

BID 23-0171-6 PURCHASE OF CISCO HARDWARE AND SOFTWARE PRODUCTS FOR CHATHAM COUNTY
BID DUE: DECEMBER 8, 2023 @ 2PM

***Disys Solutions, Inc.**
Ashburn, VA

NTT America, Inc.
McLean, VA

AiOS Group
Canton, GA

****Liam Moore Associates, LLC**
Houston, MI

****SHI International Corp.**
Somerset, NJ

CISCO SOFTWARE FIVE (5) YEAR ENTERPRISE AGREEMENT - NO SUBSTITUTIONS															
ITEM NO.	PART NUMBER	DESCRIPTION	MFR.	QTY.	U/M	MONTHLY UNIT PRICE	FIVE YEAR TOTAL	MONTHLY UNIT PRICE	FIVE YEAR TOTAL	MONTHLY UNIT PRICE	FIVE YEAR TOTAL	MONTHLY UNIT PRICE	FIVE YEAR TOTAL	MONTHLY UNIT PRICE	FIVE YEAR TOTAL
1	A-FLEX-3	Collaboration Flex Plan 3.0	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
2	SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
3	A-FLEX-EA-SUITE	Webex Suite EA Cloud Meetings- EA Cloud Calling and EventsSk	Cisco	1,200	EA	\$ 9.75	\$ 702,000.00	\$ 10.89	\$ 784,080.00	\$ 11.75	\$ 846,000.00	\$ 85.00	\$ 6,120,000.00		\$ -
4	A-AUD-VOIP	Included VoIP (1)	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
5	A-AUD-EDGEAUD-USER	Webex Edge Audio (1)	Cisco	1,200	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
6	A-AUD-TOLLDIALIN	Meetings Toll Dial-In Audio (1)	Cisco	1,200	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
7	A-AUD-OC1-EA	Outbound Calling Plan - Committed Enterprise Agreement User	Cisco	1,500	EA	fixed cost	\$ 225,000.00	fixed cost	\$ 225,000.00	fixed cost	\$ 225,000.00	fixed cost	\$ 225,000.00	fixed cost	\$ 225,000.00
8	A-AUD-OC1-U	Outbound Calling Plan- Uncommitted Usage Overage	Cisco	1	EA	fixed cost	\$3.50/User/Month	fixed cost	\$3.50/User/Month	fixed cost	\$3.50/User/Month	fixed cost	\$3.50/User/Month	fixed cost	\$3.50/User/Month
9	A-AUD-U-TN	Telephone number (TN) for Local Number-Uncommitted	Cisco	1	EA	fixed cost	\$.03/DID/day	fixed cost	\$.03/DID/day	fixed cost	\$.03/DID/day	fixed cost	\$.03/DID/day	fixed cost	\$.03/DID/day
10	A-AUD-PSTN-INT	International Metered Calling for Local	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
11	A-AUD-U-TN-NL	Telephone number (TN) for Non Local Number-Uncommitted	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
12	A-AUD-PSTN-INT-NL	International Metered Calling for Non Local	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
13	A-FLEX-C-PRO	Webex Calling Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
14	A-FLEX-CL-CA	Webex Calling Common Area Entitlement	Cisco	600	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
15	A-FLEX-LGW-CUBE	CUBE for Webex Calling (2)	Cisco	600	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
16	A-FLEX-P-CALL	Prem to Webex Calling / UCM Cloud	Cisco	1,200	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
17	A-FLEX-C-DEV-ENT	Cloud Device Registration Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
18	A-FLEX-MSUITE-ENT	Cloud Meetings Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
19	A-FLEX-MSG-ENT	Messaging Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
20	A-FLEX-FILESTG-ENT	File Storage Entitlement	Cisco	28,800	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
21	A-FLEX-PROPAC-ENT	Pro Pack for Cisco Control Hub Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
22	A-EVENTS-ENT	Webex Webinars 5000 Entitlement	Cisco	1,380	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
23	A-FLEX-CONT-MGMT	Cloud Content Management	Cisco	1	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
24	A-EVENTS-PLF-ENT	Webex Events (formerly Socio) Suite EA Entitlement Flex 3.0	Cisco	1,200	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
25	A-EVTS-PLF-EXT-ENT	Webex Events (formerly Socio) Suite EA 5X KW External Count	Cisco	6,000	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
26	A-EVTS-PLM-ENT	Webex Events (formerly Socio) Suite EA Provisioning Flex 3.0	Cisco	1,200	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
27	A-FLEX-ERC	Emergency Response Center Call fee per location search US	Cisco	1	EA	fixed cost	\$43/Transaction	fixed cost	\$43/Transaction	fixed cost	\$43/Transaction	fixed cost	\$43/Transaction	fixed cost	\$43/Transaction
						Subtotal (Software)	\$ 927,000.00	Subtotal (Software)	\$ 1,009,080.00	Subtotal (Software)	\$ 1,071,000.00	Subtotal (Software)	\$ 6,345,000.00	Subtotal (Software)	\$ 225,000.00
ONE-TIME PURCHASE OF CISCO HARDWARE - NO SUBSTITUTIONS															
ITEM NO.	PART NUMBER	DESCRIPTION	MFR.	QTY.	U/M	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
28	ATA191-3PW-K9	191 Analog Telephone Adapter for MPP	Cisco	22	EA	\$ 89.00	\$ 1,958.00	\$ 91.95	\$ 2,022.90	\$ 92.69	\$ 2,039.18	\$ 210.00	\$ 4,620.00		\$ -
29	ATA191-CLIP-NA	Power Clip for ATA191 and ATA192, North America	Cisco	22	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
30	VG400-8FXS	Cisco VG400 Analog Voice Gateway	Cisco	47	EA	\$ 1,850.00	\$ 86,950.00	\$ 2,189.35	\$ 102,899.45	\$ 2,906.15	\$ 136,589.05	\$ 190.00	\$ 8,930.00		\$ -
31	FL-VG4XX-CC	Cloud Calling license for Cisco VG4xx Series	Cisco	47	EA	\$ 165.00	\$ 7,755.00	\$ 252.77	\$ 11,880.19	\$ 254.54	\$ 11,963.38	\$ 180.00	\$ 8,460.00		\$ -
32	SL-VG400-UC-K9	Unified Communication License for VG400 Series	Cisco	47	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
33	SL-VG400-SEC-K9	Unified Communication Security License for Cisco VG400	Cisco	47	EA	\$ 140.00	\$ 6,580.00	\$ 216.34	\$ 10,167.98	\$ 217.85	\$ 10,238.95	\$ 175.00	\$ 8,225.00		\$ -
34	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	Cisco	47	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
35	PWR-VG400-AC	AC Power Supply for Cisco VG400	Cisco	47	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
36	ACS-4220-RM-19	19 inch rack mount kit for Cisco ISR 4220 & VG400	Cisco	47	EA	\$ 54.00	\$ 2,538.00	\$ 83.05	\$ 3,903.35	\$ 83.63	\$ 3,930.61	\$ 125.00	\$ 5,875.00		\$ -
37	SVG400UK9-176	Cisco VG400 Series IOS XE Universal Image	Cisco	47	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
38	CP-7841-3PCC-K9=	Cisco IP Phone 7841 with Multiplatform Phone firmware	Cisco	1,000	EA	\$ 126.00	\$ 126,000.00	\$ 130.39	\$ 130,390.00	\$ 131.30	\$ 131,300.00	\$ 50.00	\$ 50,000.00		\$ -
39	CP-8841-3PCC-K9=	CISCO IP Phone 8841 with Multiplatform Phone firmware	Cisco	350	EA	\$ 177.00	\$ 61,950.00	\$ 182.54	\$ 63,889.00	\$ 183.83	\$ 64,340.50	\$ 100.00	\$ 35,000.00		\$ -

BID 23-0171-6 PURCHASE OF CISCO HARDWARE AND SOFTWARE PRODUCTS FOR CHATHAM COUNTY
BID DUE: DECEMBER 8, 2023 @ 2PM

						*Disys Solutions, Inc. Ashburn, VA		NTT America, Inc. McLean, VA		AiOS Group Canton, GA		**Liam Moore Associates, LLC Houston, MI		**SHI International Corp. Somerset, NJ	
40	CP-8845-3PCC-K9=	Cisco IP Phone 8845 with MPP Firmware	Cisco	150	EA	\$ 201.00	\$ 30,150.00	\$ 207.08	\$ 31,062.00	\$ 208.53	\$ 31,279.50	\$ 100.00	\$ 15,000.00		\$ -
41	CP-8832-3PCC-K9	Cisco 8832 for North America, charcoal, with accessories	Cisco	50	EA	\$ 590.00	\$ 29,500.00	\$ 609.46	\$ 30,473.00	\$ 613.74	\$ 30,687.00	\$ 100.00	\$ 5,000.00		\$ -
42	CP-8832-POE	Cisco IP Conference Phone 8832 PoE Accessories for Worldwide	Cisco	50	EA	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
43	CP-HS-WL-561-M-US=	561 Wireless Single Headset, Multi Base Station US,CA	Cisco	50	EA	\$ 250.00	\$ 12,500.00	\$ 237.20	\$ 11,860.00	\$ 238.86	\$ 11,943.00	\$ 100.00	\$ 5,000.00		\$ -
44	CP-HS-W-531-USBA=	Headset 531 Wired Single + USBA Headset Adapter	Cisco	100	EA	\$ 145.00	\$ 14,500.00	\$ 136.35	\$ 13,635.00	\$ 137.30	\$ 13,730.00	\$ 100.00	\$ 10,000.00		\$ -
						Subtotal (Hardware)	\$ 380,381.00	Subtotal (Hardware)	\$ 412,182.87	Subtotal (Hardware)	\$ 448,041.17	Subtotal (Hardware)	\$ 156,110.00	Subtotal (Hardware)	\$ -
ONE-TIME PURCHASE OF FIVE (5) YEAR CISCO SMARTNET - NO SUBSTITUTIONS															
ITEM NO.	PART NUMBER	DESCRIPTION	MFR.	QTY.	U/M	ANNUAL UNIT PRICE	FIVE YEAR TOTAL	ANNUAL UNIT PRICE	FIVE YEAR TOTAL	ANNUAL UNIT PRICE	FIVE YEAR TOTAL	ANNUAL UNIT PRICE	FIVE YEAR TOTAL	ANNUAL UNIT PRICE	FIVE YEAR TOTAL
45	CON-SNT-TATK99T7	191 Analog Telephone Adapter for MPPSNTC-8X5XNBD	Cisco	22	EA	\$ 10.00	\$ 1,100.00	\$ 91.95	\$ 10,114.50	\$ 11.42	\$ 1,256.20	\$ 250.00	\$ 27,500.00		\$ -
46	CON-SSSNC-VG4008X	SOLN SUPP NCD Cisco VG400 Analog Voice Gateway	Cisco	47	EA	\$ 410.00	\$ 96,350.00	\$ 465.48	\$ 109,387.80	\$ 403.01	\$ 94,707.35	\$ 250.00	\$ 58,750.00		\$ -
						Subtotal (Smartnet)	\$ 97,450.00	Subtotal (Smartnet)	\$ 119,502.30	Subtotal (Smartnet)	\$ 95,963.55	Subtotal (Smartnet)	\$ 86,250.00	Subtotal (Smartnet)	\$ -
ACK. OF ADDEDNDUMS 1 & 2						YES		YES		YES		YES		YES	
*MBE **WBE						Subtotals		Subtotals		Subtotals		Subtotals		Subtotals	
						Software (5yr.)	\$927,000.00	Software (5yr.)	\$1,009,080.00	Software (5yr.)	\$1,071,000.00	Software (5yr.)	\$6,345,000.00	Software (5yr.)	\$225,000.00
						Hardware	\$380,381.00	Hardware	\$412,182.87	Hardware	\$448,041.17	Hardware	\$156,110.00	Hardware	\$0.00
						Smartnet	\$97,450.00	Smartnet	\$119,502.30	Smartnet	\$95,963.55	Smartnet	\$86,250.00	Smartnet	\$0.00
						Syr. Total	\$1,404,831.00	Syr. Total	\$1,540,765.17	Syr. Total	\$1,615,004.72	Syr. Total	\$6,587,360.00	Syr. Total	Non-responsive due to not completing bid form.
Payment Year 1: Hardware, 5yr Smartnet, and year 1 software payment						\$663,231.00		\$733,501.17		\$758,204.72		\$1,511,360.00			
Annual Payment Year 2-5: Cisco Software Enterprise Agreement						\$185,400.00		\$201,816.00		\$214,200.00		\$1,269,000.00			

*The County reserves the right to add additional software quantities to the enterprise agreement.
 *ANY ALTERATION OR DUPLICATION OF THE BID FORM SHALL BE CAUSE FOR DISQUALIFICATION OF BID SUBMISSION. ANY QUESTIONS REGARDING THE BID FORM SHALL BE DIRECTED TO THE PURCHASING DEPARTMENT.
 *UNIT PRICES SHALL BE TO TWO DECIMAL POINTS. PURCHASING RESERVES THE RIGHT TO REDUCE TO TWO DECIMAL POINTS.