

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

Network Equipment, Components, and Associated Services:

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-24Y-E | Catalyst 9300X 24x25G Fiber Ports, modular uplink Switch | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$10,498.11 | \$220,460.31 | \$170.00 EACH - \$3,570.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$12,937.81 | \$271,694.01 | \$170.00 PER SWITCH | 100% |
| | | UNITI FIBER | | 58.63% | \$12,233.99 | No Response | \$99.40 | 100% |
| Current/ Example of Requested | CON-SW-C9300XE | SNTC-NO RMA Catalyst 9300X 24x25G Fiber Ports, modul 1 Year | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 100% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 100% | \$0.00 | No Response | \$0.00 | N/A |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | SC9300UK9-179 | Cisco Catalyst 9300 XE 17.9 UNIVERSAL UNIVERSAL | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | PWR-C1-715WAC-P | 715W AC 80+ platinum Config 1 Power Supply | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-SPS-NONE | No Secondary Power Supply Selected | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | CAB-TA-NA | North America AC Type A Power Cable | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)
 BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-NW-E-24 | C9300 Network Essentials, 24-port license | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | No Response | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | STACK-T1-50CM | 50CM Type 1 Stacking Cable | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$41.99 | \$881.79 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$51.75 | \$1,086.75 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$48.94 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | CAB-SPWR-30CM | Catalyst Stack Power Cable 30 CM | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$39.89 | \$837.69 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$49.17 | \$1,032.57 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$46.49 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | C9300-SSD-NONE | No SSD Card Selected | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PWR-C1-BLANK | Config 1 Power Supply Blank | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300X-NM-BLANK | Catalyst 9300 Network Module Blank Module | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)
 BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-------------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-DNA-24Y-E | C9300 DNA Essentials, Term License | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300-DNA-L-E-5Y | DNA Essentials 5 Year License | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$428.32 | \$8,994.72 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$527.86 | \$11,085.06 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$499.15 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-NM-NONE | Catalyst 9300 No-Network Module Selection | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 21 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|-------------------------------|-----------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-12Y-E | Catalyst 9300X 12x25G Fiber Ports, modular uplink Switch | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$7,138.71 | \$7,138.71 | \$170.00 EACH - \$170.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$8,797.71 | \$8,797.71 | \$170.00 PER SWITCH | 100% |
| | | UNITI FIBER | | 58.63% | \$8,319.11 | No Response | \$99.40 | 100% |
| Current/ Example of Requested | CON-SW-C9300X12 | SNTC-NO RMA Catalyst 9300X 12x25G Fiber Ports, modul 1 Year | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$536.57 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | SC9300UK9-179 | Cisco Catalyst 9300 XE 17.9 UNIVERSAL UNIVERSAL | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | PWR-C1-715WAC-P | 715W AC 80+ platinum Config 1 Power Supply | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|--|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-SPS-NONE | No Secondary Power Supply Selected | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | CAB-TA-NA | North America AC Type A Power Cable | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|--|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-NW-E-12 | C9300 Network Essentials, 12-port license | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | STACK-T1-50CM | 50CM Type 1 Stacking Cable | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$41.99 | \$41.99 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$51.75 | \$51.75 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$48.94 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | CAB-SPWR-30CM | Catalyst Stack Power Cable 30 CM | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$39.89 | \$39.89 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$49.17 | \$49.17 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$46.49 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | C9300-SSD-NONE | No SSD Card Selected | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PWR-C1-BLANK | Config 1 Power Supply Blank | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300X-NM-BLANK | Catalyst 9300 Network Module Blank Module | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-------------------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-DNA-12Y-E | C9300 DNA Essentials, Term License | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300-DNA-L-E-5Y | DNA Essentials 5 Year License | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$428.32 | \$428.32 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$527.86 | \$527.86 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$499.15 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-NM-NONE | Catalyst 9300 No-Network Module Selection | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 1 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|----------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300X-NM-8Y= | Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28 | 22 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$1,070.81 | \$23,557.82 | \$170.00 EACH - \$3,740.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$1,319.66 | \$29,032.52 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$1,247.87 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | C9300-48H-E | Catalyst 9300 48-port UPoE+, Network Essentials | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$4,680.47 | \$1,301,170.66 | \$170.00 EACH - \$47,260.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$5,768.19 | \$1,603,556.82 | \$170.00 PER SWITCH | 100% |
| | | UNITI FIBER | | 58.63% | \$5,454.40 | No Response | \$99.40 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)
 BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | CON-SW-C930210L | SNTC-NO RMA Catalyst 9300 48-por 1 Year | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$352.06 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | C9300-NW-E-48 | C9300 Network Essentials, 48-port license | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | SC9300UK9-176 | Cisco Catalyst 9300 XE 17.6 UNIVERSAL UNIVERSAL | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | PWR-C1-1100WAC-P | 1100W AC 80+ platinum Config 1 Power Supply | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-SPS-NONE | No Secondary Power Supply Selected | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | CAB-C15-CBN | Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|-----------------------------------|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-SSD-NONE | No SSD Card Selected | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | STACK-T1-50CM | 50CM Type 1 Stacking Cable | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$41.99 | \$11,673.22 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$51.75 | \$14,386.50 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$48.94 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|----------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | CAB-SPWR-30CM | Catalyst Stack Power Cable 30 CM | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$39.89 | \$11,089.42 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$49.17 | \$13,669.26 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$46.49 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | NM-BLANK-T1 | Cisco Catalyst Type 1 Network Module Blank | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PWR-C1-BLANK | Config 1 Power Supply Blank | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9K-SMART-BUILDING | Smart Building Application Identifier | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|--------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-DNA-E-48 | C9300 DNA Essentials, 48-Port Term Licenses | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300-DNA-E-48-5Y | C9300 DNA Essentials, 48-Port, 5 Year Term License | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$785.26 | \$218,302.28 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$967.75 | \$269,034.50 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$915.10 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-NM-NONE | No Network Module Selected | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 278 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300-NM-2Y= | Catalyst 9300 2 x 25GE Network Module, spare | 60 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$1,118.86 | \$67,131.60 | | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$1,378.87 | \$82,732.20 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$1,303.86 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | C9300-NM-8X= | Catalyst 9300 8 x 10GE Network Module, spare | 108 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$1,110.50 | \$119,934.00 | | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$1,368.57 | \$147,805.56 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$1,294.12 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | STACK-T1-3M= | 3M Type 1 Stacking Cable | 63 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$159.98 | \$10,078.74 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$197.16 | \$12,421.08 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$186.44 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | CAB-SPWR-150CM= | Catalyst Stack Power Cable 150 CM Spare | 63 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$95.00 | \$5,985.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$117.08 | \$7,376.04 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$110.71 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | SFP-10/25G-LR-S= | 10/25GBASE-LR SFP28 Module | 159 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$984.84 | \$156,589.56 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 60.40% | \$1,098.58 | \$174,674.22 | \$0.00 | 100% |
| | | UNITI FIBER | | 62.90% | \$1,029.22 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | SFP-25G-AOC2M= | 25GBASE Active Optical SFP28 Cable, 2M | 26 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$202.69 | \$5,269.94 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$249.80 | \$6,494.80 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$236.21 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-24P-4G-E | Catalyst 9300L 24p PoE, Network Essentials ,4x1G Uplink | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$2,001.87 | \$746,697.51 | \$170.00 EACH - \$63,410.00 | 100% |
| | | KAM TECHNOLOGIES | | 60.40 % | \$2,233.07 | \$832,935.11 | \$170.00 PER SWITCH | 100% |
| | | UNITI FIBER | | 62.90% | \$2,092.09 | No Response | \$99.40 | 100% |
| Current/ Example of Requested | CON-SW-C9300L2E | SNTC-NO RMA Catalyst 9300L 24p PoE, Network Essentia | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$150.59 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-NW-E-24 | C9300L Network Essentials, 24-port license | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | PWR-C1-BLANK | Config 1 Power Supply Blank | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------------|--|-------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-STACK-BLANK | Catalyst 9300L Blank Stack Module | 746 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | FAN-T2 | Cisco Type 2 Fan Module | 1119 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PWR-C1-715WAC-P | 715W AC 80+ platinum Config 1 Power Supply | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-SPS-NONE | No Secondary Power Supply Selected | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | CAB-TA-NA | North America AC Type A Power Cable | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-SSD-NONE | No SSD Card Selected | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------------|--|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-DNA-E-24 | C9300L Cisco DNA Essentials, 24-port license | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-DNA-E-24-5Y | C9300L Cisco DNA Essentials, 24-port, 5 Year Term license | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$428.32 | \$159,763.36 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$527.86 | \$196,891.78 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$499.15 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | S9300LUK9-179 | Cisco Catalyst 9300L XE 17.9 UNIVERSAL | 373 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-48P-4G-E | Catalyst 9300L 48p PoE, Network Essentials ,4x1G Uplink | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$3,254.15 | \$146,436.75 | \$170.00 EACH - \$7,650.00 | 100% |
| | | KAM TECHNOLOGIES | | 60.40% | \$3,629.98 | \$163,349.10 | \$170.00 PER SWITCH | 100% |
| | | UNITI FIBER | | 62.90% | \$3,400.81 | No Response | \$99.40 | 100% |
| Current/ Example of Requested | CON-SW-C930G4EP | SNTC-NO RMA Catalyst 9300L 48p P | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 100% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$244.50 | No Response | \$0.00 | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|-----------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | S9300LUK9-179 | Cisco Catalyst 9300L XE 17.9 UNIVERSAL | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-NW-E-48 | C9300L Network Essentials, 48-port license | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PWR-C1-BLANK | Config 1 Power Supply Blank | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-STACK-BLANK | Catalyst 9300L Blank Stack Module | 90 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|------------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | FAN-T2 | Cisco Type 2 Fan Module | 135 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | PWR-C1-715WAC-P | 715W AC 80+ platinum Config 1 Power Supply | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|--|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-SPS-NONE | No Secondary Power Supply Selected | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | CAB-TA-NA | North America AC Type A Power Cable | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-SSD-NONE | No SSD Card Selected | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| Current/ Example of Requested | C9300L-DNA-E-48 | C9300L Cisco DNA Essentials, 48-port license | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|---------------------------|---|-----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | C9300L-DNA-E-48-5Y | C9300L Cisco DNA Essentials, 48-port, 5 Year Term license | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 64.5% | \$785.26 | \$35,336.70 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 56.25% | \$967.75 | \$43,548.75 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$915.10 | No Response | \$0.00 | 100% |
| Current/ Example of Requested | NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 45 | | | | | |
| | BIDDERS: | C SPIRE | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | KAM TECHNOLOGIES | | 0% | \$0.00 | \$0.00 | \$0.00 | 100% |
| | | UNITI FIBER | | 58.63% | \$0.00 | No Response | \$0.00 | N/A |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|-------------------------------|-----------------------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PAN-PA-3420 | Palo Alto Networks PA-3400 Series PA-3420 - Security appliance - 10 GigE, 5 GigE, 2.5 GigE, 25 Gigabit Ethernet - front to back airflow - 1U - rack-mountable | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$39,444.51 | \$78,889.02 | \$680.00 EACH - \$1,360.00 | 50% |
| | | KAM TECHNOLOGIES | | 14.50% | \$37,440.45 | \$74,880.90 | \$680.00 PER FIREWALL | 100% |
| | | UNITI FIBER | | 5.35% | \$41,447.24 | No Response | \$125.00/HOUR ESTIMATED 80 HOURS | 100% |
| Current/ Example of Requested | PAN-PA-3420-BND-CORESEC-3YR | PA-3420, Core Security Subscription Bund Product | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$79,870.86 | \$159,741.72 | \$0.00 | 27% |
| | | KAM TECHNOLOGIES | | 14.50% | \$75,812.85 | \$151,625.70 | \$0.00 | 100% |
| | | UNITI FIBER | | 5.35% | \$83,926.16 | No Response | \$0.00 | 0.0% |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|-------------------------------|-----------------------|---|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PAN-SVC-PREM-3420-3YR | Palo Alto Networks Premium Support - Extended service agreement - advance parts replacement - 3 years - | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$23,076.97 | \$46,153.94 | \$0.00 | 10% |
| | | KAM TECHNOLOGIES | | 11.50% | \$20,947.95 | \$41,895.90 | \$0.00 | 100% |
| | | UNITI FIBER | | 1.00% | \$23,433.30 | No Response | \$0.00 | 60% |
| Current/ Example of Requested | PAN-PA-5410-AC | Palo Alto Networks PA-5410 - Security appliance - 40 Gigabit LAN, 100 Gigabit Ethernet, 5 GigE, 2.5 GigE, 25 Gigabit LAN - front to back airflow - 2U | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$65,449.61 | \$130,899.22 | \$680.00 EACH - \$1,360.00 | 50% |
| | | KAM TECHNOLOGIES | | 14.50% | \$62,124.30 | \$124,248.60 | \$680.00 PER FIREWALL | 100% |
| | | UNITI FIBER | | 5.35% | \$68,772.69 | No Response | \$125.00/HOUR ESTIMATED 80 HOURS | 100% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | Model | Description | Quantity | Disc % off of List Price | Unit Cost (after discount) | Total Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
|--------------------------------------|------------------------------------|--|----------|--------------------------|----------------------------|-----------------------------|--|---------------------------|
| Current/ Example of Requested | PAN-PA-5410-BND-CORESEC-3YR | PA-5410, Core Security Subscription Bund Product | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$132,538.61 | \$265,077.22 | \$0.00 | 27% |
| | | KAM TECHNOLOGIES | | 14.50% | \$125,804.70 | \$251,609.40 | \$0.00 | 100% |
| | | UNITI FIBER | | 5.35% | \$139,268.01 | No Response | \$0.00 | 0% |
| Current/ Example of Requested | PAN-SVC-PREM-5410-3YR | Palo Alto Networks Premium Support - Extended service agreement - advance parts replacement - 3 years | 2 | | | | | |
| | BIDDERS: | C SPIRE | | 9.92% | \$38,256.88 | \$76,513.76 | \$0.00 | 10% |
| | | KAM TECHNOLOGIES | | 11.50% | \$34,727.40 | \$69,454.80 | \$0.00 | 100% |
| | | UNITI FIBER | | 1.00% | \$38,847.60 | No Response | \$0.00 | 60% |
| | | | | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)
BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

Percentage off of List for Any Equipment Not Listed Above: --- for Any Associated Manufacturer

BIDDERS: C SPIRE _____ 64.5%
KAM TECHNOLOGIES _____ 20.0%
UNITI FIBER _____ 58.63%

Maintenance:

BIDDERS: C SPIRE _____ 35%
KAM TECHNOLOGIES _____ 20.0%
UNITI FIBER _____ 31%

Please Specify any Exceptions where the Specified Percentage off List Would NOT Apply:

Hourly Rate for Configuration & Installation of Any Network Equipment Not Listed Above:

BIDDERS: C SPIRE _____ \$170.00 _____ Hourly
KAM TECHNOLOGIES _____ \$115.00 _____ Hourly
UNITI FIBER _____ \$105.00 _____ Hourly

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Additional Proposed Network Equipment and Components or equivalent, if any. Include Configuration, Installation & Training and Manufacturer Maintenance, as appropriate (attach additional pages if needed): | | | | | | |
|---|---------------------|--|---------------------------------|-----------------------------------|---|----------------------------------|
| | Model | Description | Disc % off of List Price | Unit Cost (after discount) | Cost of Configuration, Installation & Training, as appropriate | Specify % E-rate Eligible |
| BIDDER: KAM TECH | PWR-C1-715WAC-P= | 715W AC 80+ platinum Config 1 Power Supply Spare (Redundant) | 56.25% | \$646.89 | \$0.00 | 0% |
| BIDDER: UNITI FIBER | PWR-C1-715WAC-P= | Cisco Systems: 715W AC 80+ platinum Config 1 Power Supply Spare | 58.63% | \$611.70 | \$0.00 | 100% |
| BIDDER: KAM TECH | PWR-C1-1100WAC-P= | 1100W AC 80+ platinum Config 1 Power Supply Spare | 56.25% | \$983.27 | \$0.00 | 100% |
| BIDDER: KAM TECH | PWR-C1-1100WAC-P= | 1100W AC 80+ platinum Config 1 Power Supply Spare | 56.25% | \$983.27 | \$0.00 | 100% |
| BIDDER: UNITI FIBER | PWR-C1-1100WAC-P= | 1100W AC 80+ platinum Config 1 Power Supply Spare | 58.63% | \$929.78 | \$0.00 | 100% |
| BIDDER: UNITI FIBER | FG-3000F-BDL-950-36 | FortiGate-3000F Hardware plus 3 Year FortiCare Premium and FortiGuard Unified Threat Protection (UTP) (x2) | 51.50% | \$140,581.76 | \$125.00/hour Estimated 80 hours | 51% |
| BIDDER: UNITI FIBER | FG-3000F-BDL-809-36 | FORTIGATE-3000F HARDWARE PLUS 3 YEAR HARDWARE PLUS FORTICARE PREMIUM AND FORTIGUARD ENTERPRISE PROTECTION (X2) | 51.50% | \$160,988.79 | \$125.00/hour Estimated 80 hours | 44% |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

(Group I – Continued) Patch Cords, Cables, & Connectors:

| | Model | Description | Product Manufacturer | Unit Cost | Specify % E-rate Eligible |
|--|-------------------|---|-----------------------------|------------------|----------------------------------|
| Current/ Example of Requested | | LC to ST Fiber Jumpers, SM, Duplex, 3mtr | | | |
| BIDDERS: C SPIRE | LCST-01203 | | CWC | \$8.99 | 100% |
| KAM TECH | JMUSU5EAB003.0MBS | 3.0 Meter, SINGLEMODE OS2 LC DUPLEX (UPC) to ST DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, YELLOW jumper cable | Approved Networks | \$25.74 | 100% |
| New | | | | | |
| UNITI FIBER | N368-03M | LC to ST Fiber Jumpers, MM, Duplex, 3mtr | TRIPPLITE | \$19.01 | 100% |
| Current/ Example of Requested | | ST to ST coupler for Single mode | | | |
| BIDDERS: C SPIRE | 31F2-TT400 | | CWC | \$3.00 | 100% |
| KAM TECH | Coupler | ST/ST Simplex Adapter with Metal Housing, Fiber Optic Coupler | Approved Networks | \$3.08 | 100% |
| UNITI FIBER | N456-000 | | TRIPPLITE | \$6.58 | 100% |
| | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| | | | | | |
|--|-------------------|---|-------------------|---------|------|
| Current/ Example of Requested | | ST to SC single mode duplex patch cord, 1 meter | | | |
| BIDDERS: C SPIRE | SCST-01203 | | CWC | \$8.50 | 100% |
| KAM TECH | JQUSU5EAB001.0MBS | 1.0 Meter, SINGLEMODE OS2 SC DUPLEX (UPC) to ST DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, YELLOW jumper cable | Approved Networks | \$22.91 | 100% |
| UNITI FIBER | N354-01M | | TRIPPLITE | \$16.38 | 100% |
| Current/ Example of Requested | | ST to LC multimode duplex patch cord, 1 meter | | | |
| BIDDERS: C SPIRE | LCST-01201 | | CWC | \$7.99 | 100% |
| KAM TECH | JMUSU3EAB001.0MAS | 1.0 Meter, MULTIMODE OM3 LC DUPLEX (UPC) to ST DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, AQUA jumper cable | Approved Networks | \$18.72 | 100% |
| UNITI FIBER | N318-01M | | TRIPPLITE | \$11.10 | 100% |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| | Model | Description | Product Manufacturer | Unit Cost | Specify % E-rate Eligible |
|--|-------------------|--|-----------------------------|------------------|----------------------------------|
| Current/ Example of Requested | | ST to SC multimode duplex patch cord, 3 meter | | | |
| BIDDERS: C SPIRE | STST-11103 | | CWC | \$12.00 | 100% |
| KAM TECH | JQUSU3EAB003.0MAS | 3.0 Meter, MULTIMODE OM3 SC DUPLEX (UPC) to ST DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, AQUA jumper cable | Approved Networks | \$21.92 | 100% |
| UNITI FIBER | N304-010 | | TRIPPLITE | \$19.01 | 100% |
| Current/ Example of Requested | | ST to LC multimode duplex patch cord, 3 meter | | | |
| BIDDERS: C SPIRE | LCST-11003 | | CWC | \$12.75 | 100% |
| KAM TECH | JMUSU3EAB003.0MAS | 3.0 Meter, MULTIMODE OM3 LC DUPLEX (UPC) to ST DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, AQUA jumper cable | Approved Networks | \$20.03 | 100% |
| UNITI FIBER | N318-03M | | TRIPPLITE | \$12.42 | 100% |
| | | | | | |
| | | | | | |

BID RESPONSE FORM - PRICE PROPOSAL – NETWORK EQUIPMENT & INSTALLATION SERVICES - AS NEEDED BASIS

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: FEBURARY 27, 2024 @ 10:00 AM (Central)

BID NUMBER: 24-06

| Current/ Example of Requested | | Duplex SC-LC MM 62.5 10Mtr Cord | | | |
|--|-------------------|---|-------------------|---------|------|
| BIDDERS: C SPIRE | L CSC-11110 | | CWC | \$18.00 | 100% |
| KAM TECH | JMUQU3EAB010.0MAS | 10.0 Meter, MULTIMODE OM3 LC DUPLEX (UPC) to SC DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, AQUA jumper cable | Approved Networks | \$25.47 | 100% |
| UNITI FIBER | N316-10M | | TRIPPLITE | \$17.92 | 100% |
| Current/ Example of Requested | | Duplex LC-LC MM62.5 10Mtr Cord | | | |
| BIDDERS: C SPIRE | LC LG11103 | | CWC | \$12.00 | 100% |
| KAM TECH | JMUMU3EAB010.0MAS | 10.0 Meter, MULTIMODE OM3 LC DUPLEX (UPC) to LC DUPLEX (UPC), A-B FIXED, INDOOR, RISER rated, AQUA jumper cable | Approved Networks | \$18.18 | 100% |
| UNITI FIBER | N320-10M | | TRIPPLITE | \$17.92 | 100% |
| | | | | | |

(Cont'd) - Percentage off of List for Any Patch Cords Not Listed (Include Product Manufacturer):

BIDDERS: C SPIRE _____ 40% _____
 KAM TECHNOLOGIES _____ 20% Approved Networks _____
 UNITI FIBER _____ 5% _____

Additional Proposed Patch Cords & Connectors, if any (attach additional pages if needed):

**The bid from KAM Technologies is rejected. The bid states that vendor must have been in continuous business for a minimum of five (5) years. KAM Technologies has only been in business for three (3) years.

**The bid from Uniti Fiber is considered non-responsive due to not accurately using the provided pricing sheet. They did not provide the Total Cost (after discount).