

REQUEST FOR LEGISLATIVE ACTION

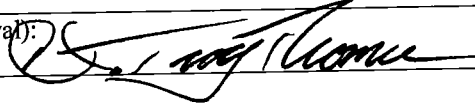

Completed by County Counselor's Office:

Res/Ord No.: 18215

Sponsor(s): Dennis Waits

Date: July 15, 2013

<p>SUBJECT</p>	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Transferring \$144,607.45 within the General Fund and authorizing the purchase of Computer and Telecommunications Equipment needed to operate the Historic Truman Courthouse from Alexander Open Systems of Overland Park, KS in the amount of \$122,082.99 under the terms and conditions of the Cooperating School District of Greater Kansas City Contract No. C062512, an existing government contract; and SKC Communications of Shawnee Mission, KS in the amount of \$21,766.83 as a Sole Source.</u></p>																						
<p>BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$144,607.45</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$144,607.45</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$144,607.45</td> </tr> <tr> <td>Source of funding (name of fund) and account code number: Transfer From: 001-5101-58020 General Fund, Non Departmental, Buildings and Improvements</td> <td>\$144,607.45</td> </tr> <tr> <td>Transfer To:</td> <td></td> </tr> <tr> <td>001-5101-58173 General Fund, Non Departmental, Computer Equipment/Terminals</td> <td>\$113,914.75</td> </tr> <tr> <td>001-5101-58160 General Fund, Non Departmental, Radio/Communications Equip</td> <td>\$ 17,966.83</td> </tr> <tr> <td>001-5101-56080 General Fund, Non Departmental, Other Professional Services</td> <td>\$ 9,853.00</td> </tr> <tr> <td>001-5101-57230 General Fund, Non Departmental, Other Operating Supplies</td> <td>\$ 757.63</td> </tr> <tr> <td>001-5101-56110 General Fund, Non Departmental, Postage</td> <td>\$ 2,115.24</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$3,901,346</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required) <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: Estimated Use: \$</p> <p>Prior Year Budget (if applicable): Prior Year Actual Amount Spent (if applicable):</p>	Amount authorized by this legislation this fiscal year:	\$144,607.45	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$144,607.45	Amount budgeted for this item * (including transfers):	\$144,607.45	Source of funding (name of fund) and account code number: Transfer From: 001-5101-58020 General Fund, Non Departmental, Buildings and Improvements	\$144,607.45	Transfer To:		001-5101-58173 General Fund, Non Departmental, Computer Equipment/Terminals	\$113,914.75	001-5101-58160 General Fund, Non Departmental, Radio/Communications Equip	\$ 17,966.83	001-5101-56080 General Fund, Non Departmental, Other Professional Services	\$ 9,853.00	001-5101-57230 General Fund, Non Departmental, Other Operating Supplies	\$ 757.63	001-5101-56110 General Fund, Non Departmental, Postage	\$ 2,115.24
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<p>PRIOR LEGISLATION</p>	<p>Prior ordinances and (date):</p> <p>Prior resolutions and (date):</p>																						
<p>CONTACT INFORMATION</p>	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>																						
<p>REQUEST SUMMARY</p>	<p>The Information Technology Department needs to purchase Computer and Telecommunications Equipment needed to operate the Historic Truman Courthouse to support County operations and staff that will be located at that site.</p> <p>Pursuant to Section 1030.4 of the Jackson County Code, the Director of Finance and Purchasing recommends the purchase of Computer Equipment for the Information Technology Department from Alexander Open Systems of Overland Park, KS in the amount of \$122,082.99 under the terms and conditions of Cooperating School Districts of Greater Kansas City Contract No. C062512, an existing government contract. The Director of Finance and Purchasing recommends the awards be made under this contract due to the higher volume of discount offered to larger entities.</p>																						

	<p>Pursuant to Section 1030.1 of the Jackson County Code, the Director of Finance and Purchasing recommends the purchase of Telecommunications Equipment for the Information Technology Department from SKC Communications of Shawnee Mission, KS in the amount of \$21,766.83 as a Sole Source. Research by the Information Technology Department and the Finance and Purchasing Department indicates SKC is a sole source for this equipment.</p> <p>The Director of Finance and Purchasing also requests the transfer of \$144,607.45 within the General Fund as follows:</p> <table border="0" data-bbox="316 388 1518 651"> <thead> <tr> <th></th> <th style="text-align: right;">FROM:</th> <th style="text-align: right;">TO:</th> </tr> </thead> <tbody> <tr> <td>001-5101-58020 General Fund, Non Departmental, Buildings & Improvements</td> <td style="text-align: right;">\$144,607.45</td> <td></td> </tr> <tr> <td>001-5101-58173 General Fund, Non Departmental, Computer Equip & Terminals</td> <td></td> <td style="text-align: right;">\$113,914.75</td> </tr> <tr> <td>001-5101-58160 General Fund, Non Departmental, Radio/Communications Equip</td> <td></td> <td style="text-align: right;">\$ 17,966.83</td> </tr> <tr> <td>001-5101-56080 General Fund, Non Departmental, Other Professional Services</td> <td></td> <td style="text-align: right;">\$ 9,853.00</td> </tr> <tr> <td>001-5101-57230 General Fund, Non Departmental, Other Operating Supplies</td> <td></td> <td style="text-align: right;">\$ 757.63</td> </tr> <tr> <td>001-5101-56110 General Fund, Non Departmental, Postage</td> <td></td> <td style="text-align: right;">\$ 2,115.24</td> </tr> </tbody> </table>			FROM:	TO:	001-5101-58020 General Fund, Non Departmental, Buildings & Improvements	\$144,607.45		001-5101-58173 General Fund, Non Departmental, Computer Equip & Terminals		\$113,914.75	001-5101-58160 General Fund, Non Departmental, Radio/Communications Equip		\$ 17,966.83	001-5101-56080 General Fund, Non Departmental, Other Professional Services		\$ 9,853.00	001-5101-57230 General Fund, Non Departmental, Other Operating Supplies		\$ 757.63	001-5101-56110 General Fund, Non Departmental, Postage		\$ 2,115.24
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CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)																						
ATTACHMENTS	Memorandum from Mr. Bill Noll, Director of Information and Technology Department, Alexander Open Systems and SKC Quotes and the pertinent pages of Cooperating School Districts of Greater Kansas City Contract No. C062512																						
REVIEW	Department Director:	Date:																					
	Finance (Budget Approval): <i>If applicable</i> 	Date: 7/11/2013																					
	Division Manager:	Date:																					
	County Counselor's Office: 	Date:																					

**Fiscal Note:
Jackson County, Missouri**

Funds sufficient for this transfer are available from the sources indicated below.

Date:	July 10, 2013	PC# _____	RES #	<u>18215</u>
<u>Department / Division</u>	<u>Character/Description</u>	<u>From</u>	<u>To</u>	
General Fund - 001				
5101 - Non-Departmental	58020 - Buildings and Improvements	144,609		
	58173 - Computer Equip/Terminals			113,915
	58160 - Radio/Communications Equip			17,967
	56080 - Other Professional Services			9,853
	57230 - Other Operating Supplies			758
	56110 - Postage			2,116

Fiscal Note:

This expenditure was included in the Annual Budget.

Date:	July 10, 2013	PC# _____	RES #	_____
<u>Department / Division</u>	<u>Character/Description</u>			
General Fund - 001				<u>Not to Exceed</u>
5101 - Non-departmental	58173 - Computer Equip/Terminals			113,915
	58160 - Radio/Communications Equip			17,967
	56080 - Other Professional Srvs			9,853
	56110 - Postage			2,116
Total From 001				143,851

Robert S. Ball 7-10-13
Budgeting

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the _____ Fund in _____.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.

**Fiscal Note:
Jackson County, Missouri**

Funds sufficient for this transfer are available from the sources indicated below.

PC# _____

Date: July 9, 2013 RES # 18215

Department / Division	Character/Description	From	To
General Fund - 001			
5101 - Non-Departmental	58020 - Buildings and Improvements	144,609	
	58173 - Computer Equip/Terminals		113,915
	58160 - Radio/Communications Equip		17,967
	56080 - Other Professional Services		9,853
	57230 - Other Operating Supplies		758
	56110 - Postage		2,116

Fiscal Note:

This expenditure was included in the Annual Budget.

PC# _____

Date: July 9, 2013 RES # _____

Department / Division	Character/Description		
General Fund - 001			<u>Not to Exceed</u>
5101 - Non-departmental	58173 - Computer Equip/Terminals		113,915
	58160 - Radio/Communications Equip		17,967
	56080 - Other Professional Svcs		9,853
	57230 - Other Operating Supplies		758
	56110 - Postage		2,116
Total From 001			144,609

Robert Ball 7-9-13
Budgeting



Department of
INFORMATION TECHNOLOGY

(816) 881-3151

JACKSON COUNTY, MISSOURI

415 E. 12TH STREET, ROOM G-8
KANSAS CITY, MO 64106

MEMORANDUM

July 10, 2013

TO: Barbara Casamento, Purchasing Supervisor

FROM: Bill Noll, Director of It and GIS

RE: Technology Infrastructure for Truman Courthouse Renovation

The renovation and upcoming re-opening of the Truman Courthouse will require the purchase of technology equipment providing typical core technology infrastructure capabilities. This equipment is required to support county operations and staff re-locating to this location and must be purchased as the county will maintain operations at all locations from which staff will be moved from.

The equipment required is as follows:

- Telephone Switch
- Data networking switches
- Wireless Data Networking (Wi-Fi) controller and access points
- Uninterruptable Power Supply

A telephone switch is required to provide voice communications and access to other typical voice services provided throughout out network such as voicemail. This location will employ a similar model of telephone switch as is required at all other county locations within the county. No desktop phones will be required to be purchased as individuals will move their respective phones in addition to their desktop computers

Data networking switches is the next type of equipment required to be purchased. Data networking switches provide connectivity for end computing devices such as computers, printers and Wi-Fi access points. A router is also needed and included in the accompanying quote which will connect the Truman courthouse to the county's Wide Area Network (WAN) which provides access to all other remote IT services such as email, Internet and network file storage.

Wi-Fi access has been requested for this location. To provide this service multiple devices called "Access Points" will be required and will be installed at several pre-determined locations throughout the building. Each access point will be hard wired to the new data networking switches and thus will provide access to the county network via Wi-Fi radio signals that mobile computing devices may connect. To control and manage the access to the county's network via these wireless devices, a controller and associated software is also required.

The last piece of technology infrastructure required is that of Uninterruptable Power Supply (UPS) equipment. This equipment provides protection to sensitive computing equipment from power surges as well as battery backup power in the event of a total power loss. This battery backup power is required so that data center equipment may be powered down in an orderly fashion, protecting the applications software and data from corruption. The UPS has to be in place before the server room move can take place from 415 E 12th Street to the Courts' computer room.

WIFI

Alexander Open Systems, Inc.

QUOTATION

Kansas City
12980 Foster #300
Overland Park, KS 66213
Phone: 913-307-2300
Fax: 913-307-2380

Wichita
Eplo Center
301 N. Main #1850
Wichita, KS 67202
Phone: 316-269-1400
Fax: 316-269-1403

Topeka
900 Kansas Suite# 303
Topeka, KS 66612
Phone: 785-228-2727
Fax: 785-228-9677

Quote No.: Q088933
Customer ID: JACKS-002
Date: 6/28/2013
Sales Rep: JEREMYD
Designer: KEVINJ

Please visit www.aos5.com for a complete listing of all service areas

QUOTE TO:	SHIP TO:
ACCOUNTS PAYABLE JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64108	BILL NOLL JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64108
Phone: (816) 881-3375 Fax:	

MATERIALS ONLY
Furnish products and coordinate warranties and service agreements as specified.

KS STATE CONTRACT NO. 10330
PR NO. 014438

* Agencies may not use credit cards for purchases from this contract

Cisco Ship Date(s) as of 6/5/2013 is 21 days.

Thank you for the opportunity to be of service.

QUANTITY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
		13,272.05	13,272.05
1.00	5500 Series WLAN Controller for up to 50 Lightweight APs	2,304.00	2,304.00
1.00	1 YR SMARTNET 24X7X4 5508 Series Controll	0.00	0.00
1.00	Cisco Unified Wireless Controller SW Release 6.0	0.00	0.00
1.00	AIR Line Cord North America	0.00	0.00
1.00	50 AP Base Licenses	0.00	0.00
1.00	Base Software License		<u>\$15,576.05</u>
2.00	1000BASE-T SFP	233.05	<u>466.10</u>
1.00	802.11n CAP w/CleanAir; 4x4:3SS; Mod; Int Ant; A Reg Domain	882.05	882.05
1.00	Cisco 3600 Series IOS WIRELESS LAN RECOVERY	0.00	0.00
1.00	T-Rail Clip for Cisco Alronet Access Points - Recessed Mount	0.00	0.00
1.00	AP 1040/1140/1260/3500 Series Mounting Bracket, Low Profile		<u>\$882.05</u>
7.00	802.11n CAP w/CleanAir; 3x4:3SS; Mod; Int Ant; A Reg Domain	646.05	4,522.35
7.00	802.11n AP Low Profile Mounting Bracket (Default)	0.00	0.00
7.00	Cisco 2600 Series IOS WIRELESS LAN RECOVERY	0.00	0.00
7.00	Celling Grid Clip for Alronet APs - Recessed Mount (Default)		<u>\$4,522.35</u>
1.00	Cisco Prime Infrastructure 1.2	0.00	0.00
1.00	1 YR SWAPP SUP+UPGR NULL SKU-No line item services included	0.00	0.00
1.00	Prime Infrastructure 1.2 Base License and Software	0.00	0.00
1.00	1 YR SWAPP SUP+UPGR NULL SKU-No line item services included	3,124.05	3,124.05
1.00	Prime Infrastructure 1.2 - Lifecycle - 50 Device Lic	847.20	847.20
1.00	1 YR SWAPP SUPP + UPGR PI 1.2 - Lifecycle - 50 Device Lic	0.00	0.00
1.00	Prime Infrastructure 1.2 - Lifecycle - 50 Device Lic PAK		

Alexander Open Systems, Inc.

QUOTATION

Kansas City
12980 Foster #300
Overland Park, KS 66213
Phone: 913-307-2300
Fax: 913-307-2380

Wichita
Epic Center
301 N. Main #1850
Wichita, KS 67202
Phone: 316-269-1400
Fax: 316-269-1403

Topeka
900 Kansas Sulle# 303
Topeka, KS 66612
Phone: 785-228-2727
Fax: 785-228-9677

Quote No.: Q098933
Customer ID: JACKS-002
Date: 6/28/2013
Sales Rep: JEREMYD
Designer: KEVINJ

Please visit www.aos5.com for a complete listing of all service areas

1.00	Prime Infrastructure LMS 4.2 - 50 Device Base	0.00	0.00
			<u>\$3,971.26</u>
1.00	AOS Professional Services - Scope of Work REQUIRED	5,185.00	5,185.00
			<u>\$5,185.00</u>
		Merchandise Total	\$30,602.80
		Shipping	\$306.03
		Document Total	<u>\$30,908.83</u>

Above quoted pricing is valid until 6/29/2013 .

*Quoted pricing does not include sales tax. Sales tax, if applicable, will be charged on final invoice. All taxable items will be charged appropriate tax rates based on end users jurisdiction.
If customer is tax exempt, a valid tax exemption permit must be on file with AOS at the time of billing.*

Total solution financing is available. Ask your account manager how you can avoid upfront cost and pay for your solution over time.*

**Restrictions apply. Subject to credit approval and documentation.*

Customer signature constitutes agreement with all AOS Terms and Conditions, which may be found at <http://www.aos5.com/terms> in addition to any addendums shown on this quote.

Customer Signature _____

Date _____

Alexander Open Systems, Inc.

QUOTATION

Kansas City
 12980 Foster #300
 Overland Park, KS 66213
 Phone: 913-307-2300
 Fax: 913-307-2380

Wichita
 Epic Center
 301 N. Main #1850
 Wichita, KS 67202
 Phone: 316-269-1400
 Fax: 316-269-1403

Topeka
 800 Kansas Suite# 303
 Topeka, KS 66612
 Phone: 785-228-2727
 Fax: 785-228-8677

Quote No.: Q101027
 Customer ID: JACKS-002
 Date: 7/2/2013
 Sales Rep: JEREMYD
 Designer: MARKO

Please visit www.aos5.com for a complete listing of all service areas

QUOTE TO:	SHIP TO:
ACCOUNTS PAYABLE JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64106	BILL NOLL JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64106
Phone: (816) 881-3375 Fax:	

QUOTATION

Freight Prices Are Estimated.

Thank you for the opportunity to be of service.

QUANTITY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1.00	<p>UPS Liebert Nfinity UPS Two (2) Liebert Nfinity Model NB20S0712600 20kVA/14kW with 12 minutes backup time</p> <p>System Features/Accessories:</p> <ul style="list-style-type: none"> " On-line design with a sine wave output " N+x parallel redundancy to provide a fault tolerant network of power protection for continuous systems availability " Input and output noise suppression and isolation frame " Casters and leveling feet " 3-5 hour battery recharge time " Fault tolerant microprocessor-based control and monitoring " Low voltage distortion output inverter " Flame-retardant, valve regulated batteries " User Interface module provides a mimic diagram of power flow " LCD display provides access to: digital metering, event logging, user programmable set points (low battery alarm, battery test, autorestart delay). " All modules are hot-swappable to provide maximum system availability <p>This Nfinity frame is not supplied with a main input breaker. One is to be supplied by the installer in accordance to all local and national electrical codes.</p> <ul style="list-style-type: none"> " One (1) IS-WEBCARD: IntelliSlot Web Card (PowerSure Interactive, UPSStation GXT, UPSStation GXT 2U, and Nfinity UPS). This interface card delivers SNMP, Telnet and web-management capability for enhanced communications and control of Liebert UPS, Power Management or Precision Cooling systems. The card manages a wide range of operating parameters, alarms and notifications, transmitting data over the network. <p>Services Includes:</p> <ul style="list-style-type: none"> " Start-up expands the Nfinity warranty to include remedial onsite labor for the full two year warranty period and provides the customer with a guaranteed 6 hour on-site response for emergency service. Start-up includes one site trip within the United States and Canada by a Liebert LGS customer engineer after the UPS has been installed. <p>Estimated freight to job site..... \$900.00 (FOB factory, dock to dock, common carrier, non-expedited)</p>	34,741.67	34,741.67
			\$34,741.67

Distribution

QUOTATION

Alexander Open Systems, Inc.

Kansas City
 12980 Foster #300
 Overland Park, KS 66213
 Phone: 913-307-2300
 Fax: 913-307-2380

Wichita
 Epic Center
 301 N. Main #1850
 Wichita, KS 67202
 Phone: 316-269-1400
 Fax: 316-269-1403

Topeka
 800 Kansas Suite# 303
 Topeka, KS 66612
 Phone: 785-228-2727
 Fax: 785-228-9677

Quote No.: Q101027
 Customer ID: JACKS-002
 Date: 7/2/2013
 Sales Rep: JEREMYD
 Designer: MARKO

Please visit www.aos5.com for a complete listing of all service areas

		1,430.00	1,430.00
1.00	Nfinity Configurable Output Distribution Two (2) Liebert Nfinity PDU, Model PD111AAAAKX0000. System Features/Accessories: " 10 output options with 25 foot flexible conduit Factory Installed Output Distribution Options: " Four (4) 5-15R2 " One (1) 5-20R2 (T-Slot, accepts 15A or 20A plugs) " One (1) L6-30R-208 " Four (4) Blank Plates Estimated freight to job site..... \$200.00 (FOB factory, dock to dock, common carrier, non-expedited)		\$1,430.00
Bypass		7,272.22	7,272.22
1.00	Nfinity Maintenance Bypass Option Two (2) Liebert Nfinity Maintenance Bypass Model NMB519900000000 System Features/Accessories: " Isolation Transformer in bypass path " Dual cooling fans only operate in bypass mode " Isolating switch controls input power to UPS " Branch rated output circuit breakers " Supports up to 20 KVA of load " Casters and leveling feet " High speed transfer switch " Multiple power indicators " Support for lockout/tagout program " Support brackets for floor mounting included " Field upgradeable output distribution Factory Installed Output Distribution Options: " Eight (8) Single Position Blanking Plate " One (1) Hardwire Option, 1 and 1 1/2 Knockouts (requires 2 slots) MBC to UPS Wire Harness: " One (1) NMBXHAR-L / Bypass with transformer, Bypass on Left Side of UPS Estimated freight to job site..... \$250.00 (FOB factory, dock to dock, common carrier, non-expedited)		\$7,272.22
<hr/>			
	Merchandise Total		\$43,443.89
	Shipping		\$1,350.00
	Document Total		\$44,793.89

Above quoted pricing is valid until 8/1/2013.

Quoted pricing does not include sales tax. Sales tax, if applicable, will be charged on final invoice. All taxable items will be charged appropriate tax rates based on end users jurisdiction. If customer is tax exempt, a valid tax exemption permit must be on file with AOS at the time of billing.

Total solution financing is available. Ask your account manager how you can avoid upfront cost and pay for your solution over time.*

**Restrictions apply. Subject to credit approval and documentation.*

Customer signature constitutes agreement with all AOS Terms and Conditions, which may be found at <http://www.aos5.com/terms> in addition to any addendums shown on this quote.

Customer Signature _____

Date _____

AOS

Alexander Open Systems, Inc.

QUOTATION

Kansas City
12980 Foster #300
Overland Park, KS 66213
Phone: 913-307-2300
Fax: 913-307-2380

Wichita
Epic Center
301 N. Main #1850
Wichita, KS 67202
Phone: 316-269-1400
Fax: 316-269-1403

Topeka
900 Kansas Sulte# 303
Topeka, KS 66612
Phone: 785-228-2727
Fax: 785-228-9677

Quote No.: Q100840
Customer ID: JACKS-002
Date: 6/26/2013
Sales Rep: HEATHS
Designer:

Please visit www.aos5.com for a complete listing of all service areas

QUOTE TO:	SHIP TO:
ACCOUNTS PAYABLE JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64108 Phone: (816) 881-3375 Fax:	BILL NOLL JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64108

MATERIALS ONLY
Furnish products and coordinate warranties and service agreements as specified.

KS STATE CONTRACT NO. 10330
PR NO. 014438
* Agencies may not use credit cards for purchases from this contract

Cisco Ship Date(s) as of 06/24/2013 is 21 days.

Thank you for the opportunity to be of service.

QUANTITY	DESCRIPTION	PART NUMBER	UNIT PRICE	EXTENDED PRICE
1.00	Catalyst 4500E 10 slot chassis for 48Gbps/slot fan no ps	WS-C4510R+E	3,798.10	3,798.10
1.00	1yrSMARTNET 8X5XNBD Catalyst 4500E 10 slot chassis for 48Gbp	CON-SNT-C4510R+E	4,000.00	4,000.00
1.00	Console Cable 6ft with RJ-45-to-RJ-45	CAB-CON-C4K-RJ45	0.00	0.00
1.00	Catalyst 4500 E-Series Supervisor 848Gbps	WS-X45-SUP7-E	7,598.10	7,598.10
1.00	Catalyst 4500 E-Series Supervisor 848Gbps	WS-X45-SUP7-E/2	7,598.10	7,598.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	Catalyst 4500 E-Series 48-Port PoE+ Ready 10/100/1000(RJ45)	WS-X4648-RJ45V+E	2,848.10	2,848.10
1.00	CAT4500e SUP7-E/SUP7L-E Universal No MACSEC Image	S45EUN-34-1512SG	0.00	0.00
1.00	Catalyst 4500 6000WAC dual Input Power Supply (Data + PoE)	PWR-C45-6000ACV	1,518.10	1,518.10
4.00	NEMA 5-15 to IEC-C19 13ft US	CAB-US515P-C19-US	0.00	0.00
1.00	Catalyst 4500 6000WAC dual Input Power Supply (Data + PoE)	PWR-C45-6000ACV/2	1,518.10	1,518.10
1.00	Activation Key of JouleX Energy Manager for Cisco EnergyWis	EW-JX-50SW	0.00	0.00
1.00	90 Day Full Trial of Lancope Stealthwatch up to 2000 fps	FNF-LC	0.00	0.00
				43,118.10
1.00	Cisco 2911 w/3 GE 4 EHWIC 2 DSP 1 SM 256MB CF 512MB DRAM IP	CISCO2911/K9	1,581.86	1,581.86
1.00	1yr SMARTNET 8X5XNBD Cisco 2911 w/3 GE,4	CON-SNT-2911	352.00	352.00
1.00	Cisco 2801-2921 IOS UNIVERSAL	S29UK9-15102T	0.00	0.00
1.00	Cisco 2911 AC Power Supply	PWR-2911-AC	0.00	0.00
1.00	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	CAB-AC	0.00	0.00

Alexander Open Systems, Inc.

QUOTATION

Kansas City

12980 Foster #300
 Overland Park, KS 66213
 Phone: 913-307-2300
 Fax: 913-307-2380

Wichita

Epic Center
 301 N. Main #1850
 Wichita, KS 67202
 Phone: 316-269-1400
 Fax: 316-269-1403

Topeka

900 Kansas Suite# 303
 Topeka, KS 66612
 Phone: 785-228-2727
 Fax: 785-228-9877

Quote No.: Q100840
 Customer ID: JACKS-002
 Date: 6/26/2013
 Sales Rep: HEATHS
 Designer:

Please visit www.aos5.com for a complete listing of all service areas

1.00	IP Base License for Cisco 2901-2951	SL-29-IPB-K9	0.00	0.00
1.00	Cisco Config Pro Express on Router Flash	ISR-CCP-EXP	0.00	0.00
1.00	512MB DRAM for Cisco 2901-2921 ISR (Default)	MEM-2900-512MB-DEF	0.00	0.00
1.00	256MB Compact Flash for Cisco 1900 2800 3900 ISR	MEM-CF-256MB	0.00	0.00
				1,933.96
1.00	AOS Services - PREPAID BLOCK TIME PURCHASE	BLOCKTIME-PPD	868.00	868.00
				868.00
		Merchandise Total		45,921.06
		Shipping		459.21
		Document Total		\$46,380.27

Above quoted pricing is valid for 30 days.

Quoted pricing does not include sales tax. Sales tax, if applicable, will be charged on final invoice. All taxable items will be charged appropriate tax rates based on end users jurisdiction.

If customer is tax exempt, a valid tax exemption permit must be on file with AOS at the time of billing.

Total solution financing is available. Ask your account manager how you can avoid upfront cost and pay for your solution over time.*

**Restrictions apply. Subject to credit approval and documentation.*

Customer signature constitutes agreement with all AOS Terms and Conditions, which may be found at <http://www.aos5.com/terms> in addition to any addendums shown on this quote.

Customer Signature _____

Date _____

ARTECH



June 21, 2013 7:34 AM

Page 1 of 1

State of MO-PVC-ST -- C211034001

Quote Number: 1745852.2

Prepared By: Blackwelder, Chad A
 701 Fee Fee Rd.
 Maryland Heights, MO 63043
 Phone: 3142121768
 Fax: Chad.Blackwelder@wwt.com
 e-mail: BLACKWELDER, CHAD A
 P.O.C.:
 Account Manager:
 Acct. Mgr. Phone:
 Acct. Mgr. e-mail:

Submitted Date:
 Contact: Larr, Michael
 Agency/Company: Jackson County, MO
 Phone: 816-881-3153
 Fax: mlar@jacksongov.org
 e-mail: 1745852.2
 Bid #: awach
 WWT Quote #: 1745852.2

Item	Description	Manufacturer	Part Number	Qty	Customer Unit Price	Extended Price	ATS (Days)
1	Room Alert 12ER - Monitor w/PC (IU 197)	ARTECH SOFTWARE	RA12ERTH-RAS	1	\$487.23	\$487.23	
2	MSUS - Room Alert 12E - Maint Support & Update Service	ARTECH SOFTWARE	RA12E-THO-AMS	1	INCLUDED		
3	Sensor - Flood / Water w/ 8' Food Cable	ARTECH SOFTWARE	RMA-F008-SEN	1	\$208.00	\$208.00	
4	Sensor - Smoke / Fire	ARTECH SOFTWARE	RMA-SS1-SEN	1	\$52.40	\$52.40	

Subtotal: \$757.63
 % Contract Fee (Minimum \$0.00): \$0.00
 Shipping Charges: \$0.00
 Grand Total: \$757.63

* ATS - Available to ship

To learn more about WWT's Open Authorized Training Courses, Rates Promotions, go online to <http://www.wwt.com/desktopdefault.aspx/tabid-107> or call WWT today at (800) 432-7008
 Please call 888-234-4898
 Option #1 - Sales/Place Order
 Option #2 - Order Status/Return
 Option #3 - Hardware Maintenance Pricing
 Any items that have been opened prior to return could be refused by the vendor/supplier.
 Items returned after 30 days may not be returnable due to vendor restrictions.

Switch SKC



Prepared For: Jackson County Contact: Fran Culbertson - NC
 Date: June 27, 2013 Phone: (800) 882-7779 ext. 7267

Truman Courthouse

Material code	QTY	Description	Purchase Price	Extended Price
Product and Software				
185446		AVAYA COMMUNICATIONS SOLUTION	\$0.00	\$0.00
185840	1	CM MODEL ADDITIONS	\$0.00	\$0.00
193806	1	UTILITY TRIGGER REM GATEWAY NEW SITE	\$0.00	\$0.00
207652	1	AVAYA AURATM R5 STD ED G450 LSP LIC	\$3,102.41	\$3,102.41
272731	1	APS NTWK READINESS ASSESSMENT-VENDOR PRV	\$0.00	\$0.00
405362641	1	PWR CORD USA	\$12.97	\$12.97
700459456	1	G450 MP80 W/POWER SUPPLY NON-GSA	\$4,794.63	\$4,794.63
700463532	1	S8300D SERVER - NON GSA	\$2,030.67	\$2,030.67
700464506	1	USB MODEM USR5637-OEM 56K ROHS 6	\$166.90	\$166.90
700466634	1	MM710B E1/T1 MEDIA MODULE - NON GSA	\$1,692.23	\$1,692.23
700466642	1	MM716 ANLG MEDIA MOD 24FXS - NON GSA	\$1,692.23	\$1,692.23
700476344	1	AVAYA AURATM R5.2.1 NEW SFTW CD	\$56.41	\$56.41
700383326	20	96XX RPLCMNT LINE CORD	\$6.76	\$135.24
700395445	1	120A CSU CABLE SOFT RHS	\$54.72	\$54.72
700415649	1	DESIG LBL5 1608 IP PHONE QTY50	\$29.58	\$29.58
700415656	1	DESIG LBL5 1616/32B MOD QTY50	\$29.58	\$29.58
700458532	17	IP PHONE 1608-I BLK	\$166.23	\$2,825.95
700458540	3	IP PHONE 1616-I BLK	\$199.61	\$598.82
1st Year Support Billing				
232253	1	SA CM MODEL	\$0.00	\$0.00
229794	1	SA ESS TRKG REMOTE SITE CM R5	\$0.00	\$0.00
Maintenance Pricing				
230018	1	SA PARTS NBD CM SM SRV 1YPP	\$296.01	\$296.01
230168	1	SA PARTS NBD CM MED GTWY 1YPP	\$448.50	\$448.50
INSTALLATION ESTIMATE: hardware, software and IP Phone placement and Project management				\$3,800.00

\$21,766.95

PRICING QUOTED MAY BE CHANGED WITHOUT NOTICE. APPLICABLE TAX AND SHIPPING NOT INCLUDED. ALL OPENED PRODUCT IS NON-RETURNABLE.
 THIS DOCUMENT IS INTENDED FOR INTERNAL USE ONLY. ANY OTHER DISCLOSURE WITHOUT THE EXPRESS WRITTEN CONSENT OF SKC IS PROHIBITED.

1st of 3 years prepaid Software Support + Upgrade (7/24 coverage) ("SSU"). Your signature below indicates that you understand that SSU is a three year agreement (without any right for you to cancel) and agree to prepay this amount annually, for years two and three of the service, upon receipt of invoice.

Agreed and Accepted By:
 Company Name: _____
 Authorized Signature: _____
 Printed Name: _____
 Title: _____
 Date: _____

NOTIFICATION OF COOPERATING SCHOOL DISTRICTS OF GREATER KANSAS CITY IT CONTRACT

July 1, 2012

CONTRACT TITLE: Cooperating School Districts of Greater Kansas City IT Contract # C062512

CURRENT CONTRACT PERIOD: JULY 1, 2012 THROUGH JUNE 30, 2018

BUYER INFORMATION:

Name	DR. GAYDEN CARRUTH
Phone	816-753-7275
Email address	gcarruth@csdgkc.org

RENEWAL INFORMATION	Original Contract Period	Annually Renewable
	7/1/2012 through 6/30/2018	After 2018

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC SECTOR USE ONLY**.
PURCHASES FOR PERSONAL USE ARE PROHIBITED.

THE USE OF THIS CONTRACT IS FOR SCHOOL DISTRICTS, UNIVERSITIES & ALL PUBLIC SECTOR.

Instructions for use of this contract, specifications, requirements, and pricing are attached.

CONTRACT NUMBER	VENDOR NUMBER	VENDOR INFORMATION	COOP PROCUREMENT
CO62512	AOS	<p>ALEXANDER OPEN SYSTEMS, INC.</p> <p>Columbia 2415 Carter Lane Providence Point, Suite 1 Columbia, MO 65201</p> <p>Springfield 636 West Republic Road, Unit F100 Springfield, MO 65807</p> <p>St. Louis 1855 Bowles Ave, Suite 105 Fenton, MO 63026</p> <p>Toll Free: 800-473-1110 Fax: 636-686-1010</p>	YES

ALEXANDER OPEN SYSTEMS CONTACT INFORMATION FOR CONTRACT CO62512

Name	Title	Phone	Email
Chris Alexander	Principal	800-473-1110	Chris.Alexander@aos5.com
Tom Boehmer	VP of Sales, Springfield	417-799-0736	Tom.Boehmer@aos5.com
Jason Harris	VP of Sales, St. Louis/Columbia	573-441-5601	Jason.Harris@aos5.com
Matt Cussigh	President, KC Metro	800-473-1110	Matt.Cussigh@aos5.com

1. Mandatory Use of Contract:

It is optional to utilize this contract. To utilize this contract, the Letter of Notification needs to be signed by Customer.

2. General Information:

- 2.1 AOS shall provide products and services, including pre-sales support, installation, engineering, help-desk/telephone/electronic support, maintenance, and professional services for any educational entity of the Cooperating School Districts of Greater Kansas City (CSDGKC), or other public entity or educational organization, in accordance with the terms and conditions defined herein. "Customer" as used herein, refers to Cooperating School Districts of Greater Kansas City or any entity purchasing under this procurement contract.
- 2.2 The acquisition of professional services is intended to support the design, acquisition and implementation of the Customer's technology applications and in concert with the provision of products acquired under the contract.
- 2.3 Any service work that might require prevailing wage determinations from the Missouri Department of Labor Standards shall not be performed under this contract.
- 2.4 The Customer reserves the right to lease/purchase equipment under the contract.
- 2.5 AOS shall provide new and unused equipment and accessories (equipment/accessories only certified as new shall not be acceptable) made of first class materials. Used, remanufactured, or refurbished equipment shall not be acceptable.
- 2.6 AOS must provide all promotional and trade-in pricing to the Customer if applicable.
- 2.7 AOS must provide equipment that is equipped with the latest software release version, unless a Customer requests an alternative software version be installed on the equipment.
- 2.8 The shipping company or Manufacturer shall be responsible for replacing any item received in damaged condition at no cost to the Customer. This includes all shipping costs for returning non-functional items to AOS for replacement. This must be done within a reasonable time, seven to fourteen days, from receiving the product.
- 2.9 When the Customer places an order for products, installation, training, and maintenance with AOS they shall pay the price that is indicated in the contract.
- 2.10 The Customer may make advance deposits/payment for hardware maintenance and software maintenance (upgrades/new releases/technical support-type agreements) only.

3. Single Point of Contact:

- 3.1 AOS must function as the single point of contact for the Customer, regardless of any subcontract arrangements for all products and services. This shall include assuming responsibility and liabilities for all problems relating to all hardware, software and services provided.

4. Pre-Sales Support:

- 4.1 AOS' account management team shall provide pre-sales design to the Customer to allow the Customer to process an order, including, but not limited to, current and new product information, and product pricing. Once AOS has provided enough pre-sales design and engineering support for the Customer to place an order, AOS may charge for any additional on-site design and engineering support, if approved by the

Customer. The contract must provide pre-sales design and engineering support on-site, by telephone, and by email.

- 4.2 Telephone and email pre-sales design and engineering support: AOS will provide all telephone and email responses to pre-sales design and support requests within a reasonable amount of time after requested by the Customer.
- 4.3 On-site pre-sales design and engineering support: It shall be at the Customer's sole discretion to determine whether on-site pre-sales design and support is necessary. If the Customer determines on-site pre-sales design and engineering support is necessary, AOS must notify the Customer before any billable on-site pre-sales support is performed. AOS must utilize the firm, fixed professional service rates identified herein for all billable pre-sales support provided.

5. Installation:

- 5.1 AOS may provide installation services for new systems upon request by the Customer. If the equipment is considered to be user-installable, AOS may provide installation assistance (e.g. telephone support), if requested.

6. Training:

- 6.1 AOS does not provide formal training.

7. Warranty:

- 7.1 AOS must provide the available warranties from Manufacturers. Warranties shall commence upon delivery and acceptance at the Customer facility.

8. Delivery:

- 8.1 Customer is responsible for shipping unless the Regional AOS President authorizes FOB included for a project, a purchase or a specific Customer.
- 8.2 Expedited Shipping: Expedited freight charges are a result of the Customer requesting expedited shipping (e.g. overnight, 2nd day service, etc.). Any such requests shall be in writing from the Customer and will be billed to the Customer.
- 8.3 Delivery Timeframes: AOS must deliver all products within thirty (30) calendar days after the contractor's receipt of a properly authorized purchase order unless the timeframe specified on the vendor website or as quoted to the Customer by the account management team at the time of order indicates otherwise.
- 8.4 AOS must notify the Educational Entity of a later delivery date should the actual delivery days exceed that which was previously specified. The Customer must authorize the late delivery, cancel the order, or modify the order to reflect an acceptable product substitution. Any such authorizations shall be in writing.
 - a. Damaged Product: The shipping company, Manufacturer or Distributor shall be responsible for replacing any item received in damaged condition at no cost to the Customer. This includes all shipping costs for returning non-functional items to AOS for replacement.

9. Account Management:

- 9.1 AOS must provide current product and pricing information to Customer through an account management team. AOS shall assign an account management team to the Customer to ensure adequate oversight and ample support in assisting the Customer's needs.
- 9.2 Account Management Team: The account management team must consist of knowledgeable sales specialists who are reasonably available in all locations of the Customer where the Customer maintains a presence.
- 9.3 Product/Pricing Assistance: The account management team must be able to assist Customer in obtaining product information, availability, pricing, and answering general questions about product compatibility, usability, etc.
- 9.4 Team Accessibility: The account management team must be accessible by both telephone and email between the hours of 8 a.m. and 5 p.m. Central Time, Monday through Friday, excluding holidays.

10. Pricing:

- 10.1 Product and Maintenance Pricing: AOS shall invoice the Customer for all products provided under the contract based upon a firm, fixed discount off of the contract. Each quotation must include, at a minimum, the following information:
- Date the quote is generated;
 - Appropriate Customer information (i.e. Customer number/identifier, address, etc.);
 - Product description;
 - Requested product quantity;
 - Product unit price; and
 - Quotation total price.
- 10.2 Professional Services Pricing: AOS shall invoice the Customer for all services provided under the contract in accordance with the pricing in the contract.
- 10.3 Spot pricing is allowed under this contract. Spot pricing must meet or exceed discounts listed in this contract.
- 10.4 This contract has a Cooperative Purchasing Clause which allows other Educational Cooperatives, School Districts, Universities and Municipalities- any authorized Public Sector entity, to utilize this contract.

11. Order Processing:

- 11.1 Order Information: Except as otherwise noted in herein, the Customer shall generate a purchase order based on product quotes obtained from the account management team or through product/pricing information obtained via the contractor's website. The Customer shall specify, at a minimum, the following information:
- Contract number;
 - Order number;
 - Customer number/identifier (if applicable);
 - Customer contact (Educational Entity's name, contact person [two (2) individuals if possible] and phone numbers);
 - Contract line item number;
 - Quantity;
 - Unit price; and

- Any pertinent information relating to the product(s) and/or services requested (including brand/model, options, and any required services).
- 11.2 Submittal of Order: AOS must accept orders in via mail, e-mail or fax.
- 11.3 Acknowledgement of Receipt of Order: AOS must provide written acknowledgement (email or fax) to the Customer within twenty-four (24) hours of the receipt of authorized purchase order.
- 11.4 Order Substitutions: AOS shall not substitute any item(s)/component(s) ordered by a Customer until the contractor: 1) notifies the Educational Entity in writing (email is acceptable if the designated contact has an email address, and 2) receives written approval from the Customer to proceed with the substitution.
- 11.5 Substitution Authorization: The Customer reserves the right to accept any proposed substitution offered by AOS on the order; however, the Customer shall be final authority as to the acceptability of substitutions and reserves the right to accept or reject any substitution.
- 11.6 Substitution Approval Form: AOS must provide a form for CUSTOMER's to use to indicate their approval of a product substitution prior to the contractor's shipment of the substituted goods. This approval may be executed via email, fax, or hardcopy mail/delivery.
- 12. Product and Maintenance Invoicing and Payment:**
- 12.1 Generation of Invoice: AOS shall generate an invoice to the ordering Educational Entity which shall be itemized in accordance with the items listed on the purchase order. Terms are Net 30.
- 13. Lease/Financing Program Requirements:**
- 13.1 The Customer reserves the right to enter into lease/purchase financing agreement(s) as a result of the subsequent contract(s). In the event a using Educational Entity requests financing of their purchase under the contract a mutually agreeable lease schedule shall be entered into between the Customer and the lessor. The Customer shall initiate a contract amendment for every lease exercised under the contract that shall include the specific terms and rates of the lease. AOS at a minimum must have the ability to work with Cisco Capital and its financing partners to the benefit of the Customer. The Customer acknowledges that a contract assignment may be necessary as part of any lease exercised under the subsequent contract.
- 13.2 Should you have any questions about Leasing, please contact AOS.
- 13.3 A purchase order must be submitted to AOS by the leasing company and should identify in detail, the items being purchased and leased by the Customer.

REQUIRED PRICING

Hardware and Software – responses are indicated with the discount percentage off Manufacturer’s List Price

Cisco & Meraki Hardware	40% orders under \$6,000.00 Education: 42.25% orders over \$6,000.00 See Cisco Matrix
Cisco/Meraki Maintenance	30% for Education/ 20% for Government
EMC Hardware	27% for Mid-tier, See EMC Matrix _____
EMC Software	27% Enterprise and Mid-Tier, see EMC Matrix _____
VMware	Education: 40% off Standard List; Other Public Sector based upon Volume discount, then Cost plus 10%
Citrix	Education: 40% off EASY List Pricing- See Matrix for other Public Sector entities
VCE VBlock	_____ 30% _____
Axis Cameras	_____ 20% _____
HP Hardware	WSCA Contract pricing (WSCA Purchases are under WSCA contract) - Spot pricing for large projects exceed the published WSCA price and are purchased under the CSD Contract.
Liebert Hardware	30% off PSS, PSA, PSI, GXT/GST2U,Nfinity, NX 10-30 kVA, Rack Enclosures: Knurr, Foundation MCR and Liebert XDF. Single Monitoring Products to support Single Phase UPS’ in this list. 20% Non-Channel Products: CRV, NX 40-200 kVA 3 Phase, APM and Liebert Services sold at time of sale. 5% off Liebert Services if not included with Product Sale
MobileIron MDM	Education: 30% Other Public Sector: 25% See MobileIron Pricing Matrix

Entities that want to purchase off of this contract will sign a Letter of Notification which will notify CSD, AOS and the manufacturers of the Customer’s intent to utilize this Contract with a Cooperative Procurement allowance.

Hourly Service Rate – responses are indicated with the hourly dollar amount of the service listed (AOS provided Services)

Help Desk	_____ \$80.00 _____
Project Management	_____ \$130.00 _____
System’s Engineer	_____ \$135.00 _____
Senior System’s Engineer	_____ \$165.00 _____
Design Architect	_____ \$165.00 _____
System’s Consultant (Including k12itc)	_____ \$195.00 _____
Practice Vice President	_____ \$235.00 _____
SharePoint Portal Developer	_____ \$145.00 _____
SharePoint Portal Architect	_____ \$155.00 _____
SharePoint Portal Consultant	_____ \$175.00 _____

Data Center and Managed Services – responses are indicated with the dollar amount per unit specified in monthly rates

Blackboard as a Service _____ \$13.35 members CSDGKC/ \$13.60 non-members annually per user

**Cloud;
Virtual Server**

\$ 40.00 _____ per CPU
 \$ 20.00 _____ per GB RAM
 \$ 100.00 _____ per VM / Management
 (Monitor/Management/Patching/Antivirus)

Physical Server

Example: Dual CPU Quad Core and 24GB RAM
 \$700.00 _____ per Server

Virtual Desktops

\$30.00 _____ per user
 (1cpu, 2GB per user) (In addition to base Virtual infrastructure and storage required) (Including AV protection etc.)

Hosted Applications

\$12.00 _____ per application type and concurrent users

Backup

\$.70 _____ per GB/ Avamar
 \$.50 _____ per GB / Data Domain
 \$.35 _____ per Agent / CommVault
 \$50.00 _____ per managed host
 (Solutions may require on-site nodes of application specific software agents at additional cost depending on requirements)

Storage

\$.60 _____ per GB / Performance
 (SAN 15K RPM, RAID 5)
 \$.50 _____ per GB / Dev/Test
 (SAN SAS Drives, RAID 5)
 \$.35 _____ per GB / Archive
 \$ 50.00 _____ Tape Services
 \$ 5.00 @1000 users _____ per user GB / Oxygen Cloud
 (Dropbox like functionality with Security and central control)

Network

\$ 100.00 @ min 5 vLANs _____ per vLAN / Number of vLANs required
 \$ 40.00 _____ per port / Network ports
 \$ 100.00 @ min 5 vLANs _____ per vLAN / Managed Firewall
 \$ 26.00 @ min 35 devices _____ per device / Network Monitoring
 \$ 20.00 @ min 100Mb _____ per Mb/ Internet Bandwidth
 \$ 100.00 _____ per connection / SSL VPN
 \$ 500.00 _____ per vLAN / Intrusion
 Detection
 \$ 35.00 _____ per App / Application monitoring
 \$ \$330.00 Per MB _____ WAN Acceleration/ Optimization- This includes One
 Optimization Appliance at both ends utilizing SilverPeak
 \$ 740.00 _____ per Cabinet Two top of Rack Switches
 \$ 5.00 a user _____ per Server or App / Spam

Filtering

Co-Location:

\$ 750.00 _____ per STD Cabinet
 \$ 850.00 _____ per Wide Cabinet

Data Center and Managed Services (continued) – responses are indicated with the dollar amount per unit specified in monthly rates

\$ 200.00 _____ per KW / Power
\$ 5.00 _____ per IP / Additional Public IP addresses
\$ Standard Cabinet and Power +20%, minimum of 10 cabinet commitment
per sq/ft and per KW / Private Data Center Suite

Educational Services provided by Herdman Consulting and AOS

Design, deployment and assessment of 1:1 and BYOD programs including:

- o Professional Development Planning
- o Establishing Goals, Objectives, and Program Evaluations
- o Infrastructure Readiness Assessments and Gap Analysis to Support the Program
- o Maintenance and Support Planning
- o Device Selection and Deployment Recommendations
- o Financial Planning and Strategies to Support the Initiative
- o Communication, Orientations, and Policy Development

Technology planning and integration with district strategic plans

District analysis and recommendations of systems to reduce IT operating costs, improve system efficiencies, and best K-12 practices

Multi-year guidance, analysis and recommendations for all areas including but not limited to:

- o Data Center operations
- o Power and Cooling
- o Desktop virtualization
- o Emergency equipment procurement
- o Data Protection and offsite replication
- o Networks
- o Security

Disaster recovery, virtualization, and cloud computing analysis and recommendations

Variety of assessments and operational guidance in the Business continuity, cloud, virtualization and storage infrastructure arena's to meet your long term district goals.

Assessment, planning, and training of student information systems, ERP software and data-driven decision making tools

- o Analysis of existing environment readiness.
- o Long-range planning and new solution pilot capabilities
- o Environment testing and development for unique integration testing
- o Interface design and coordination between existing and new technologies
- o Software user interface assistance and tools via a data/development team.

Developing online learning, virtual, and video rich environments

Hourly Rate for above services \$235.00*

Daily Rate for above services \$1,640.00*

*Plus incurred expenses- travel, hotel, meals... if any.

EMC Pricing Matrix

Discount Class	Product Categories	
Class A	Hardware – Enterprise (Symmetrix)	48.00%
Class B	Hardware – Mid-Tier (CLARiiON, Celerra, Centera)	27.00%
Class C	Hardware – Connectrix	38.00%
Class PH	Hardware - Data Domain High End	27.00%
Class PM	Hardware - Data Domain Mid Range	27.00%
Class PE	Hardware - Data Domain Entry Level	19.00%
Class UM-H	Hardware - Unified Mid Tier (VNX)	27.00%
Class D1	Software - Enterprise Platform	27.00%
Class D2	Software - Mid Tier Platform	27.00%
Class D3	Software - Multi-Platform/Open	27.00%
Class DH	Software - Data Domain High End	27.00%
Class DM	Software - Data Domain Mid Range	27.00%
Class DE	Software - Data Domain Entry Level	19.00%
Class UM-S	Software - Unified Mid Tier (VNX)	27.00%
Class E	EMC Avamar Hardware	19.00%
Class F	Professional Services	14.00%
Class I	Training / Education Services	0.00%
Class SP	Hardware Maintenance - Data Domain	14.00%
Class SS	Software Maintenance - Data Domain	14.00%
Class J	AX4 and NX4, Insignia-Retrospect, RSA Storage	14.00%
Class K	EMC Select (Bus Tech Hardware/Software)	19.00%
Class UE	Hardware/Software Unified Entry Level (VNXe)	14.00%
Class R1	RSA Hardware/Software	11.00%
Class R2	RSA Root Signing	0.00%
Class RS-G	RSA Hardware/Software Maintenance	0.00%
Class NW-HW	RSA NetWitness Hardware	6.00%
Class NW-SW	RSA NetWitness Software	10.00%

Class NW-HW Maint	RSA NetWitness Hardware Maintenance	5.00%
Class NW-SW Maint	RSA NetWitness Software Maintenance	5.00%
Class NW-ED/TRN	RSA NetWitness Training and Education	5.00%
Class NW-SW ProSrv	RSA NetWitness Professional Service	5.00%
Class IS-SW	EMC Isilon Software	15.00%
Class IS-HW	EMC Isilon Hardware	15.00%
Class IS-ACC	EMC Isilon Accessories	4.00%
Class IS-SPT	EMC Isilon Support (HW & SW)	4.00%
Class IS-SRVC	EMC Isilon Professional Services	0.00%
LP MNT	Hardware & Software Maintenance	0.00%
LP WARR	Warranty Upgrades	0.00%

Citrix Pricing Matrix

Legacy EASY	Open-A	Open-B	Open-C	Open-D/Education
Initial Order	\$150,000	\$300,000	\$600,000	\$1 MM
Term	3 years	3 years	3 years	3 years
Re-Order1(min)	\$5,000	\$5,000	\$5,000	\$5,000
Renewal 2 (min)	\$75,000	\$150,000	\$300,000	\$500,000
RenewalTerm3:	2years	2 years	2 years	2 years
Discount	25%	30%	35%	40%
PlusOne (min)	\$225,000	\$450,000	\$650,000	\$875,000
Upgrade Order5				

Cisco Pricing Matrix

Additional Discounts for the following are in place until Cisco discontinues Special Pricing for these categories:

UCS	Additional 8% discount
Legacy Tandberg	Additional 2% discount
Government	Spot Pricing to match the Missouri State Contract for Government if working exclusively with AOS on the project. Minimum order of \$6,000.00 still applies unless AOS approves and exception to the minimum purchase requirement.

MobileIron Pricing Matrix

On Prem Perpetual Licenses		
Band A	50 to 1000	
Product	List	Discount off list
MI-AM-ANY-PERP	75	25.00%
MI-CUSTCAREPREMIUM-ANY		
MI-CUSTCARE-ANY		
Band B	1,001 to 3000	
MI-AM-ANY-PERP	75	27.00%
MI-CUSTCAREPREMIUM-ANY		
MI-CUSTCARE-ANY		
Band C	3,001 to 5,000	
MI-AM-ANY-PERP	75	30.00%
MI-CUSTCAREPREMIUM-ANY		
MI-CUSTCARE-ANY		
Band D	5,001+	
MI-AM-ANY-PERP	75	35.00%
MI-CUSTCAREPREMIUM-ANY		
MI-CUSTCARE-ANY		
Ongoing perpetual license purchases bought in 500 device increments		
MI-AM-ANY-PERP	75	20.00%
MI-CUSTCAREPREMIUM-ANY		
MI-CUSTCARE-ANY		

Connected Cloud		
	24 month subscription	
Band A	50 to 1,001	
MI-Cloud-AM-ANY-24	96	25.00%
Band B	1,001 to 3000	
MI-Cloud-AM-ANY-24	96	27.00%
Band C	3,001 to 5,000	
MI-Cloud-AM-ANY-24	96	30.00%
Band D	5,001+	
MI-Cloud-AM-ANY-24	96	35.00%

Ongoing Connected Cloud subscriptions bought in 500 device increments		
MI-Cloud-AM-ANY-24	96	20.00%

On Prem Subscription	24 month subscription	
Band A	50 to 1,001	
MI-Cloud-AM-ANY-24	96	25.00%
Band B	1,001 to 3000	
MI-Cloud-AM-ANY-24	96	27.00%
Band C	3,001 to 5,000	
MI-Cloud-AM-ANY-24	96	30.00%
Band D	5,001+	
MI-Cloud-AM-ANY-24	96	35.00%
Ongoing subscriptions bought in 500 device increments		
MI-Cloud-AM-ANY-24	96	20.00%

Additional Charges		
MI-VAPPL-ANY	\$0	0%
MI-VAPPLSENTRY-ANY	\$0	0%
MI-APPL-ANY	\$5,000	0%
MI-APPLSENTRY-ANY	\$5,000	0%
MI-SETUP-ANY	\$3,000	0%
MI-PSBASIC-ANY	\$6,000	0%
MI-PSADVANCED-ANY	\$8,000	0%

Letter of Notification to Utilize Cooperating School Districts of Greater Kansas City IT Contract

Re: Cooperating School Districts of Greater Kansas City Contract

Date: February 21, 2013

This letter serves as notification that we the Customer intend to utilize the Cooperating School Districts of Greater Kansas City IT contract. We recognize that this was a publicly bid and awarded contract. There is a Cooperative Purchasing Agreement allowing all School Districts, Universities, Colleges and other Public Sector entities to take advantage of this contract pricing.

This letter is intended to notify:

- Manufacturer's on the Cooperating School Districts of Greater Kansas City IT Contract to work with AOS on the Customer's behalf.
- AOS to set aside the Administrative fee for the Cooperating School Districts of Greater Kansas City Consortium.
- Cooperating School Districts of Greater Kansas City of the Customer's expectation to utilize the Public purchasing contract.

We the Customer, when purchasing off the Cooperating School Districts of Greater Kansas City IT Contract, will put the Cooperating School Districts of Greater Kansas City contract number C062512 on our Purchase Order to help AOS track the Administrative Fee.

Respectfully,

Customer's Name

Customer Representative's Printed Name

Customer's Signature

Date