYPE OF PRICE LIST WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____		<input checked="" type="checkbox"/> MFG	<input checked="" type="checkbox"/> Reseller
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input checked="" type="checkbox"/> TX-DIR-4167

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BID DATE: MARCH 9, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
		PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
<b>GROUP II - PART B: SAMPLE PRICING - SMARTNET MAINTENANCE</b>				
<b>ITEM 1</b>	<b>DESCRIPTION:</b>	Large Secure Server for ISE Applications, 1 year term.	Large Secure Server for ISE Applications, 1 year term.	Large Secure Server for ISE Applications, 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	CON-SNT-SNS595K9	CON-SNT-SNS595K9	CON-SNT-SNS595K9
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$3,698.00	\$3,698.00	\$3,698.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$3,032.36	\$3,698.00 Bidder's price \$2,966.10	\$3,605.55 Bidder's price \$2,773.50
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Cisco ONE N7710 Bundle (Chassis,2xSUP2E,6xFAB2)No PowSup., 1	Cisco ONE N7710 Bundle (Chassis,2xSUP2E,6xFAB2)No PowSup., 1	Cisco ONE N7710 Bundle (Chassis,2xSUP2E,6xFAB2)No PowSup., 1
	<b>MANUFACTURER PART NUMBER:</b>	CON-SNTP-NB26S2ER	CON-SNTP-NB26S2ER	CON-SNTP-NB26S2ER
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$15,992.00	\$15,992.00	\$15,992.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$13,113.44	\$15,992.00 Bidder's price \$12,826.92	\$15,592.20 Bidder's price \$11,994.00
<b>ITEM 3</b>	<b>DESCRIPTION:</b>	APIC Cluster - Medium Configurations (Up to 1000 Edge Ports), 1 year term	APIC Cluster - Medium Configurations (Up to 1000 Edge Ports), 1 year term	APIC Cluster - Medium Configurations (Up to 1000 Edge Ports), 1 year term
	<b>MANUFACTURER PART NUMBER:</b>	CON-SSSNT-APIC3M2	CON-SSSNT-APIC3M2	CON-SSSNT-APIC3M2
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$4,740.96	\$4,740.99	\$4,740.96
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$3,887.59	\$4,740.99 Bidder's price \$3,802.65	\$4,622.43 Bidder's price \$3,555.72
<b>ITEM 4</b>	<b>DESCRIPTION:</b>	SWSS UPGRADES CUWL Standard 11.x Users -Service Use O, 1 year term	SWSS UPGRADES CUWL Standard 11.x Users -Service Use O, 1 year term	SWSS UPGRADES CUWL Standard 11.x Users -Service Use O, 1 year term
	<b>MANUFACTURER PART NUMBER:</b>	CON-ECMU-UWL 11 XS 1	CON-ECMU-UWL 11 XS 1	CON-ECMU-UWL 11 XS 1
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$56.00	\$56.00	\$56.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$45.92	\$56.00 Bidder's price \$44.92	\$54.60 Bidder's price \$42
<b>ITEM 5</b>	<b>DESCRIPTION:</b>	Cisco ONE Nexus 93108TC-EX bundle PID, 1 year term	Cisco ONE Nexus 93108TC-EX bundle PID, 1 year term	Cisco ONE Nexus 93108TC-EX bundle PID, 1 year term
	<b>MANUFACTURER PART NUMBER:</b>	CON-SSSNT-C1N9K108	CON-SSSNT-C1N9K108	CON-SSSNT-C1N9K108
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,338.38	\$1,338.38	\$1,338.38
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$1,097.47	\$1338.38 Bidder's price \$1,073.49	\$1304.92 Bidder's price \$1,003.79
<b>GROUP II - PART B: SUBTOTAL</b>		<b>\$25,825.34</b>	<b>\$25,825.37</b>	<b>\$25,825.34</b>
		<b>\$21,176.78</b>	\$25,825.37 Bidder's price \$20,714.07	\$25,179.70 Bidder's price \$19,369.00

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BID DATE: MARCH 11, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
GROUP III PART A: PRICE LIST PRICING - SUBSCRIPTION		P R I C E   A D J U S T M E N T   F A C T O R	
ITEM DESCRIPTION		NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP
ITEM 1:	Cisco Subscription	NET <input type="checkbox"/>	NET <input checked="" type="checkbox"/>
		- <u>34</u> % DISCOUNT <input checked="" type="checkbox"/>	- <u>  </u> % DISCOUNT <input type="checkbox"/>
		+ <u>  </u> % MARKUP <input type="checkbox"/>	+ <u>  </u> % MARKUP <input type="checkbox"/>
Discount/Mark-up or Net proposed from the _____ Price List or Catalog (MANUFACTURER OR BRAND NAME)		CISCO	CISCO
List Number _____ Dated _____		GLOBAL PRICE LIST - US 03/01/20	III 3/11/2020
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <b>MFG</b>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <b>Reseller</b>
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <b>TX-DIR-4167</b>	

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		PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
GROUP III - PART B: SAMPLE PRICING - SUBSCRIPTION				
<b>ITEM 1</b>	<b>DESCRIPTION:</b>	Enhanced Support for Umbrella (Qty:1), 1 year term.	Enhanced Support for Umbrella (Qty:1), 1 year term.	Enhanced Support for Umbrella (Qty:1), 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	SVS-UMB-SUP-E	SVS-UMB-SUP-E	SVS-UMB-SUP-E
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$ 17,184.00	\$17,184.00	\$1,432.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$11,341.44 Bidder's price \$6,358.58	\$17,184.00 Bidder's price \$10,382.00	\$1,446.32 Bidder's price \$859.20
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	DUO-MFA (Qty. 2000), 1 year term.	DUO-MFA (Qty. 2000), 1 year term.	DUO-MFA (Qty. 2000), 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	Standard Cisco Duo MFA edition	Standard Cisco Duo MFA edition	Standard Cisco Duo MFA edition
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$ 68,160.00	\$68,160.00	\$68,160.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$44,985.60	\$68,160.00 Bidder's price \$56,750.00	\$68,841.60 Bidder's price \$27,264.00
<b>ITEM 3</b>	<b>DESCRIPTION:</b>	DUO-ACCESS (Qty. 2000), 1 year term.	DUO-ACCESS (Qty. 2000), 1 year term.	DUO-ACCESS (Qty. 2000), 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	Standard Cisco Duo Access edition	Standard Cisco Duo Access edition	Standard Cisco Duo Access edition
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$136,080.00	\$136,080.00	\$136,080.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$89,812.80	\$136,080.00 Bidder's price \$113,500.00	\$137,440.80 Bidder's price \$54,432.00
<b>ITEM 4</b>	<b>DESCRIPTION:</b>	Cisco Umbrella DNS Security Advantage	Cisco Umbrella DNS Security Advantage	Cisco Umbrella DNS Security Advantage
	<b>MANUFACTURER PART NUMBER:</b>	Standard Cisco Duo Access edition	Standard Cisco Duo Access edition	Standard Cisco Duo Access edition
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$171,840.00	\$171,840.00	\$171,840.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$113,414.40 Bidder's price \$63,360.00	\$171,840.00 Bidder's price \$104,000.00	\$173,558.40 Bidder's price \$68,736.00
<b>ITEM 5</b>	<b>DESCRIPTION:</b>	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription, 5K-9999 Users, (Qty:5,000)	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription, 5K- 9999 Users, (Qty:5,000)	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription, 5K- 9999 Users, (Qty:5,000)
	<b>MANUFACTURER PART NUMBER:</b>	ESA-ESI-1Y-S8	ESA-ESI-1Y-S8	ESA-ESI-1Y-S8
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$74,650.00	\$74,650.00	\$74,650.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$49,269.00 Bidder's price \$27,600.00	\$74,650.00 Bidder's price \$45,104.17	\$75,396.50 Bidder's price \$29,860.00

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: \_ 5/01/2020 \_\_\_\_\_





# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE		BID # 2020-673		
BID DATE: MARCH 9, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
<b>ITEM 6</b>	<b>DESCRIPTION:</b>	ESA Outbound SW Bundle(ENC+DLP) 1YR Lic,subscription 200- 499 Users, (Qty:300)	ESA Outbound SW Bundle(ENC+DLP) 1YR Lic,subscription 200- 499 Users, (Qty:300)	ESA Outbound SW Bundle(ENC+DLP) 1YR Lic,subscription 200- 499 Users, (Qty:300)
	<b>MANUFACTURER PART NUMBER:</b>	ESA-ESO-1Y-S2	ESA-ESO-1Y-S2	ESA-ESO-1Y-S2
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$5,772.00	\$5,772.00	\$5,772.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$3,809.52 Bidder's price \$2,136.00	\$5,772.00 Bidder's price \$3,487.50	\$5,829.72 Bidder's price \$2,308.80
<b>GROUP III - PART B: SUBTOTAL</b>		<b>\$473,686.00</b>	<b>\$473,686.00</b>	<b>\$457,934.00</b>
		\$312,632.76 Bidder's price \$234,252.48	\$473,686.00 Bidder's price \$333,223.67	\$462,513.34 Bidder's price \$183,173.60
<b>GROUP I,II &amp; III - PART B: GRAND TOTAL GROUP I, II &amp; III</b>		<b>\$576,984.35</b>	<b>\$576,984.38</b>	<b>\$561,234.35</b>
		\$362,474.55 Bidder's price \$284,094.27	\$576,984.38 Bidder's price \$393,808.81	\$565,942.80 Bidder's price \$233,532.60

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DATE: \_5/01/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



	PIVOT Technology Services Corp. El Paso, TX	Xerox Business Solutions Southwest San Antonio, TX	Advanced Network Management, INC. (ANM) Albuquerque, NM
<b>BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY &amp; NETWORK INFRASTRUCTURE</b> <span style="float: right;"><b>BID # 2020-673</b></span> <b>BID DATE: MARCH 9, 2020</b> <span style="float: right;"><b>DEPARTMENT: INFORMATION TECHNOLOGY SERVICES</b></span>			
<b>OPTION TO EXTEND THE TERM OF THE AGREEMENT</b>  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.  BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
TWO (2) ADDITIONAL 1 (ONE) YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
NO OPTION OFFERED.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>
<b>BIDDER'S PROMISED DELIVERY:</b>			
Within ___ consecutive calendar days	24	24	14
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	8	8	NA (Within PO required)
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.			
<b>BIDS SOLICITED: 35    LOCAL BIDS SOLICITED: 14    BIDS RECEIVED: 3    LOCAL BIDS RECEIVED: 1    NO BID: 0</b>			

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: \_ 5/01/2020 \_\_\_\_\_