

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	MG41E-HW	Meraki MG41 Cellular Gateway External Antennas	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	MA-ANT-C1-A	Meraki MG21E Dipole Antenna (1 pair)	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	MA-ANT-C1-B	Meraki MG21E Patch Antenna	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG21-ENT-1Y	Meraki MG21 Enterprise License and Support, 1Y	%	\$	\$	%
New			%	\$	\$	

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	LIC-MG21-ENT-3Y	Meraki MG21 Enterprise License and Support, 3Y	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG21-ENT-5Y	Meraki MG21 Enterprise License and Support, 5Y	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG21-ENT-7Y	Meraki MG21 Enterprise License and Support, 7Y	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG21-ENT-10Y	Meraki MG21 Enterprise License and Support, 10Y	%	\$	\$	%
New			%	\$	\$	

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	LIC-MG41-ENT-1Y	Meraki MG41 Enterprise License and Support, 1YR	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG41-ENT-3Y	Meraki MG41 Enterprise License and Support, 3YR	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG41-ENT-5Y	Meraki MG41 Enterprise License and Support, 5YR	%	\$	\$	%
New			%	\$	\$	
Current/ Example of Requested	LIC-MG41-ENT-7Y	Meraki MG41 Enterprise License and Support, 7YR	%	\$	\$	%
New			%	\$	\$	

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	LIC-MG41-ENT-10Y	Meraki MG41 Enterprise License and Support, 10YR	%	\$	\$	%
New			%	\$	\$	

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Group I - Percentage off of List for Any Equipment Not Listed Above: _____ % --- for Any Associated Manufacturer Maintenance: _____ %

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: \$ _____ Hourly

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
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%

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Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E- rate Eligible
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%

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(Group I - Continued) Patch Cords, Cables, & Connectors: The items listed below are currently installed throughout the Customer's sites or an example of the types of items being sought. The Customer is requesting bids FOR EQUIVALENT "OR EQUIVALENT" items that provide the same function as those listed below (All manufacturers/ models will be considered.)

	Model	Description	Product Manufacturer	Unit Cost	Specify % E-rate Eligible
Current/ Example of Requested		LC to ST Fiber Jumpers, SM, Duplex, 3mtr			
New				\$	%
Current/ Example of Requested		ST to ST coupler for Single mode			
New				\$	%
Current/ Example of Requested		ST to SC single mode duplex patch cord, 1 meter			
New				\$	%
Current/ Example of Requested		ST to LC multimode duplex patch cord, 1 meter			
New				\$	%

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	Model	Description	Product Manufacturer	Unit Cost	Specify % E-rate Eligible
Current/ Example of Requested		ST to SC multimode duplex patch cord, 3 meter			
New				\$	%
Current/ Example of Requested		ST to LC multimode duplex patch cord, 3 meter			
New				\$	%
Current/ Example of Requested		Duplex SC-LC MM 62.5 10Mtr Cord			
New				\$	%
Current/ Example of Requested		Duplex LC-LC MM62.5 10Mtr Cord			
New				\$	%

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Group I (Cont'd) - Percentage off of List for Any Patch Cords Not Listed (Include Product Manufacturer): _____ %					
Additional Proposed Patch Cords & Connectors, if any (attach additional pages if needed):					
Model	Description	Product Manufacturer	Unit Cost	Specify % E-rate Eligible	
			\$	%	
			\$	%	
			\$	%	
			\$	%	
			\$	%	
			\$	%	
			\$	%	

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Model	Description	Product Manufacturer	Unit Cost	Specify % E-rate Eligible
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%
			\$	%

Group II. Network Video or Other Equipment, Components, and Associated Services:

The equipment listed below is currently installed throughout the Customer's sites or is an example of the types of equipment requested. The Customer is requesting bids FOR EQUIVALENT "or equivalent", with all associated components necessary for operation of equipment (even if not listed), that provides the same function as those listed below (All manufacturers/models will be considered).

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-DESKPRO-K9	Cisco Webex Desk Pro	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SSSNT-CS0YK9DE	Cisco Webex Desk Pro SOLN SUPP 8X5XNBD	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-PWR-CUBE-7-	Power transformer for the Desk Pro series	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CAB-USBC-1.8M-	USB C - USB C Cable, 1.8 meters long	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-2HDMI-1.5M-GR-	1.5m GREY HDMI 2.0	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-DESKPRO-STYLUS-	Cisco Webex Desk Pro Stylus	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-ETH-3M-GR-	CAB 3m GREY ETHERNET	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-DESKPRO-STAND-	Desk Stand & Connector Cover for Webex Desk Pro Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-DESKPRO-FG-	Fabric Speaker Grille for Webex Desk Pro Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-DESK-K9	Cisco Webex Desk - First Light (White)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SSSNT-CS9NK9DE	Cisco Webex Desk - First Light SOLN SUPP 8X5XNBD	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-USBC-1.8M-	USB C - USB C Cable, 1.8 meters long	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-ETH-3M-GR-	CAB 3m GREY ETHERNET	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-DESK-FG-	Fabric Speaker Grille for Webex Desk Series	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-DESK-STAND-	Desk Stand for Webex Desk Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PSU-12VDC-70W-GR-	Powersupply - AC/DC, 12V, 6.25A, grey	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-DESKMINI-K9	Cisco Webex Desk Mini	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SSSNT-CS7VK9DE	Cisco Webex Desk Mini SOLN SUPP 8X5XNBD	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-USBC-1.8M-	USB C - USB C Cable, 1.8 meters long	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BAR-T-K9	Cisco Webex Room Bar w/Table Stand Navigator	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CSTBARGT	SNTC-8X5XNBD Cisco Webex Room Bar w/Table Stand Navig	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-2HDMI-1.5M-GR-	1.5m GREY HDMI 2.0	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-ETH-5M-GR-	CAB (16,4 feet / 5m) GREY ETHERNET	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PSU-12VDC-86W-	Powersupply - AC/DC, 12.3V, 7A, grey	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-KITMIN-CAM-COV-	Camera cover for Room Kit Mini	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BAR-MOUNT-KIT-	Mounting Kit for Cisco Webex Room Bar	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-T10-TS-G-	Webex Room Navigator - Table stand version BASE PID GREY	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-DV10-8M-	8 meter flat grey Ethernet cable for Touch 10	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-MIC-TABLE-J=	Cisco Table Microphone with Jack plug spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CSSHEJMI	Cisco Table Microphone with Jack plug SNTC-8X5XNBD	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-KIT-K9	Room Kit with integrated microphone, speakers and Navigator	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS6EK9KI	Room Kit with integrated microphone, speakers and Navigator	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-2HDMI-1.5M-GR-	1.5m GREY HDMI 2.0	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-ETH-5M-GR-	CAB (16,4 feet / 5m) GREY ETHERNET	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PSU-12VDC-70W-GR-	Powersupply - AC/DC, 12V, 6.25A, grey	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-KIT-WMK-	Wall Mount for Cisco Spark Kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-KIT-SMK-	Screen Mount for Cisco Spark Kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-DV10-8M-	8 meter flat grey Ethernet cable for Touch 10	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-POE-INJ+	Touch PoE power injector	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-T10-TS+	Cisco Webex Room Navigator - Table stand version	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-KITPLUS-K9	Room Kit Plus w/Codec Plus, Quad Camera and Room Navigator	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS7ZK9KI	Room Kit Plus w/Codec Plus, Quad Camera and Room Navigator S	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-QUADCAM+	Cisco Quad Camera	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PSU-12VDC-70W-GR+	Powersupply - AC/DC, 12V, 6.25A, grey	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	BRKT-QCAM-WMK-	Wall mounting bracket for Quad Camera	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-DV10-8M+	Network cable (ethernet) 8 meter	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-CODEC-PLUS+	Cisco Webex Codec Plus	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-T10-TS+	Cisco Webex Room Navigator - Table stand version	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-KITPRO-K9	Room Kit Pro - Codec, Quad Cam, Room Navigator - GPL	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS0CK9KI	Room Kit Pro - Codec, Quad Cam, Room Navigator - GPL SNTC-8X	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-CODEC-PRO+	Codec Pro for Auto Expand	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-QUADCAM+	Cisco Quad Camera	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PSU-12VDC-70W-GR+	Powersupply - AC/DC, 12V, 6.25A, grey	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	BRKT-QCAM-WMK-	Wall mounting bracket for Quad Camera	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CAB-DV10-8M+	Network cable (ethernet) 8 meter	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-CPRO-ANT+	Antennas for Codec Pro	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-T10-TS+	Cisco Webex Room Navigator - Table stand version	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-B	Power Cord for United States of America 2m 10A	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-CPRO-RACKEARS	Rackears for Cisco Spark Codec Pro	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTS-MIC-CLNG-G2=	Cisco Ceiling Microphone Gen 2 stand alone kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CT2CG2SM	Cisco TelePresence Ceiling Microphone Generation 2 SNTC-8X5X	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTS-MIC-CLNG-DNG-	Ceiling Mic. dongles, RJ45-Euroblock and RJ45-MiniJack	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CTS-MIC-CLNG-ELM-	Microphone element for Ceiling Microphone	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTS-MIC-CLNG-PLT-	Ceiling Microphone parts - Top and Back plates	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTS-MIC-CLNG-WRK-	Ceiling Microphone parts - Ceiling mounting wire kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTS-MIC-CLNG2	Cisco Ceiling Microphone unit BOM	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-CAM-PTZ4K=	Pan-Tilt-Zoom 4K 20x Camera	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS1F4KCA	Pan-Tilt-Zoom 4K 20x camera SNTC-8X5XNBD	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-PTZ4K-BRKT=	Bracket for wall mounting of PTZ 4K camera (Spare)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-PTZ4K-CLNGMNT=	Bracket for ceiling mounting of PTZ 4K camera (Spare)	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PSU-12VDC-40W2=	Power Supply 12 VDC 40W	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-F=	Power Cord for United States of America 4.5m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-T10-TS-K9=	Cisco Webex Room Navigator - Table stand version - Spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS6MK9T1	Cisco Webex Room Navigator - Table stand version SNTC-8X5XNB	%	\$	\$	%
New			%	\$	\$	%

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Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-T10-WM-K9=	Cisco Webex Room Navigator - Wall mount version	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS7NK9T1	Cisco Webex Room Navigator - Wall mount version SNTC-8X5XNBD	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRD55P-K9	Cisco Webex Board Pro 55	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS5PK9BR	Cisco Webex Board Pro 55 SNTC-8X5XNBD	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-BRD5SP-WMK	Cisco Webex Board Pro 55 Wall Mount Kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-F	Power Cord for United States of America 4.5m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRDP-ACTSTYL+	Cisco Webex Board Pro Active Stylus	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRDP-LFTHNDL-	Webex Board Pro Lifting Handles	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-BRD55P-FS=	Cisco Webex Board Pro 55 Floor stand - Spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRD55P-WUK=	Cisco Webex Board Pro 55 Wheel Upgrade Kit - Spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRD75P-K9	Cisco Webex Board Pro 75	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CS5ZK9BR	Cisco Webex Board Pro 75 SNTC-8X5XNBD	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-BRD75P-WMK	Cisco Webex Board Pro 75 Wall Mount Kit	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-CORD-USA-F	Power Cord for United States of America 4.5m 10A	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRDP-ACTSTYL+	Cisco Webex Board Pro Active Stylus	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRDP-LFTHNDL-	Webex Board Pro Lifting Handles	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CS-BRD75P-FS=	Cisco Webex Board Pro 75 Floor stand - Spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CS-BRD75P-WUK=	Cisco Webex Board Pro 75 Wheel Upgrade Kit - Spare	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CTI-CMS1KM52BUN-K9	CMS 1000 M5v2 Server bundle	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	R-HMN-K9	Spark Hybrid Media Node support	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CTI-CMS-1K-MSV2-K9	CMS 1000 M5v2 Server	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNT-CTICMSM5	SNTC-8XSXNBD CMS 1000 M5 Server	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CIT3-RAID-M5	Cisco 12G Modular RAID controller with 2GB cache	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CIT3-PSU1-770W	770W AC Hot-Plug Power Supply for 1U C-Series Rack Server	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CIT3-CPU-I6240	Intel 6240 2.6GHz/150W 18C/24.75MB DCP DDR4 2933 MHz	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CIT3-MR-X16G1RT-H	16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CIT3-SD960G61X-EV	960GB 2.5 inch Enterprise Value 6G SATA SSD	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CIT3-TPM2-002	Trusted Platform Module 2.0 for UCS servers	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	BE6/7K-VIRTENH-7X	Cisco BE Embedded Virt. Enhanced 7x, BE6K/7K/CMS1K only	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-ECMU-BE67KVHX	SWSS UPGRADES Cisco BE Embedded Virt. Enhanced 7x, BE6	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CMS1K-SW-HMN	Cisco Meeting server 1000 HMN sw preload	%	\$	\$	%

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

Group II - Percentage off of List for Any Equipment Not Listed Above: _____% --- for Any Associated Manufacturer Maintenance: _____%

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: \$ _____ Hourly

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
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%

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

	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E- rate Eligible
			%	\$	\$	%
	Associated Manufacturer Maintenance		%	\$	\$	%
			%	\$	\$	%
	Associated Manufacturer Maintenance		%	\$	\$	%
			%	\$	\$	%
	Associated Manufacturer Maintenance		%	\$	\$	%
			%	\$	\$	%
	Associated Manufacturer Maintenance		%	\$	\$	%
			%	\$	\$	%
	Associated Manufacturer Maintenance		%	\$	\$	%

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

Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E- rate Eligible
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%
		%	\$	\$	%
Associated Manufacturer Maintenance		%	\$	\$	%

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

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS)

BID OPENING DATE & TIME: NOVEMBER X, 2022 @ X:00 AM (Central)

BID NUMBER: XX-XXX

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

Group III. IP Communications Equipment, Components, and Associated Services:

The equipment listed below is currently installed throughout the Customer's sites or is an example of the types of equipment requested. The Customer is requesting bids FOR EQUIVALENT "OR EQUIVALENT" EQUIPMENT, with all associated components necessary for operation of equipment (even if not listed), that provides the same function as those listed below (All manufacturers/models will be considered).

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8832-K9	Cisco 8832 in Charcoal with accessories for North America	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8841-K9=	Cisco IP Phone 8841	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8811-K9=	Cisco IP Phone 8811 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8845-K9=	Cisco IP Phone 8845	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8851-K9=	Cisco IP Phone 8851	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8861-K9=	Cisco IP Phone 8861	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8865-K9=	Cisco IP Phone 8865	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8875-L-K9=	Cisco Video Phone 8875, First Light White	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8821-K9=	Cisco Unified Wireless IP Phone 8821, World Mode Spare only	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-A-KEM=	8800 Series Audio KEM, 28 Button	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-WMK=	Wall Mount Kit for Cisco IP Phone 8800 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-V-KEM=	8800 Series Video KEM, 28 Button	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-7811-K9=	Cisco UC Phone 7811	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7821-K9=	Cisco UC Phone 7821	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7841-K9=	Cisco UC Phone 7841	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7861-K9=	Cisco UC Phone 7861	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-7832-K9=	Cisco 7832 IP Conference Station	%	\$	\$	%
Current/ Example of Requested	ISR4431-V/K9	Cisco ISR 4431 UC Bundle, PVD4-64, UC License	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNTP-ISR4431V	SNTC-24X7X4 Cisco ISR 4431 UC Bu	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-4400-4GU8G	4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4400	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-4430-AC	AC Power Supply for Cisco ISR 4430	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-4430-AC/2	AC Power Supply (Secondary PS) for Cisco ISR 4430	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SL-44-IPB-K9	IP Base License for Cisco ISR 4400 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SL-44-UC-K9	Unified Communication License for Cisco ISR 4400 Series	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	MEM-FLSH-8G	8G eUSB Flash Memory for Cisco ISR 4430	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SISR4400UK9-173	Cisco ISR 4400 Series IOS XE Universal	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PVDM4-64	64-channel DSP module	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	ISR4331-VSEC/K9	Cisco ISR 4331 Bundle w/UC & Sec Lic, PVDM4-32	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SSSNC-ISR431VE	SOLN SUPP NCDCisco ISR 4331 Bundle with UC Sec Lic	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SL-4330-IPB-K9	IP Base License for Cisco ISR 4330 Series	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	SL-4330-UC-K9	Unified Communication License for Cisco ISR 4330 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PWR-4330-AC	AC Power Supply for Cisco ISR 4330	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SL-4330-SEC-K9	Security License for Cisco ISR 4330 Series	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	MEM-FLSH-4G	4G Flash Memory for Cisco ISR 4300 (Soldered on motherboard)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	PVDM4-32	32-channel DSP module	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-43-4G	4G DRAM (1 x 4G) for Cisco ISR 4300	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	SM-S-BLANK	Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SISR4300UK9-173	Cisco ISR 4300 Series IOS XE Universal	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8200-1N-4T	Cisco Catalyst C8200-1N-4T Router	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SSSNT-C82001N4	SOLN SUPP 8X5XNBD Cisco Catalyst C8200	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	MEM-C8200-8GB	Cisco Catalyst 8200 Edge 8GB memory	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - IRU	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	C8200-RM-19-1R	Cisco Catalyst 8200 Rack mount kit - 19" 1R	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8200-PIM-BLANK	Cisco Catalyst 8200 Edge PIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	IOSXE-AUTO-MODE	IOS XE Autonomous boot up mode for Unified image	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	SC8KBEUK9-174	UNIVERSAL	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNA-P-T1-A-3Y	Cisco DNA Advantage On-Prem Lic 3Y - upto 200M (Aggr, 400M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SVS-PDNA-T1-A3Y	Solution Support for SW - DNA Advantage OnPrem Lic, T1, 3Y	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	DSTACK-T1-A	Cisco DNA Advantage Stack - upto 200M (Aggr, 400M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NWSTACK-T1-A	Cisco Network Advantage Stack - upto 200M (Aggr, 400M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-Rate Eligible
Current/ Example of Requested	C8200-NIM-BLANK	Cisco Catalyst 8200 Edge NIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-1N1S-4T2X	Cisco Catalyst C8300-1N1S-4T2X Router	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNTP-C8304T2X	SNTC-24X7X4 Cisco Catalyst C8300	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	IOSXE-AUTO-MODE	IOS XE Autonomous boot up mode for Unified image	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SC8KBEUK9-173	UNIVERSAL	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CCI-250WAC	Cisco C8300 1RU 250W AC Power supply	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNA-P-T0-A-3Y	Cisco DNA Advantage On-Prem Lic 3Y - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-Rate Eligible
Current/ Example of Requested	DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	C8300-NIM-BLANK	Cisco Catalyst 8300 Edge NIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-1N1S-6T	Cisco Catalyst C8300-1N1S-6T Router	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNTP-C830IN6T	SNTC-24X7X4 Cisco Catalyst C8300	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	IOSXE-AUTO-MODE	IOS XE Autonomous boot up mode for Unified image	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SC8KBEUK9-173	UNIVERSAL	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	PWR-CC1-250WAC	Cisco C8300 IRU 250W AC Power supply	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNA-P-T0-A-3Y	Cisco DNA Advantage On-Prem Lic 3Y - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	C8300-NIM-BLANK	Cisco Catalyst 8300 Edge NIM Blank	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-2FXO=	2-port Network Interface Module - FXO (Universal)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-4FXO=	4-port Network Interface Module - FXO (Universal)	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-2FXSP=	2-Port Network Interface Module - FXS, FXS-E and DID	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	NIM-4FXSP=	4-Port Network Interface Module - FXS, FXS-E and DID	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	NIM-2FXS/4FXOP=	2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SM-X-8FXS/12FXO=	Fixed Port High Density Analog Voice ServiceModule for ISR4K	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	SM-X-16FXS/2FXO=	High Density Analog Voice Module for ISR4K - 16FXS and 2FXO	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8832-K10	Cisco 8832 in Charcoal with accessories for North America	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8841-K9=	Cisco IP Phone 8842	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8811-K9=	Cisco IP Phone 8811 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8845-K9=	Cisco IP Phone 8845	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8851-K9=	Cisco IP Phone 8851	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8861-K9=	Cisco IP Phone 8861	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8865-K9=	Cisco IP Phone 8865	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8875-L-K9=	Cisco Video Phone 8875, First Light White	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-8821-K9=	Cisco Unified Wireless IP Phone 8821, World Mode Spare only	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-A-KEM=	8801 Series Audio KEM, 28 Button	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-WMK=	Wall Mount Kit for Cisco IP Phone 8800 Series	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-8800-V-KEM=	8801 Series Video KEM, 28 Button	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-7811-K9=	Cisco UC Phone 7811	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7821-K9=	Cisco UC Phone 7821	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7841-K9=	Cisco UC Phone 7841	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CP-7861-K9=	Cisco UC Phone 7861	%	\$	\$	%
New			%	\$	\$	%

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

Current/ Example of Requested	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % E-rate Eligible
Current/ Example of Requested	CP-7832-K9=	Cisco 7832 IP Conference Station	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	ISR4431-V/K10	Cisco ISR 4431 UC Bundle, PVDMA4-64, UC License	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	CON-SNTP-ISR4431V	SNTC-24X7X4 Cisco ISR 4431 UC Bu	%	\$	\$	%
New			%	\$	\$	%
Current/ Example of Requested	MEM-4400-4GU8G	4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4401	%	\$	\$	%
New			%	\$	\$	%