

REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office:
 Res/Ord No.: 18207
 Sponsor(s): Scott Burnett
 Date: July 1, 2013

SUBJECT	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Transferring \$22,803.00 within the Information Technology Department's budget and authorizing the purchase of Uninterruptable Power Supply (UPS) Equipment for use by the Information Technology Department from Alexander Open Systems (AOS) of Overland Park, Kansas in the amount of \$22,803.00 under the terms and conditions of Cooperating School Districts of Greater Kansas City Contract No. C062512, an existing government contract.</u></p>														
BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td style="text-align: right;">\$22,803.00</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$22,803.00</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td style="text-align: right;">\$22,803.00</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td style="text-align: right;">\$22,803.00</td> </tr> <tr> <td>Transfer From: 001-1305-55010 General Fund, IT, Regular Salaries</td> <td></td> </tr> <tr> <td>Transfer To: 001-1305-58170 General Fund, IT, Other Equipment</td> <td style="text-align: right;">\$22,803.00</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$1,764,395.00</p>	Amount authorized by this legislation this fiscal year:	\$22,803.00	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$22,803.00	Amount budgeted for this item * (including transfers):	\$22,803.00	Source of funding (name of fund) and account code number:	\$22,803.00	Transfer From: 001-1305-55010 General Fund, IT, Regular Salaries		Transfer To: 001-1305-58170 General Fund, IT, Other Equipment	\$22,803.00
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	<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>														
PRIOR LEGISLATION	<p>Prior ordinances and (date): _____ Prior resolutions and (date): _____</p>														
CONTACT INFORMATION	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>														
REQUEST SUMMARY	<p>The Information Technology Department requires Uninterruptable Power Supply (UPS) Equipment for the new Data Center location at 1305 Locust. The UPS protects sensitive computer equipment in the event of a total power loss and is required so that the new equipment at the Data Center may be powered down in an orderly fashion, protecting the applications, software and data systems from data corruption.</p> <p>Pursuant to Section 1030.4 of the Jackson County Code, the Director of Finance and Purchasing recommends the purchase of UPS Equipment for the Information Technology Department from Alexander Open Systems of Overland Park, Kansas in the amount of \$22,803.00 under the terms and conditions of Cooperating School Districts of Greater Kansas City Contract No. C062512, an existing government contract.</p> <p>The Director of Finance and Purchasing also requests the transfer of \$22,803.00 within the Information Technology Department's budget as follows:</p> <table style="width:100%; margin-top: 20px;"> <tr> <td style="width:60%;"></td> <td style="text-align: center;">FROM:</td> <td style="text-align: center;">TO:</td> </tr> <tr> <td>001-1305-55010 General Fund, IT, Regular Salaries</td> <td style="text-align: center;">\$22,803.00</td> <td></td> </tr> <tr> <td>001-1305-58170 General Fund, IT, Other Equipment</td> <td></td> <td style="text-align: center;">\$22,803.00</td> </tr> </table>		FROM:	TO:	001-1305-55010 General Fund, IT, Regular Salaries	\$22,803.00		001-1305-58170 General Fund, IT, Other Equipment		\$22,803.00					
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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 Technology Department, Alexander Open System's quote and the pertinent pages of Cooperating School Districts of Greater Kansas City Contract No. C062512	
REVIEW	Department Director: <i>Bill Noll</i>	Date: 7-1-2013
	Finance (Budget Approval): <i>If applicable</i> <i>Debra S Ball</i>	Date: 7-1-13
	Division Manager: <i>Gregg Home</i>	Date: 7/1/13
	County Counselor's Office:	Date:

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.

Date:	July 1, 2013	PC# _____	RES # _____
<u>Department / Division</u>	<u>Character/Description</u>	<u>From</u>	<u>To</u>
<u>General Fund - 001</u>			
<u>1305 - Information Technology</u>	<u>55010 - Regular Salaries</u>	<u>22,803</u>	
	<u>58170 - Other Equipment</u>		<u>22,803</u>

Fiscal Note:

This expenditure was included in the Annual Budget.

Date:	July 1, 2013	PC# _____	RES # _____
<u>Department / Division</u>	<u>Character/Description</u>	<u>From</u>	<u>To</u>
<u>General Fund - 001</u>			<u>Not to Exceed</u>
<u>1305 - Information Technology</u>	<u>58170 - Other Equipment</u>		<u>22,803</u>
<u>Total from General Fund</u>			<u>22,803</u>

Alexander S Ball 7-1-13
Budgeting



Department of
INFORMATION TECHNOLOGY

(816) 881-3151

JACKSON COUNTY, MISSOURI

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

MEMORANDUM

June 26, 2013

TO: Barbara Casamento, Purchasing Supervisor

FROM: Bill Noll, Director of It and GIS

RE: Leibert UPS System for the New Server Room

UPS (Uninterruptable Power Supply) 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.

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.: Q100451
 Customer ID: JACKS-002
 Date: 6/5/2013
 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 64108 Phone: (816) 881-3375 Fax:	BILL NOLL JACKSON COUNTY 415 E 12TH STREET G-8 KANSAS CITY, MO 64108

QUOTATION

Price does not include shipping

Thank you for the opportunity to be of service.

QUANTITY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1.00	Liebert Nfinity 20kVA System Features/Accessories: " 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 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. " One (1) IS-WEBCARD: IntelliSlot Web Card (PowerSure Interactive, UPStation GXT, UPStation 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. Services Includes: " 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.	17,371.00	17,371.00
			<u>\$17,371.00</u>
2.00	Twenty One IEC-C13 + Six IEC-C19 Outlets, 30 Amp Rated Twenty-one IEC-C13 + Six IEC-C19 receptacles; 30 Amp rated; Locking NEMA L6-30P Input.	442.00	884.00
			<u>\$884.00</u>
1.00	Liebert Nfinity PDU System Features/Accessories: " 10 output options with 25 foot flexible conduit Factory Installed Output Distribution Options: " Four (4) 5-15R2 " Four (4) 5-20R2 (T-Slot, accepts 15A or 20A plugs) " Two (2) L6-30R-208	911.00	911.00
			<u>\$911.00</u>

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: 785-228-9677

Quote No.: Q100451
 Customer ID: JACKS-002
 Date: 6/5/2013
 Sales Rep: JEREMYD
 Designer: MARKO

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

1.00	Liebert Nfinity Maintenance Bypass	3,637.00	3,637.00
	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		
			<u>\$3,637.00</u>
		Merchandise Total	\$22,803.00
		Shipping	<u>\$0.00</u>
		Document Total	<u>\$22,803.00</u>

Above quoted pricing is valid until 7/15/2013.

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 _____

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

	Open-A	Open-B	Open-C	Open-D/Education
Legacy EASY				
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