



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE BID # 2020-957  
 BID DATE: JULY 1, 2020 DEPARTMENT: INFORMATION TECHNOLOGY SERVICES

	PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
<b>GROUP I - PART A: PRICE LIST PRICING - CISCO 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 checked="" type="checkbox"/>	NET <input type="checkbox"/>	NET <input checked="" type="checkbox"/>
	- ____ % DISCOUNT <input type="checkbox"/>	- <b>46.25</b> % DISCOUNT <input checked="" type="checkbox"/>	____ % DISCOUNT <input type="checkbox"/>
	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>	+ ____ % MARKUP <input type="checkbox"/>
CISCO EQUIPMENT			
Discount/Mark-up or Net proposed from the ____ Price List or Catalog (MANUFACTURER OR BRAND NAME)	Cisco Global Price List US Availability	CISCO	CISCO
List Number _____ Dated _____	QF112857919IP June 30, 2020	I 7/1/2020	1 6/26/2020
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <b>MFG CCW</b>	<input type="checkbox"/> <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 type="checkbox"/> <input checked="" type="checkbox"/> <b>OEM List price</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: \_\_\_/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957		
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
		PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
<b>GROUP I - PART B: SAMPLE PRICING - EQUIPMENT</b>				
ITEM 1	DESCRIPTION:	Catalyst 9500 16-port 10Gig switch, Advantage	Catalyst 9500 16-port 10Gig switch, Advantage	Catalyst 9500 16-port 10Gig switch, Advantage
	MANUFACTURER PART NUMBER:	C9500-16X-A	C9500-16X-A	C9500-16X-A
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$16,535.01	\$16,535.01	\$16,535.01
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$16,535.01 Bidder's price \$6,779.35	\$8,887.57	\$16,535.01 Bidder's price \$9,921.69
ITEM 2	DESCRIPTION:	Catalyst 9500 DNA Advantage 3 Year License	Catalyst 9500 DNA Advantage 3 Year License	Catalyst 9500 DNA Advantage 3 Year License
	MANUFACTURER PART NUMBER:	C9500-DNA-L-A-3Y	C9500-DNA-L-A-3Y	C9500-DNA-L-A-3Y
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$7,100.00	\$7,100.00	\$7,100.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$7,100.00 Bidder's price \$2,911.00	\$3,816.25	\$7,100.00 Bidder's price \$4,260.29
ITEM 3	DESCRIPTION:	Catalyst 9300 48-port UPOE, Network Advantage	Catalyst 9300 48-port UPOE, Network Advantage	Catalyst 9300 48-port UPOE, Network Advantage
	MANUFACTURER PART NUMBER:	C9300-48U-A	C9300-48U-A	C9300-48U-A
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$11,050.00	\$11,050.00	\$11,050.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$11,050.00 Bidder's price \$4,530.50	\$5,939.38	\$11,050.00 Bidder's price \$6,630.46
ITEM 4	DESCRIPTION:	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
	MANUFACTURER PART NUMBER:	C9300-DNA-A-48-3Y	C9300-DNA-A-48-3Y	C9300-DNA-A-48-3Y
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$3,770.00	\$3,770.00	\$3,770.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$3,770.00 Bidder's price \$1,545.70	\$2,026.38	\$3,770.00 Bidder's price \$2,262.16
ITEM 5	DESCRIPTION:	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
	MANUFACTURER PART NUMBER:	C9200L-48P-4G-E	C9200L-48P-4G-E	C9200L-48P-4G-E
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$5,805.00	\$5,805.00	\$5,805.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$5,805.00 Bidder's price \$1,741.50	\$3,120.19	\$5,805.00 Bidder's price \$3,483.24

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# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

	PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK	
<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>	\$1,120.00 Bidder's price \$459.20	\$602.00	\$1,120.00 Bidder's price \$672.05
<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>	\$1,695.00 Bidder's price \$644.10	\$911.06	\$1,695.00 Bidder's price \$1,017.07
<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>	\$900.00 Bidder's price \$369.00	\$483.75	\$900.00 Bidder's price \$540.04
<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>	\$1,720.00 Bidder's price \$705.25	\$924.50	\$1,720.00 Bidder's price \$1,032.07
<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>	\$515.00 Bidder's price \$211.15	\$276.81	\$515.00 Bidder's price \$309.02

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BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957		
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
		<b>PIVOT Technology Services Corp.</b> <b>El Paso, TX</b>	<b>Dahill Office Technology Corporation dba Xerox</b> <b>Business Solutions Southwest</b> <b>San Antonio, TX</b>	<b>CBTS Technology Solutions, LLC</b> <b>Tulsa, OK</b>
	<b>DESCRIPTION:</b>	2-Port Analog Telephone Adapter	2-Port Analog Telephone Adapter	2-Port Analog Telephone Adapter
<b>ITEM</b>	<b>MANUFACTURER PART NUMBER:</b>	ATA191-K9	ATA191-K9	ATA191-K9
<b>11</b>	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$326.00	\$326.00	\$326.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$326.00 <small>Bidder's price \$91.28</small>	\$175.23	\$326.00 <small>Bidder's price \$195.61</small>
	<b>DESCRIPTION:</b>	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,
<b>ITEM</b>	<b>MANUFACTURER PART NUMBER:</b>	N9K-C93180YC-EX	N9K-C93180YC-EX	N9K-C93180YC-EX
<b>12</b>	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$26,937.00	\$26,937.00	\$26,937.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$26,937.00 <small>Bidder's price \$11,044.17</small>	\$14,478.64	\$26,937.00 <small>Bidder's price \$16,163.31</small>
<b>GROUP 1 - PART B: SUBTOTAL (ITEMS 1-12)</b>		<b>\$77,473.01</b> <small>Bidder's price \$31,032.20</small>	<b>\$41,641.74</b>	<b>\$77,473.01</b> <small>Bidder's price \$46,487.01</small>

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BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
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 checked="" type="checkbox"/>	NET <input type="checkbox"/>
		- ____ % DISCOUNT <input type="checkbox"/>	- <u>18</u> % DISCOUNT <input checked="" 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 Global Price List US Availability	CISCO
List Number _____ Dated _____		QF112857919IP June 30, 2020	II 7/1/2020
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"/> <u>MFG CCW</u>	<input checked="" type="checkbox"/> <u>Reseller</u>
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input checked="" type="checkbox"/> <u>OEM Price list</u>

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DATE: \_\_\_7/23/2020\_\_\_\_\_



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BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES		
		PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
<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>	\$3,698.00 Bidder's price \$3,032.36	\$3,032.26	\$3,698.00 Bidder's price \$3,217.30
<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>	\$15,992.00 Bidder's price \$13,133.44	\$13,113.44	\$15,992.00 Bidder's price \$13,913.20
<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>	\$4,740.96 Bidder's price \$3,887.59	\$3,887.61	\$4,740.96 Bidder's price \$4,124.69
<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>	\$56.00 Bidder's price \$45.92	\$45.92	\$56.00 Bidder's price \$48.72
<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>	\$1,338.00 Bidder's price \$1,097.47	\$1,097.47	\$1,338.38 Bidder's price \$1,164.40
<b>GROUP II - PART B: SUBTOTAL (ITEMS 1-5)</b>		<b>\$25,825.34</b> Bidder's price \$21,196.78	<b>\$21,176.80</b>	<b>\$25,825.34</b> Bidder's price \$22,468.31

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DATE: \_\_\_7/23/2020\_\_\_\_\_



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BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957	
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
GROUP III PART A: PRICE LIST PRICING - SUBSCRIPTION CORE		PRICE ADJUSTMENT FACTOR	
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1:  Cisco Subscription CORE	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>	NET <input checked="" type="checkbox"/>
	- ____ % DISCOUNT <input type="checkbox"/>	- <b>61.92</b> % DISCOUNT <input checked="" type="checkbox"/>	- ____ % DISCOUNT <input type="checkbox"/>
	+ ____ % MARKUP <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 Global Price List US Availability	CISCO	CISCO
List Number _____ Dated _____	QF112857919I June 30, 2020	III 7/1/2020	1 6/26/2020
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <b>MFG CCW</b>	<input type="checkbox"/> <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 type="checkbox"/> <input checked="" type="checkbox"/> <b>OEM Price list</b>

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**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

		PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
<b>GROUP III - PART B: SAMPLE PRICING - SUBSCRIPTION CORE</b>				
<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	\$17,184.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$17,184.00 Bidder's price \$7,045.44	\$6,543.67	\$17,184.00 Bidder's price \$10,311.11
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Cisco Umbrella DNS Security Advantage (Qty: 4,000), 1 year term	Cisco Umbrella DNS Security Advantage (Qty: 4,000), 1 year term	Cisco Umbrella DNS Security Advantage (Qty: 4,000), 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>	\$171,840.00	\$171,840.00	\$171,840.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$171,840.00 Bidder's price \$70,560.00	\$65,436.67	\$171,840.00 Bidder's price \$103,279.20
<b>ITEM 3</b>	<b>DESCRIPTION:</b>	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription, 5K	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription, 5K	Inbound Essentials Bundle(AS+AV+OF) 1YR Lic subscription,
	<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>	\$74,650.00 Bidder's price \$30,600.00	\$28,426.72	\$74,650.00 Bidder's price \$44,791.56
<b>ITEM 4</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>	\$5,772.00 Bidder's price \$2,367.00	\$2,197.98	\$5,772.00 Bidder's price \$3,463.33
<b>GROUP III - PART B: SUBTOTAL (ITEMS 1-4)</b>		<b>\$269,446.00</b> Bidder's price \$110,572.44	<b>\$102,605.04</b>	<b>\$269,446.00</b> Bidder's price \$161,845.20

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DATE: \_\_\_7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957	
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	PIVOT Technology Services Corp. El Paso, TX	Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX	CBTS Technology Solutions, LLC Tulsa, OK
GROUP IV PART A: PRICE LIST PRICING - SUBSCRIPTION MARKET		PRICE ADJUSTMENT FACTOR	
ITEM DESCRIPTION		NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP	NET <u>OR</u> % DISCOUNT <u>OR</u> MARKUP
ITEM 1:	Cisco Subscription Market	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>
		- ____ % DISCOUNT <input type="checkbox"/>	- 27.29% DISCOUNT <input checked="" 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 Global Price List US Availability	CISCO
List Number _____ Dated _____		QF112857919IP June 30, 2020	IV 7/1/2020
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <u>MFG CCW</u>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <u>Reseller</u>
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <u>OEM Price list</u>	

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

DATE: \_\_\_/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



<b>BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY &amp; NETWORK INFRASTRUCTURE (RE-BID)</b>		<b>BID # 2020-957</b>		
<b>BID DATE: JULY 1, 2020</b>		<b>DEPARTMENT: INFORMATION TECHNOLOGY SERVICES</b>		
		<b>PIVOT Technology Services Corp. El Paso, TX</b>	<b>Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX</b>	<b>CBTS Technology Solutions, LLC Tulsa, OK</b>
<b>ITEM 1</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>	\$68,160.00 Bidder's price \$47,760.00	\$49,559.14	\$68,160.00 Bidder's price \$55,842.56
<b>ITEM 2</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>	\$136,080.00 Bidder's price \$95,280.00	\$98,943.77	\$136,080.00 Bidder's price \$111,685.12
<b>GROUP IV - PART B: SUBTOTAL (ITEMS 1-2)</b>		<b>\$204,240.00</b> Bidder's price \$143,040.00	<b>\$148,502.91</b> Bidder's price \$148,502.90	<b>\$240,240.00</b> Bidder's price \$167,527.68
<b>TOTAL GROUPS I, II, III, IV</b>		<b>\$576,984.35</b> Bidder's price \$305,841.42	<b>\$313,926.49</b> Bidder's price \$313,926.48	<b>\$576,984.35</b> Bidder's price \$398,328.20

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DATE: \_\_\_/7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



<b>BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY &amp; NETWORK INFRASTRUCTURE</b>		<b>BID # 2020-957</b>	
<b>BID DATE: JULY 1, 2020</b>		<b>DEPARTMENT: INFORMATION TECHNOLOGY SERVICES</b>	
	<b>PIVOT Technology Services Corp. El Paso, TX</b>	<b>Dahill Office Technology Corporation dba Xerox Business Solutions Southwest San Antonio, TX</b>	<b>CBTS Technology Solutions, LLC Tulsa, OK</b>
<b><u>OPTION TO EXTEND THE TERM OF THE AGREEMENT</u></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	28	10	24
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	8	24	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.			
<b>BIDS SOLICITED: 35 LOCAL BIDS SOLICITED: 14 BIDS RECEIVED: 5 LOCAL BIDS RECEIVED: 1 NO BID: 0</b>			

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DATE: \_\_\_/7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE		BID # 2020-957	
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
	Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX	
<b>GROUP I - PART A: PRICE LIST PRICING - EQUIPMENT</b>		<b>PRICE ADJUSTMENT FACTOR</b>	
ITEM DESCRIPTION		NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1:	CISCO EQUIPMENT	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>
		- ____ % DISCOUNT <input type="checkbox"/>	- <u>15</u> % DISCOUNT <input checked="" 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 _____		1 06/29/20	N/A 6/29/2020
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <u>Manufacturer</u>

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

DATE: \_\_\_/\_\_\_/2020



# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

		Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX	
<b>GROUP I - PART B: SAMPLE PRICING - CISCO EQUIPMENT</b>				
<b>ITEM 1</b>	<b>DESCRIPTION:</b>	Catalyst 9500 16-port 10Gig switch, Advantage	Catalyst 9500 16-port 10Gig switch, Advantage	
	<b>MANUFACTURER PART NUMBER:</b>	C9500-16X-A	Left blank	
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$7,771.45	\$16,535.01	
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$7,771.45 Bidder's price \$8,102.15	\$14,054.76 Bidder's price \$12,535.01	
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Catalyst 9500 DNA Advantage 3 Year License	Catalyst 9500 DNA Advantage 3 Year License	
	<b>MANUFACTURER PART NUMBER:</b>	C9500-DNA-L-A-3Y	Left blank	
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$3,337.00	\$7,950.00	
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$3,337.00 Bidder's price \$3,479.00	\$6,757.50 Bidder's price \$6,360.00	
<b>ITEM 3</b>	<b>DESCRIPTION:</b>	Catalyst 9300 48-port UPOE, Network Advantage	Catalyst 9300 48-port UPOE, Network Advantage	
	<b>MANUFACTURER PART NUMBER:</b>	C9300-48U-A	Left blank	
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$5,193.50	\$11,050.00	
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$5,193.00 Bidder's price \$5,414.50	\$9,392.50 Bidder's price \$8,050.00	
<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	
	<b>MANUFACTURER PART NUMBER:</b>	C9300-DNA-A-48-3Y	Left blank	
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,771.90	\$3,770.00	
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$1,771.90 Bidder's price \$1,847.30	\$3,204.50 Bidder's price \$3,016.00	
<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	
	<b>MANUFACTURER PART NUMBER:</b>	C9200L-48P-4G-E	Left blank	
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$1,799.55	\$5,805.00	
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$1,799.55 Bidder's price \$1,915.65	\$4,934.25 Bidder's price \$4,644.00	

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DATE: \_\_\_7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

	Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX	
<b>GROUP I - PART B: PRICE LIST PRICING - CISCO 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
	<b>MANUFACTURER PART NUMBER:</b>	C9200L-DNA-E-48-3Y	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$526.40	\$1,120.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$526.40 Bidder's price \$548.80	\$952.00 Bidder's price \$945.00
<b>ITEM 7</b>	<b>DESCRIPTION:</b>	Cisco Catalyst 9120AX Series	Cisco Catalyst 9120AX Series
	<b>MANUFACTURER PART NUMBER:</b>	C9120AXI-B	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$661.05	\$1,695.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$661.05 Bidder's price \$694.95	\$1,440.75 Bidder's price \$1,245.00
<b>ITEM 8</b>	<b>DESCRIPTION:</b>	CISCO DNA Premier Term Wireless 3Y License	CISCO DNA Premier Term Wireless 3Y License
	<b>MANUFACTURER PART NUMBER:</b>	AIR-DNA-P-3Y	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$423.00	\$900.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$423.00 Bidder's price \$441.00	\$765.00 Bidder's price \$650.00
<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
	<b>MANUFACTURER PART NUMBER:</b>	CP-8832-K9=	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$791.20	\$1,720.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$791.20 Bidder's price \$825.60	\$1,462.00 Bidder's price \$1,720.00
<b>ITEM 10</b>	<b>DESCRIPTION:</b>	Cisco IP Phone 8841	Cisco IP Phone 8841
	<b>MANUFACTURER PART NUMBER:</b>	CP-8841-K9=	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$236.90	\$515.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$236.90 Bidder's price \$247.20	\$437.75 Bidder's price \$515.00

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DATE: \_\_\_7/23/2020\_\_\_\_\_



## CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957	
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
		Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX
	DESCRIPTION:	2-Port Analog Telephone Adapter	2-Port Analog Telephone Adapter
ITEM 11	MANUFACTURER PART NUMBER:	ATA191-K9	Left blank
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$101.06	\$326.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$101.06 Bidder's price \$107.58	\$277.10 Bidder's price \$326.00
	DESCRIPTION:	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28,	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28,
ITEM 12	MANUFACTURER PART NUMBER:	N9K-C93180YC-EX	Left blank
	PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):	\$11,044.17	\$26,937.00
	CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:	\$11,044.17 Bidder's price \$11,582.91	\$22,896.45 Bidder's price \$16,937.00
GROUP 1 - PART B: SUBTOTAL (ITEMS 1-12)		\$33,657.18 Bidder's price \$35,206.64	\$66,574.56 Bidder's price \$56,943.01

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DATE: \_\_\_7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)		BID # 2020-957	
BID DATE: JULY 1, 2020		DEPARTMENT: INFORMATION TECHNOLOGY SERVICES	
		Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX
GROUP II - PART A: PRICE LIST PRICING - SMARTNET MAINTENANCE		PRICE ADJUSTMENT FACTOR	
ITEM DESCRIPTION		NET <u>OR</u> % DISCOUNT OR MARKUP	NET <u>OR</u> % DISCOUNT OR MARKUP
ITEM 1:	CISCO SMARTNET MAINTENANCE	NET <input checked="" type="checkbox"/>	NET <input type="checkbox"/>
		- ____ % DISCOUNT <input 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 _____		2 06/29/20	N/A
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <b>Left blank</b>

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

DATE: \_\_7/23/2020 \_\_\_\_\_



# CITY OF EL PASO BID TABULATION



<b>BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY &amp; NETWORK INFRASTRUCTURE (RE-BID)</b>		<b>BID # 2020-957</b>	
<b>BID DATE: JULY 1, 2020</b>		<b>DEPARTMENT: INFORMATION TECHNOLOGY SERVICES</b>	
		<b>Premier MDS Global IT LLC dba MDS Global IT Plano TX</b>	<b>Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX</b>
<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.
	<b>MANUFACTURER PART NUMBER:</b>	<b>CON-SNT-SNS595K9</b>	<b>Left blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$2,551.62	\$3,698.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$2,551.62 <small>Bidder's price</small>	\$3,698.00
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Cisco ONE N7710 Bundle (Chassis,2xSUP2E,6xFAB2)No PowSup., 1 year term	Cisco ONE N7710 Bundle (Chassis,2xSUP2E,6xFAB2)No PowSup., 1 year term
	<b>MANUFACTURER PART NUMBER:</b>	<b>CON-SNTP-NB26S2ER</b>	<b>Left blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$11,034.48	\$15,992.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$11,034.48 <small>Bidder's price</small>	\$14,392.80
<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
	<b>MANUFACTURER PART NUMBER:</b>	<b>CON-SSNT-APIC3M2</b>	<b>Left blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$3,271.26	\$4,740.96
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$3,271.26 <small>Bidder's price</small>	\$4,740.96
<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
	<b>MANUFACTURER PART NUMBER:</b>	<b>CON-ECMU-UWL 11 XS 1</b>	<b>Left blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$38.64	\$56.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$38.64 <small>Bidder's price</small> \$39.76	\$56.00
<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
	<b>MANUFACTURER PART NUMBER:</b>	<b>CON-SSNT-C1N9K108</b>	<b>Left blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$923.48	\$1,338.38
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$923.48 <small>Bidder's price</small> \$950.25	\$1,338.38
<b>GROUP II - PART B: SUBTOTAL (ITEMS 1-5)</b>		<b>\$17,819.48</b> <small>Bidder's price</small> \$18,335.99	<b>\$24,226.14</b>

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

DATE: \_\_\_7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID) BID # 2020-957  
 BID DATE: JULY 1, 2020 DEPARTMENT: INFORMATION TECHNOLOGY SERVICES

	Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX	
GROUP III PART A: PRICE LIST PRICING - SUBSCRIPTION CORE	PRICE ADJUSTMENT FACTOR		
ITEM DESCRIPTION	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP	NET OR % DISCOUNT OR MARKUP
ITEM 1:	Cisco Subscription CORE	NET <input checked="" type="checkbox"/> <input type="checkbox"/>	NET <input type="checkbox"/> <input type="checkbox"/>
	- ____ % DISCOUNT	- ____ % DISCOUNT	- ____ % DISCOUNT
	+ ____ % MARKUP	+ ____ % MARKUP	+ ____ % MARKUP
Discount/Mark-up or Net proposed from the ____ Price List or Catalog (MANUFACTURER OR BRAND NAME)	CISCO	Left blank	
List Number _____ Dated _____	3 06/29/20	Left blank	
TYPE OF PRICE LIST WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

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DATE: \_\_\_/23/2020 \_\_\_\_\_



# CITY OF EL PASO BID TABULATION



<b>BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY &amp; NETWORK INFRASTRUCTURE (RE-BID)</b>		<b>BID # 2020-957</b>	
<b>BID DATE: JULY 1, 2020</b>		<b>DEPARTMENT: INFORMATION TECHNOLOGY SERVICES</b>	
		<b>Premier MDS Global IT LLC dba MDS Global IT Plano TX</b>	<b>Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX</b>
<b>GROUP III - PART B: SAMPLE PRICING - SUBSCRIPTION CORE</b>			
<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.
	<b>MANUFACTURER PART NUMBER:</b>	<b>SVS-UMB-SUP-E</b>	<b>Left Blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$8,076.48	\$17,184.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$8,076.48 <small>Bidder's price \$8,420.16</small>	\$13,747.20
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	Cisco Umbrella DNS Security Advantage (Qty: 4,000), 1 year term	Cisco Umbrella DNS Security Advantage (Qty: 4,000), 1 year term
	<b>MANUFACTURER PART NUMBER:</b>	<b>UMB-DNS-ADV-K9</b>	<b>Left Blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$80,760.00	\$171,840.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$80,760.00 <small>Bidder's price \$84,201.60</small>	\$128,880.00
<b>ITEM 3</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)
	<b>MANUFACTURER PART NUMBER:</b>	<b>ESA-ESI-1Y-S8</b>	<b>Left Blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$35,100.00	\$74,650.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$35,100.00 <small>Bidder's price \$36,578.50</small>	\$62,650.00
<b>ITEM 4</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)
	<b>MANUFACTURER PART NUMBER:</b>	<b>ESA-ESO-1Y-S2</b>	<b>Left Blank</b>
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$2,712.00	\$5,772.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$2,712.00	\$5,272.00
<b>GROUP III - PART B: SUBTOTAL (ITEMS 1-4)</b>		<b>\$126,648.48</b> <small>Bidder's price \$132,028.54</small>	<b>\$210,549.00</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: \_\_\_7/23/2020\_\_\_\_\_





# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE (RE-BID)** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

	<b>Premier MDS Global IT LLC dba MDS Global IT Plano TX</b>	<b>Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX</b>	
<b>GROUP IV - PART B: SAMPLE PRICING - SUBSCRIPTION MARKET</b>			
<b>ITEM 1</b>	<b>DESCRIPTION:</b>	DUO-MFA (Qty. 2000), 1 year term.	DUO-MFA (Qty. 2000), 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	DUO-MFA	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$ 48,400.00	\$68,160.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$48,400.00 Bidder's price \$49,756.80	\$63,388.80
<b>ITEM 2</b>	<b>DESCRIPTION:</b>	DUO-ACCESS (Qty. 2000), 1 year term.	DUO-ACCESS (Qty. 2000), 1 year term.
	<b>MANUFACTURER PART NUMBER:</b>	DUO-ACCESS	Left blank
	<b>PRICE LIST COST (BEFORE DISCOUNT/MARK-UP):</b>	\$ 96,620.00	\$136,080.00
	<b>CITY'S COST (AFTER DISCOUNT or /MARK-UP) or NET:</b>	\$96,620.00 Bidder's price \$99,338.40	\$129,276.00
<b>GROUP IV - PART B: SUBTOTAL (ITEMS 1-2)</b>			
	<b>\$145,020.00</b> Bidder's price \$149,095.20	<b>\$192,276.00</b>	
<b>TOTAL GROUP I, II, III, IV</b>			
	<b>\$323,145.14</b> Bidder's price \$334,666.37	<b>\$484,383.15</b>	

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

DATE: \_\_\_7/23/2020\_\_\_\_\_



# CITY OF EL PASO BID TABULATION



**BID ITEM: CISCO PROPRIETARY VOIP TELEPHONY & NETWORK INFRASTRUCTURE** **BID # 2020-957**  
**BID DATE: JULY 1, 2020** **DEPARTMENT: INFORMATION TECHNOLOGY SERVICES**

	Premier MDS Global IT LLC dba MDS Global IT Plano TX	Comhome Network Solutions dba Comhome Technology Solutions Frisco, TX	
<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 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>BIDDER'S PROMISED DELIVERY:</b>			
Within ___ consecutive calendar days	24	24	
Within ___ hours or overnight after receipt of verbal order in cases of emergency.	6	Best effort	
<small>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.</small>			
<b>BIDS SOLICITED: 35 LOCAL BIDS SOLICITED: 14 BIDS RECEIVED: 5 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: \_\_\_7/23/2020\_\_\_\_\_