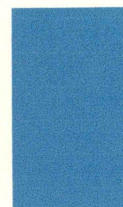


**CENTRAL** Technologies, Inc.



# REQUEST FOR PROPOSAL

OBION COUNTY SCHOOL DISTRICT

REQUEST FOR PROPOSAL FOR NETWORK HARDWARE AND  
INSTALLATION, RFP NUMBER: TECH-1215-1

BID OPENING: FRIDAY, MARCH 13, 2015 – 10:00 AM CST

CENTRAL TECHNOLOGIES, INC.  
PO Box 30867  
Knoxville, TN 37930

OR

6101 Industrial Heights Drive NW  
Knoxville, TN 37909

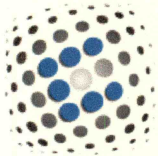
Account Manager: Todd Troxler

Email: [todd@centralinc.com](mailto:todd@centralinc.com)

Direct: 214-734-9780

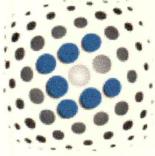
Toll-Free: 800-315-4132

Fax: 865-312-8190



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## Letter of Submittal

Central Technologies, Inc. is a Technology Solutions Provider with offices in Knoxville and Germantown, TN. We provide a strategic line of technology-related products that focus on solutions for Education and Government. Central's employees have been serving the technology needs of customers in the Southeast for over 15 Years. We believe that we are well suited to provide the equipment specified in this RFP. We appreciate the opportunity to present this proposal, and we sincerely want to earn your business.

**Address Information:**

Central Technologies, Inc.  
PO Box 30867  
Knoxville, TN 37930

OR

6101 Industrial Heights Drive NW  
Knoxville, TN 37909

**Account Manager: Todd Troxler**

Email: [todd@centralinc.com](mailto:todd@centralinc.com)

Direct: 214-734-9780

Toll-Free: 800-315-4132

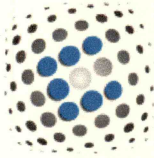
Fax: 865-312-8190

Sincerely,

L. Douglas Carswell, Jr., CEO

[doug@centralinc.com](mailto:doug@centralinc.com)

865-850-2519



## Company Background

Central Knox, Inc. dba Central Technologies, Inc. is a Technology Solutions Provider headquartered in Knoxville Tennessee. Central provides a strategic line of technology related products that focus on solutions for Education, Government and Corporate organizations. The employees and contractors of Central have been serving the technology needs of customers in the Southeast for over 15 Years.

Most every organization has a need for a trusted technology advisor. The staff at Central is always just one phone call or email away. At Central we partner with the leading vendors and manufacturers in the technology industry. We can serve as your single point of contact for all of your technology related needs.

The single most important thing that sets Central Technologies apart from other providers is our employees. You will find that when dealing with a Central employee, that person has everything they need at their fingertips to make you a satisfied customer. The #1 Job Responsibility of every Central representative is YOU.

We recognize that every organization has a budget and we are here to help you stretch that budget as far as possible. We can help with small projects like budgeting for the coming year, or large projects like putting together a 5 year technology plan. If your organization qualifies for federal or state funding sources, Central has representatives that can help you access those funds. We have helped customers access millions of dollars from both Federal and State funding sources. All of the services come at no charge to you, just for being a loyal customer to Central Technologies, Inc.

**Number of Full Time Employees: 26**

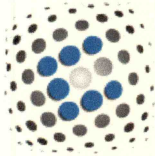
## Account & Support Personnel

### Account Manager

---

**Account Manager: Todd Troxler**  
**VP of Business Development**  
**Email: [todd@centralinc.com](mailto:todd@centralinc.com)**  
**Direct: 214-734-9780**  
**Toll-Free: 800-315-4132**  
**Fax: 865-312-8190**

---



## Senior Level Managers & Supervisors

**Monica Farner**  
**VP of Client Services**

Email: monica@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Debbie Troxler**  
**Inside Account Manager**

Email: debbie@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Gary Rohrer**  
**VP of Technical Solutions**

Email: gary@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Todd Troxler**  
**VP of Business Development**

Email: todd@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Scott Pettele**  
**Service Manager**

Email: scott@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Ian Arensbak**  
**Sales Engineer**

Email: ian@centralinc.com  
Phone: 865-566-0230 ext. 104  
Fax: 865-312-8190

**Chuck Jones**  
**VP of Engineering**

Email: chuck@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Robert Haviland**  
**Technical Engineer**

Email: robert@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Kevin Blair**  
**Technical Engineer**

Email: kevin@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

## Technicians

**Shane Ryan**  
**Technician**

Email: shane@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Jimmy Wells**  
**Technician**

Email: jimmy@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Joseph Shelton**  
**Technician**

Email: joseph@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Austin Rice**  
**Technician**

Email: austin@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

**Josh Costner**  
**Technician**

Email: josh@centralinc.com  
Phone: 865-566-0230  
Fax: 865-312-8190

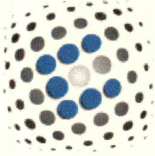
## Branch Support

**Central Technologies, Inc. Headquarters**

6101 Industrial Heights Drive NW  
Knoxville, TN 37909  
Phone: (865) 566-0230  
Fax: (865) 312-8190

**Germantown**

8549 Cordes Circle, No. 104  
Germantown, TN 38139  
Phone: (865) 566-0230  
Fax: (865) 312-8190

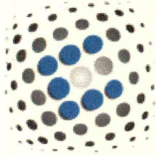


## References

Listed below are reference accounts that can provide further information.

<b>Lenoir City Schools</b> 2145 Harrison Avenue Lenoir City, TN 37771 Chris M. Smallen – (865) 988-1934 <a href="mailto:c@lenoircityschools.com">c@lenoircityschools.com</a>  Avigilon Surveillance System Integration Network Infrastructure Servers and Computers Classroom Technology	<b>Greeneville City Schools</b> 129 W Depot St Greeneville, TN 37743 Beverly Miller – 423-787-8000 <a href="mailto:millerb@gcschools.net">millerb@gcschools.net</a>  Avigilon Surveillance System Integration Network Infrastructure Servers and Computers Classroom Technology
<b>Greene County Schools</b> 932 West Summer Street Greeneville, TN 37743 Jason Patrick – (423) 639-4194 <a href="mailto:patrickj@greenek12.org">patrickj@greenek12.org</a>  Network Infrastructure	<b>Claiborne County Schools</b> 1403 Tazewell Road Tazewell, TN 37879 Mary Thompson – (423) 626-3543 <a href="mailto:Thompsonm6@k12tn.net">Thompsonm6@k12tn.net</a>  Network Infrastructure
<b>McMinn County Schools</b> 3 South Hill Street Athens, TN 37303 Jill Pierce – (423) 368-4755 <a href="mailto:jill@mcminnschools.com">jill@mcminnschools.com</a>  Avigilon Surveillance System Integration Network Infrastructure Servers and Computers Classroom Technology	<b>Rhea County Schools</b> 305 California Avenue Dayton, TN 37321 Dallas Hicks – (423) 755-7813 <a href="mailto:hicksd@k12tn.net">hicksd@k12tn.net</a>  Network Infrastructure
<b>Sevier County Schools</b> 311 Bruce Street Sevierville, TN 37862 Jerry Huskey – (865) 453-4671 <a href="mailto:jerryhuskey@sevier.org">jerryhuskey@sevier.org</a>  Network Infrastructure	<b>Lebanon Special School District</b> 701 Coles Ferry Pike Lebanon, TN 37087 Chris Tenbarger - 615-453-2694 <a href="mailto:Tenbargec2@k12tn.net">Tenbargec2@k12tn.net</a>  Avigilon Surveillance System Integration Network Infrastructure Servers and Computers





## FCC Green Light Status

1/26/2015

Red Light Display System



### Red Light Display System

[FCC](#) | [Fees](#) | Red Light Display System

Logged in as: Central Knox, Inc (FRN: 0022429336) ([Log Out](#))

[Print](#) | [Help](#)

1/26/2015 8:12 PM

Current Status of FRN 0022429336

STATUS: **Green**

You have no delinquent bills which would restrict you from doing business with the FCC.

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts owed to the Commission by any FRN associated with the requestor's TIN. The Red Light Display System was last updated on 01/26/2015 at 6:38 AM; it is updated once each business day at about 7 a.m., ET.

#### Customer Service

[Red Light Help](#)

[FCC Debt Collection](#)

[FCC Fees](#)

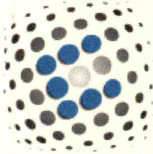
[Web Policies](#) / [Privacy Policy](#)

Red Light Display System Help Line: (877) 480-3201, option 4, 4; TTY (202) 414-1255 (Mon.-Fri. 8 a.m.-6:00 p.m. ET)

Red Light Display System has a dedicated staff of customer service representatives standing by to answer your questions or concerns. You can email us at [arinquies@fcc.gov](mailto:arinquies@fcc.gov) or fax us at (202) 418-7869.

<https://apps.fcc.gov/redlight/greenhome.cfm?CFID=1078521&CFTOKEN=37838971&sessionid=v2pyJGmNhy2TCwLHRKcsTJNgY18cbvTTLmTP9dyM121qIT7Rczv15816166031422321165987>

1/1



# CENTRAL Technologies, Inc.

9

W-9

**Form W-9**  
(Rev. August 2013)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.

Name (as shown on your income tax return)  
**Central Knox, Inc.**  
Business name/disregarded entity name, if different from above  
**Central Technologies, Inc.**

Check appropriate box for federal tax classification:  
☐ Individual/sole proprietor ☐ C Corporation ☒ S Corporation ☐ Partnership ☐ Trust/estate  
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ☐ Other (see instructions) ☐

Exemptions (see instructions):  
Exempt payee code (if any) \_\_\_\_\_  
Exemption from FATCA reporting code (if any) \_\_\_\_\_

Address (number, street, and apt. or suite no.)  
**6101 Industrial Heights Drive NW**  
City, state, and ZIP code  
**Knoxville, TN 37909**  
List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**  
Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.  
**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

**Part II Certification**  
Under penalties of perjury, I certify that:  
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and  
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and  
3. I am a U.S. citizen or other U.S. person (defined below), and  
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

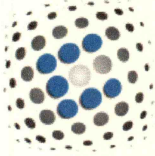
**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

**Sign Here** Signature of U.S. person *Suzanne Connell* Date *1-26-15*

**General Instructions**  
Section references are to the Internal Revenue Code unless otherwise noted.  
**Future developments.** The IRS has created a page on [www.irs.gov/w9](http://www.irs.gov/w9) for information about Form W-9. Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.  
**Purpose of Form**  
A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party network transactions, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.  
Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:  
1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),  
2. Certify that you are not subject to backup withholding, or  
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and  
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.  
**Note.** If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.  
**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:  
• An individual who is a U.S. citizen or U.S. resident alien,  
• A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,  
• An estate (other than a foreign estate), or  
• A domestic trust (as defined in Regulations section 301.7701-7).  
**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

Cat. No. 10231X

Form W-9 (Rev. 8-2013)

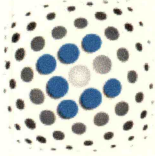


## Extreme Networks Certifications



PLATINUM PARTNER

Certification	Individual	Date
Enterasys Certified Expert - Network Security	Chuck Jones	10/10/2014
Enterasys Certified Network Associate	Chuck Jones	6/13/2014
Enterasys Certified Specialist - Switching NMS	Chuck Jones	6/13/2014
Extreme Networks Certified Specialist - NAC	Chuck Jones	10/10/2014
Extreme Networks Certified Specialist - NetSight	Chuck Jones	5/30/2014
Extreme Networks Certified Specialist - Policy	Chuck Jones	8/15/2014
Extreme Networks Certified Specialist - Routing(ETS)	Chuck Jones	6/13/2014
Extreme Networks Certified Specialist - Wireless	Chuck Jones	3/28/2014
Extreme Networks Design Professional	Chuck Jones	6/4/2014
Extreme Networks Sales Professional	Chuck Jones	6/3/2014
Extreme Networks Solutions Engineer - Switching	Chuck Jones	7/25/2014
Extreme Networks Solutions Engineer - Wireless	Chuck Jones	7/25/2014
OneFabric Sales Expert	Chuck Jones	2/21/2014
OneFabric Sales Specialist	Chuck Jones	2/20/2014
Extreme Networks Sales Professional	Doug Carswell	6/8/2014
Extreme Networks Design Professional	Doug Carswell	6/9/2014
Enterasys Certified Network Associate	Ian Arensbak	3/22/2014
Extreme Networks Design Professional	Monica Farner	6/9/2014
Extreme Networks Sales Professional	Monica Farner	6/8/2015
Extreme Networks Solution Engineer – Network Management	Monica Farner	7/25/2014
Extreme Networks Solution Engineer – Wireless	Monica Farner	7/25/2014
Extreme Networks Certified Specialist - Wireless	Robert Haviland	3/2/2015
Extreme Networks Sales Professional	Todd Troxler	6/12/2014
Extreme Networks Solution Engineer – Network Management	Todd Troxler	7/25/2014
Extreme Networks Solution Engineer – Wireless	Todd Troxler	7/25/2014
Extreme Networks Design Professional	Todd Troxler	6/9/2014



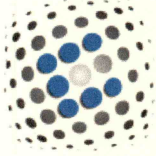
## Obion County response notes

We believe we have a good understanding of the networking needs of the district and have taken a direct approach of maximizing performance while minimizing costs to completely overhaul your existing networking gear with top of the line Extreme products and solutions. We believe the day to day management of your network will be enhanced significantly with a software solution that will give you "a single pane of glass management system that provides wired/wireless visibility and control from the data center to the mobile edge. The intelligence, automation, and integration of your management software enable the IT organization to optimize the efficiency of network operations and reduce total cost of ownership." We are committed for the long term to continue to be your "go-to" technology partner and will be here to not only fully install and implement but to completely support your networking needs.

We have submitted a proposal that is built with the products and quantities you showed in the materials listing from the RFP. We did include a few added optional items in this build, and there are varying numbers of products that could be added to increase throughput and switching speed. As well, items could be replaced to provide a less expensive build. Your preference and budget would be the sole decision maker in a final configuration. Feel free to use any of our proposed pricing and coordinate with us to tailor a solution that is the perfect fit for your District.

Chuck Jones is our Extreme Networks certified employee who lives, and offices, in Jackson, TN. His location puts him well within the 100 mile radius you required in your RFP. His availability to be just over an hour drive from your district allows our onsite response to be second to none. Chuck was once the Technology Coordinator for Jackson-Madison Schools, and has an excellent history working within technology departments in Tennessee K-12. Along with this history, he has many Extreme Networks certifications, and is very qualified to support a school district's networking and server needs.

Chuck would serve as the Project Manager for all installation and configuration processes if Central Technologies is awarded the RFP released by Obion County School District.



3 Brief project descriptions from similar jobs within the state of TN:

- Milan Elementary and Middle Schools, complete cabling and wired network infrastructure
- Clay County Schools, complete re-wiring, wired and wireless network infrastructure
- Jackson County Schools, complete re-wiring, wired and wireless network infrastructure

Central will provide the Obion County technology department up to 3 days of Extreme Networks training, included at no additional charge.

As well, as stated in your Addendum, we understand and agree to the RFP, and Addendums, and all the terms stated within each.

We also would be willing to provide a bid bond if necessary.

# HellermannTyton

## Acknowledges

Kevin Blair

Clinton, TN

Name

Location

Knox Networks

Company Name

**As a Certified Installer of  
HellermannTyton Connectivity Products**

*Joseph W. [Signature]*  
Director of Product Marketing  
Network Cabling Solutions

6/14/2006

Registration Date

*2740*

Area Sales Manager  
Network Cabling Solutions

4980

Registration Number

**RFP Response Form****RFP# TECH-1215-1**

Vendors must use the following form to quote their price

TO: **Obion County Board Of Education**  
**ATTN: Brad Barbour**  
**1700 N. Fifth St.**  
**Union City, TN 38261**

VENDOR:

Central Technologies Inc

Name of Firm

6101 Industrial Heights Dr NW

Mailing Address

Knoxville, TN 37909

City, State, Zip Code

143035655

E-Rate SPIN

**Required Pricing Format**

Site	Cost per Site	E-Rate Eligible Y or N
Black Oak Elementary	\$35,377 / zero annual recurrent cost	Y
Hillcrest Elementary	\$63,362 / zero annual recurrent cost	Y
Obion County Central High	\$113,233 / zero annual recurrent cost	Y
Lake Road Elementary	\$64,456 / zero annual recurrent cost	Y
Ridgemont Elementary	\$50,592 / zero annual recurrent cost	Y
South Fulton Elementary	\$32,961 / zero annual recurrent cost	Y
South Fulton Middle/High	\$50,166 / zero annual recurrent cost	Y
Obion County Central Office	\$29,653 / e-rate eligible Year 1 cost // \$7,940 / non e-rate Year 1	see below

**\*Total Cost before E-rate discount** Note: After Year 1, annual recurrent e-rate eligible cost will be \$4,743  
 After Year 1, annual recurrent non e-rate eligible cost will be \$995

**\*\*Specify if these charges are monthly, annually, or one-time charges**

Having carefully examined the invitation to RFP documents prepared by Obion County Board of Education entitled **Network Hardware Upgrade, RFP Number TECH-1215-1**, and together with such addenda, if any, as listed hereafter, the undersigned hereby proposes and agrees to provide all components as specified in the attached Proposal Schedule, these sheets being a part of the Proposal. **It is agreed that the undersigned has complied with all requirements concerning Vendor Qualifications, licensing, and with all other local, state, federal laws, and that no legal requirement has been violated in making or accepting this proposal in awarding a contract to him or in the delivery of products. In submitting this**

proposal, it is understood that the right is reserved by the Customer to reject any or all proposals and waive all technicalities/informalities in connection therewith. It is also agreed that this proposal may not be withdrawn for a period of Ninety (90) days from the opening thereof.

The undersigned declares that the person or persons signing the Proposal is/are fully authorized to sign on behalf of the firm listed and to fully bind the firm listed to all of the conditions and provisions thereof. In view of the terms of this Invitation to RFP, the undersigned proposes to furnish all items for a total sum of:

*We do acknowledge receipt of the Addendum's.*

Signature: \_\_\_\_\_

*Bodd Thye*

Title: \_\_\_\_\_

Vice President of Business Development

Date: \_\_\_\_\_

March 10, 2015

**Materials List****Attachment 1**

Qty	Product	Description
1	WS-C5210	C5210 WLAN controller. Manages 100 Access Points, expandable to 1000 in 25 or 100 AP increments. GBICS ordered separately. Requires Regulatory Domain Key.
1	97000-H30643	TAC: 24x7x365 e-Support: 24x7x365 Certified Caller: N/A Delivery: N/A Delivery Method: N/A Field Engineer: N/A
1	5601313-U1	Power Cord 13A NEMA 5-15P C13
4	WS-APCAP-100	WLAN Controller Capacity Upgrade for C5210 (Increases Capacity of WLAN Controller by 100 Access Points) - VOUCHER
4	97003-S20253	EW Software Subscription - S20253
458	WS-AP3805I	Dual Radio 802.11ac/abgn, 2x2:2 MIMO (on 5GHz) indoor access point with four internal antenna array and integrated clips for flush rail drop ceiling mounting
35	WS-AP3825I	Dual radio 11ac / 11gn 3X3:3 MIMO indoor access point with integrated antennas and 2xE/N active/active data ports (requires V9 or higher)
19	16704	Summit X460-G2-48p-10GE4-Base-Unit, 48 10/100/1000BASE-T PoE+, 4 1000/10GBASE-X unpop'd SFP+ ports, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license
9	16719	Summit X460-G2-48p-GE4-Base, 48 10/100/1000BASE-T PoE+, 4 1GBASE-X unpop'd SFP, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license
28	10941	Summit 1100W PoE AC PSU FB
26	16713	Summit X460-G2 VIM-2ss
28	10945	Summit X460-G2 Fan Module FB
28	10099	Power Cord 13A USA NEMA 5-15 IEC320-C15
1	16509	Summit X440-48t-10G, 48 10/100/1000BASE-T, 2 1000BASE-X unpopulated SFP (2 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
5	16508	Summit X440-24p-10G, 24 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
4	16507	Summit X440-24t-10G, 24 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
8	16506	Summit X440-48p, 48 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), SummitStack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
33	16505	Summit X440-48t, 48 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), SummitStack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply

3	16504	Summit X440-24p, 24 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), Summit Stack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
2	16503	Summit X440-24t, 24 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), Summit Stack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply
56	10061	Pwr Cord10ANEMA 5-15PIEC320-C13
48	16106	Stacking Cable .5M
13	16107	Stacking Cable 1.5M
24	10051H	Fiber Gbic's 1000BASE-SX SFP 850NM Lifetime Warranty
4	10301	10 Gigabit Ethernet SFP+ module, 850nm, MMF 26-300m link, LC connector
25	SMT750RM2U	APC Smart 750 Rack Mount UPS
528	LABORCAT6	CAT 6 Network Drops for APs
318	LABORCAT6	CAT 6 Network Drops, materials supplied, labor only
84	LABORSWINSTALL	Installation and Configuration of Network Switches in Rack
493	LABOR-CK02	Installation and Configuration of Access Points
1	EXTREMETRAIN	3 days Extreme Networks on-site training for technology department personnel

## Per Unit Pricing for Extreme Networks Equipment

**Unit Price of Switches and Access Points includes Installation & Configuration**

Qty	Part Number	Description	Unit Price
1	WS-C5210	C5210 WLAN controller. Manages 100 Access Points, expandable to 1000 in 25 or 100 AP increments. GBICS ordered separately. Requires Regulatory Domain Key.	\$10,600
1	97000-H30643	TAC: 24x7x365 e-Support: 24x7x365 Certified Caller: N/A Delivery: N/A Delivery Method: N/A Field Engineer: N/A	\$1,831
1	5601313-U1	Power Cord 13A NEMA 5-15P C13	\$10
4	WS-APCAP-100	WLAN Controller Capacity Upgrade for C5210 (Increases Capacity of WLAN Controller by 100 Access Points) - VOUCHER	\$3,575
4	97003-S20253	EW Software Subscription - S20253	\$728
458	WS-AP3805I	Dual Radio 802.11ac/abgn, 2x2:2 MIMO (on 5GHz) indoor access point with four internal antenna array and integrated clips for flush rail drop ceiling mounting	\$175
35	WS-AP3825I	Dual radio 11ac / 11gn 3X3:3 MIMO indoor access point with integrated antennas and 2xE/N active/active data ports (requires V9 or higher)	\$305
19	16704	Summit X460-G2-48p-10GE4-Base-Unit, 48 10/100/1000BASE-T PoE+, 4 1000/10GBaseX unpop'd SFP+ ports, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$3,142
9	16719	Summit X460-G2-48p-GE4-Base, 48 10/100/1000BASE-T PoE+, 4 1GBASE-X unpop'd SFP, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$2,562
28	10941	Summit 1100W PoE AC PSU FB	\$424
26	16713	Summit X460-G2 VIM-2ss	\$230
28	10945	Summit X460-G2 Fan Module FB	\$114
28	10099	Power Cord 13A USA NEMA 5-15 IEC320-C15	\$10
1	16509	Summit X440-48t-10G, 48 10/100/1000BASE-T, 2 1000BASE-X unpopulated SFP (2 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,607
5	16508	Summit X440-24p-10G, 24 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,607
4	16507	Summit X440-24t-10G, 24 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,205
8	16506	Summit X440-48p, 48 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), SummitStack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,809
33	16505	Summit X440-48t, 48 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), SummitStack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,242
3	16504	Summit X440-24p, 24 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), Summit Stack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$1,114
2	16503	Summit X440-24t, 24 10/100/1000BASE-T, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), Summit Stack Stacking ports, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$684
56	10061	Pwr Cord10ANEMA 5-15PIEC320-C13	\$7

48	16106	Stacking Cable .5M	\$78
13	16107	Stacking Cable 1.5M	\$119
24	10051H	Fiber Gbic's 1000BASE-SX SFP 850NM Lifetime Warranty	\$120
4	10301	10 Gigabit Ethernet SFP+ module, 850nm, MMF 26-300m link, LC connector	\$440
25	SMT750RM2U	APC Smart 750 Rack Mount UPS	\$275
528	LABORCAT6	CAT 6 Network Drops for APs, and classrooms	\$140
318	LABORCAT6	CAT 6 Network Drops, materials supplied, labor only	\$85
84	LABORSWINSTALL	Installation and Configuration of Network Switches in Rack	\$0
493	LABOR-CK02	Installation and Configuration of Access Points	\$0
1	EXTREMETRAIN	3 days Extreme Networks on-site training for technology department personnel	\$0
		<b>Additional Products available</b>	
	16510	Summit X440-48p-10G, 48 10/100/1000BASE-T PoE-plus, 2 1000BASE-X unpopulated SFP (2 SFP ports shared with 10/100/1000BASE-T ports), 2 10GBASE-X SFP+, 1 AC PSU, ExtremeXOS Edge license, connector for external power supply	\$2,144
	16502	Summit X440-8p, 8 10/100/1000BASE-T PoE-plus, 4 1000BASE-X unpopulated SFP, SummitStack Stacking ports, 1 AC PSU, ExtremeXOS Edge license	\$813
	16703	Summit X460-G2-24p-10GE4-Base-Unit, 24 10/100/1000BASE-T PoE+, 8 100/1000BASE-X unpop'd SFP (4 SFP ports shared), 4 1000/10GBaseX unpop'd SFP+ ports, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$2,361
	16717	Summit X460-G2-48t-GE4-Base, 48 10/100/1000BASE-T, 4 1GBASE-X unpop'd SFP, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$2,664
	16718	Summit X460-G2-24p-GE4-Base, 24 10/100/1000BASE-T PoE+, 8 100/1000BASE-X unpop'd SFP (4 SFP ports shared), 4 1GBASE-X unpop'd SFP, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$1,719
	16716	Summit X460-G2-24t-GE4-Base, 24 10/100/1000BASE-T, 8 100/1000BASE-X unpop'd SFP (4 SFP ports shared), 4 1GBASE-X unpop'd SFP, Rear VIM Slot (unpop'd), Rear Timing Slot (unpop'd), 2 unpop'd PSU slots, fan module slot (unpop'd), ExtremeXOS Edge license	\$1,590
	10951	Summit 715W AC Power Supply Module - Front to Back Airflow	\$347
	16517	Summit X430-24p, 24 10/100/1000BASE-T PoE+, 4 1000BASE-X unpopulated SFP (4 SFP ports shared with 10/100/1000BASE-T ports), 1 AC PSU, ExtremeXOS L2 Edge license	\$917
	16515	Summit X430-8p, 8 10/100/1000BASE-T PoE+, 2 1000BASE-X unpopulated SFP, 1 AC PSU, ExtremeXOS L2 Edge license	\$480
	16525	Summit X430-8p Mounting Kit - Rack Mounting Kit for Summit X430-8p Switch	\$35
	NMS-K-12	NetSight for K-12 (NetSight is a single pane of glass management system that provides wired/wireless visibility and control from the data center to the mobile edge.)	\$3,795
	97003-S20293	EW Software Subscription, support for NetSight. Annual recurrent charge.	\$995
	EXTREMESUPPORT	Central provided 24x7x365 network phone support, life of product	\$0
	SMT1500RM2U	APC Smart 1500 Rack Mount UPS	\$750
	SMT3000RM2U	APC Smart 3000 Rack Mount UPS	\$1,325
	LABORFIBER10G	OM3 10G Fiber Drop, within a school building	\$2,500
	LABORFIBER10G-	10G Fiber run, labor only	\$1,500
	LABORCAT6A	CAT6a Network drop	\$350
	LABORCAT6A-	CAT6a Network drop, labor only	\$200

GBIC-COPPER	GBIC (10G-BaseT Copper)		<b>\$360</b>
WALLRACK20U	20U Wall Rack		<b>\$350</b>
2POSTRACK45U	2 Post Relay Rack 45U		<b>\$400</b>
4POSTRACK45U	4 Post Relay Rack 45U		<b>\$450</b>
RACK42U	42U Server Rack Cabinet		<b>\$950</b>

Central Technologies Solution Per RFP			All switch pricing includes installation & configuration, fan module, power supply module, stacking module, and power cord		
			All access point pricing includes installation & configuration, and one CAT6 drop on 3805, two CAT6 drops on 3825.		
Black Oak Elementary			Per Unit Cost	Total	
41	Total APs				
37	3805i models		\$315.00	\$11,655.00	
4	3825i models		\$585.00	\$2,340.00	
2	GBIC (10G)		\$440.00	\$880.00	
0	GBIC (1G)		\$110.00	\$0.00	
3	Battery Backup		\$275.00	\$825.00	
6	Stacking Cable .5M, 16106		\$78.00	\$468.00	
2	Stacking Cable 1.5M, 16107		\$119.00	\$238.00	
MDF					
1	X460-G2-10G-48p (16704)		\$3,920.00	\$3,920.00	
1	X440-48p (16506)		\$1,816.00	\$1,816.00	
3	X440-48t (16505)		\$1,249.00	\$3,747.00	
IDF					
1	X460-G2-10G-48p (16704)		\$3,920.00	\$3,920.00	
1	X440-48p (16506)		\$1,816.00	\$1,816.00	
1	X440-48t (16505)		\$1,249.00	\$1,249.00	
Lab					
2	X440-24t (16503)		\$691.00	\$1,382.00	
Gym					
1	X440-24p (16504)		\$1,121.00	\$1,121.00	
				<b>\$35,377.00</b>	<b>School Total</b>
Hillcrest Elementary			Per Unit Cost	Total	
60	Total APs				
54	3805i models		\$260.00	\$14,040.00	
6	3825i models		\$475.00	\$2,850.00	
6	GBIC (10G)		\$440.00	\$2,640.00	
0	GBIC (1G)		\$110.00	\$0.00	
4	Battery Backup		\$275.00	\$1,100.00	
4	Stacking Cable .5M, 16106		\$78.00	\$312.00	
1	Stacking Cable 1.5M, 16107		\$119.00	\$119.00	
3	10G Fiber run, labor only		\$1,500.00	\$4,500.00	
204	CAT 6 Network Drops, labor only		\$85.00	\$17,340.00	
MDF					
1	X460-G2-10G-48p (16704)		\$3,920.00	\$3,920.00	

1	X440-48t (16505)	\$1,249.00	\$1,249.00		
<b>IDF1</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
<b>IDF2</b>					
1	X440-10G-24p (16508)	\$1,614.00	\$1,614.00		
<b>IDF(new)</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
			<b>\$63,362.00</b>	<b>School Total</b>	
<b>Obion County Central High</b>		<b>Per Unit Cost</b>	<b>Total</b>		
129	Total APs				
122	3805i models	\$315.00	\$38,430.00		
7	3825i models	\$585.00	\$4,095.00		
10	GBIC (10G)	\$440.00	\$4,400.00		
4	GBIC (1G)	\$110.00	\$440.00		
6	Battery Backup	\$275.00	\$1,650.00		
15	Stacking Cable .5M, 16106	\$78.00	\$1,170.00		
5	Stacking Cable 1.5M, 16107	\$119.00	\$595.00		
<b>5</b>	<b>OM3 10G Fiber Drop</b>	<b>\$2,500.00</b>	<b>\$12,500.00</b>		
<b>MDF</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
<b>IDF Voice</b>					
1	X440-10G-48t (16509)	\$1,614.00	\$1,614.00		
<b>IDF Gym</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
3	X440-48t (16505)	\$1,249.00	\$3,747.00		
<b>IDF Upstairs</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
2	X440-48t (16505)	\$1,249.00	\$2,498.00		
<b>IDF Commons</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
3	X440-48t (16505)	\$1,249.00	\$3,747.00		
<b>IDF CTE</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
2	X440-48t (16505)	\$1,249.00	\$2,498.00		
<b>Outbuilding1</b>					
1	X440-8p (16502)	\$820.00	\$820.00		

<b>Outbuilding2</b>					
1	X440-8p (16502)	\$820.00	\$820.00		
			<b>\$113,233.00</b>	<b>School Total</b>	
<b>Lake Road Elementary</b>		<b>Per Unit Cost</b>	<b>Total</b>		
58	Total APs				
53	3805i models	\$315.00	\$16,695.00		
5	3825i models	\$585.00	\$2,925.00		
4	<b>GBIC (10G)</b>	<b>\$440.00</b>	<b>\$1,760.00</b>		
0	GBIC (1G)	\$110.00	\$0.00		
8	<b>GBIC (10G-BaseT Copper)</b>	<b>\$360.00</b>	<b>\$2,880.00</b>		
3	Battery Backup	\$275.00	\$825.00		
9	Stacking Cable .5M, 16106	\$78.00	\$702.00		
2	Stacking Cable 1.5M, 16107	\$119.00	\$238.00		
4	<b>CAT6a Network drop</b>	<b>\$350.00</b>	<b>\$1,400.00</b>		
2	<b>OM3 10G Fiber Drop</b>	<b>\$2,500.00</b>	<b>\$5,000.00</b>		
<b>MDF</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
3	X440-48t (16505)	\$1,249.00	\$3,747.00		
<b>IDF1</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
<b>IDF2</b>					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
3	X440-48t (16505)	\$1,249.00	\$3,747.00		
<b>Lab1</b>					
2	X440-10G-24t (16507)	\$1,212.00	\$2,424.00		
<b>Lab2</b>					
2	X440-10G-24t (16507)	\$1,212.00	\$2,424.00		
			<b>\$64,456.00</b>	<b>School Total</b>	
<b>Ridgemont Elementary</b>		<b>Per Unit Cost</b>	<b>Total</b>		
56	Total APs				
52	3805i models	\$315.00	\$16,380.00		
4	3825i models	\$585.00	\$2,340.00		
0	GBIC (10G)	\$440.00	\$0.00		
0	GBIC (1G)	\$110.00	\$0.00		
2	Battery Backup	\$275.00	\$550.00		
4	Stacking Cable .5M, 16106	\$78.00	\$312.00		
1	Stacking Cable 1.5M, 16107	\$119.00	\$119.00		
145	<b>CAT6 Network drop</b>	<b>\$140.00</b>	<b>\$20,300.00</b>		
<b>MDF</b>					

1	X460-G2-48p (16719)	\$3,340.00	\$3,340.00		
2	X440-48p (16506)	\$1,816.00	\$3,632.00		
2	X440-48t (16505)	\$1,249.00	\$2,498.00		
IDF					
1	X440-24p (16504)	\$1,121.00	\$1,121.00		
			\$50,592.00	School Total	
South Fulton Elementary		Per Unit Cost	Total		
50	Total APs				
45	3805i models	\$315.00	\$14,175.00		
5	3825i models	\$585.00	\$2,925.00		
0	GBIC (10G)	\$440.00	\$0.00		
0	GBIC (1G)	\$110.00	\$0.00		
3	Battery Backup	\$275.00	\$825.00		
5	Stacking Cable .5M, 16106	\$78.00	\$390.00		
1	Stacking Cable 1.5M, 16107	\$119.00	\$119.00		
MDF					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
2	X440-48p (16506)	\$1,816.00	\$3,632.00		
3	X440-48t (16505)	\$1,249.00	\$3,747.00		
IDF1					
1	X440-10G-24p (16508)	\$1,614.00	\$1,614.00		
IDF2					
1	X440-10G-24p (16508)	\$1,614.00	\$1,614.00		
			\$32,961.00	School Total	
South Fulton Middle/High		Per Unit Cost	Total		
74	Total APs				
70	3805i models	\$315.00	\$22,050.00		
4	3825i models	\$585.00	\$2,340.00		
0	GBIC (10G)	\$440.00	\$0.00		
0	GBIC (1G)	\$110.00	\$0.00		
5	Battery Backup	\$275.00	\$1,375.00		
3	Stacking Cable .5M, 16106	\$78.00	\$234.00		
0	Stacking Cable 1.5M, 16107	\$119.00	\$0.00		
MDF					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
IDF1					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
IDF2					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
IDF3					

1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
1	X440-48t (16505)	\$1,249.00	\$1,249.00		
IDF4					
1	X460-G2-10G-48p (16704)	\$3,920.00	\$3,920.00		
Multipurpose					
1	X440-8p (16502)	\$820.00	\$820.00		
			\$50,166.00	School Total	
District Shared					
	WS-C5210 WLAN Controller		\$10,610.00		
	500 AP Licenses		\$14,300.00		
	Year 1 Support for 500 APs		\$4,743.00	Annual Recurrent	
Not e-rate eligible	NMS-K-12, NetSight		\$3,795.00		
Not e-rate eligible	Year 1 Support for NetSight		\$995.00	Annual Recurrent	
10	3805i models	\$315.00	\$3,150.00		
			\$37,593.00	Shared Total	
	Black Oak Elementary	\$35,377.00			
	Hillcrest Elementary	\$63,362.00			
	Obion County Central High	\$113,233.00			
	Lake Road Elementary	\$64,456.00			
	Ridgemont Elementary	\$50,592.00			
	South Fulton Elementary	\$32,961.00			
	South Fulton Middle/High	\$50,166.00			
	District Shared	\$37,593.00			
	Project Total	\$447,740.00			
	As all items listed on this build out are interchangeable and can be swapped for other equipment. The items listed in blue are highly optional items that are totally optional to Obion County. The exact configuration can be completed once an award is made, at that time your preferences and budget can be utilized to maximize the available monies.				