

**PUR-1534
Networking Equipment**

PUR-1534 Networking Equipment Awarded to: Teltek Systems, Inc.				Biitech Solutions Germantown, MD		CoreHive Computing, LLC Clarksburg, MD		Document Solutions, Inc. Williamsport, MD		DISYS Solutions, Inc. Ashburn, VA	
Item	Description	Unit of Measure	Qty	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Meraki MS250-48FP-HW	Each	18	\$7,650.00	\$137,700.00	\$15,184.00	\$273,312.00 *	\$8,311.62	\$149,609.16	\$7,316.26	\$131,692.68
2	Meraki LIC-MS250-48FP-7YR	Each	18	\$950.50	\$17,109.00 *	\$2,975.00	\$53,550.00 *	\$1,628.56	\$29,314.08	\$1,433.52	\$25,803.36
3	Meraki MA-PWR-1025WAC	Each	18	\$1,260.05	\$22,680.90	\$2,356.00	\$42,408.00	\$1,364.02	\$24,552.36	\$1,263.69	\$22,746.42
4	Meraki MA-CBL-40G-50CM	Each	14	\$65.00	\$910.00	\$143.00	\$2,002.00	\$82.82	\$1,159.48	\$76.74	\$1,074.36
5	Meraki MA-CBL-40G-3M	Each	2	\$120.00	\$240.00	\$429.00	\$858.00	\$248.48	\$496.96	\$230.21	\$460.42
6	Meraki MS425-32-HW	Each	2	\$17,000.00	\$34,000.00	\$32,060.00	\$64,120.00 *	\$18,561.59	\$37,123.18	\$17,196.31	\$34,392.62
7	Meraki LIC-MS425-32-7YR	Each	2	\$800.00	\$1,600.00	\$6,723.00	\$13,446.00 *	\$3,892.58	\$7,785.16	\$3,606.26	\$7,212.52
8	Meraki MA-PWR-250WAC	Each	2	\$800.00	\$1,600.00	\$731.00	\$1,462.00	\$423.32	\$846.64	\$392.18	\$784.36
9	Meraki MA-CBL-40G-1M	Each	2	\$65.80	\$131.60	\$286.00	\$572.00	\$165.66	\$331.32	\$153.47	\$306.94
10	Meraki MR56-HW	Each	20	\$1,900.25	\$38,005.00	\$2,095.00	\$41,900.00 *	\$1,502.85	\$30,057.00	\$1,392.32	\$27,846.40
11	Meraki LIC-ENT-7YR	Each	20	\$300.50	\$6,010.00 *	\$818.00	\$16,360.00 *	\$413.57	\$8,271.40	\$394.38	\$7,887.60
12	Meraki MA-SFP-10GB-SR	Each	16	\$590.00 *	\$9,440.00 *	\$1,294.00	\$20,704.00 *	\$749.55	\$11,992.80	\$694.42	\$11,110.72
13	Meraki MA-SFP-10GB-LRM	Each	4	\$692.41	\$2,769.64	\$1,294.00	\$5,176.00	\$749.55	\$2,998.20	\$694.42	\$2,777.68
TOTAL LUMP SUM (Items 1 thru 13)				\$272,196.14	*	\$535,870.00	*	\$304,537.74		\$274,096.08	

*Corrected calculations based on unit pricing

Remarks/Exceptions

CoreHive Computing, LLC: Non-Responsive - incorrect Form of Proposal; Shipping costs TBD
DISYS Solutions, Inc.: Non-Responsive - incorrect Form of Proposal

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Networking Equipment**

Item	Description	Unit of Measure	Qty	DVTeck Inc. Miami, FL		GHA Technologies, Inc. Scottsdale, AZ		Mvation Worldwide, Inc. Glen Cove, NY	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Meraki MS250-48FP-HW	Each	18	\$7,680.70	\$138,252.60 *	\$7,079.10	\$127,423.80	\$7,019.00	\$126,342.00 *
2	Meraki LIC-MS250-48FP-7YR	Each	18	\$1,504.93	\$27,088.74 *	\$1,387.05	\$24,966.90	\$1,375.37	\$24,756.66
3	Meraki MA-PWR-1025WAC	Each	18	\$1,375.07	\$24,751.26 *	\$1,274.12	\$22,934.16	\$1,263.39	\$22,741.02
4	Meraki MA-CBL-40G-50CM	Each	14	\$83.50	\$1,169.00 *	\$77.36	\$1,083.04	\$76.71	\$1,073.94
5	Meraki MA-CBL-40G-3M	Each	2	\$250.50	\$501.00	\$232.10	\$464.20	\$230.15	\$460.30
6	Meraki MS425-32-HW	Each	2	\$18,711.91	\$37,423.82 *	\$17,338.30	\$34,676.60	\$17,192.23	\$34,384.46
7	Meraki LIC-MS425-32-7YR	Each	2	\$3,924.10	\$7,848.20 *	\$3,636.03	\$7,272.06	\$3,605.40	\$7,210.80
8	Meraki MA-PWR-250WAC	Each	2	\$426.75	\$853.50	\$395.41	\$790.82	\$392.08	\$784.16
9	Meraki MA-CBL-40G-1M	Each	2	\$166.99	\$333.98 *	\$154.73	\$309.46	\$153.43	\$306.86
10	Meraki MR56-HW	Each	20	\$1,505.03	\$30,100.60 *	\$1,403.81	\$28,076.20	\$1,391.99	\$27,839.80
11	Meraki LIC-ENT-7YR	Each	20	\$382.18	\$7,643.60 *	\$351.06	\$7,021.20	\$348.11	\$6,962.20
12	Meraki MA-SFP-10GB-SR	Each	16	\$755.62	\$12,089.92 *	\$700.15	\$11,202.40	\$694.26	\$11,108.16
13	Meraki MA-SFP-10GB-LRM	Each	4	\$755.62	\$3,022.48 *	\$700.15	\$2,800.60	\$694.26	\$2,777.04
TOTAL LUMP SUM (Items 1 thru 13)				\$291,078.70	*	\$269,021.44		\$266,747.40	*

*Corrected calculations based on unit pricing

Remarks/Exceptions

**PUR-1534
Networking Equipment**

Item	Description	Unit of Measure	Qty	Sunflower Lab, LLC Hilliard, OH		Teltek Systems, Inc. Westminster, MD		ConvergeOne, Inc. Bloomington, MN	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Meraki MS250-48FP-HW	Each	18	\$7,687.88	\$138,381.84 *	\$6,535.91	\$146,325.24	\$8,129.18	\$146,325.24
2	Meraki LIC-MS250-48FP-7YR	Each	18	\$1,506.34	\$27,114.12 *	\$1,047.18	\$18,849.24	\$1,592.80	\$28,670.40
3	Meraki MA-PWR-1025WAC	Each	18	\$1,371.04	\$24,678.72 *	\$1,032.06	\$18,577.08	\$1,380.30	\$24,845.40
4	Meraki MA-CBL-40G-50CM	Each	14	\$83.25	\$1,165.50 *	\$62.66	\$877.24	\$83.81	\$1,173.34
5	Meraki MA-CBL-40G-3M	Each	2	\$249.77	\$499.54 *	\$188.00	\$376.00	\$251.44	\$502.88
6	Meraki MS425-32-HW	Each	2	\$18,657.12	\$37,314.24	\$13,677.76	\$27,355.52	\$18,783.17	\$37,566.34
7	Meraki LIC-MS425-32-7YR	Each	2	\$3,912.60	\$7,825.20 *	\$2,945.21	\$5,890.42	\$3,939.03	\$7,878.06
8	Meraki MA-PWR-250WAC	Each	2	\$425.50	\$851.00 *	\$320.30	\$640.60	\$428.37	\$856.74
9	Meraki MA-CBL-40G-1M	Each	2	\$166.50	\$333.00 *	\$123.16	\$246.32	\$167.63	\$335.26 *
10	Meraki MR56-HW	Each	20	\$1,510.59	\$30,211.80 *	\$1,117.32	\$22,346.40	\$1,520.80	\$30,416.00
11	Meraki LIC-ENT-7YR	Each	20	\$383.46	\$7,669.20 *	\$358.55	\$7,171.00	\$405.12	\$8,102.40
12	Meraki MA-SFP-10GB-SR	Each	16	\$753.41	\$12,054.56 *	\$567.12	\$9,073.92	\$758.50	\$12,136.00
13	Meraki MA-SFP-10GB-LRM	Each	4	\$753.41	\$3,013.64 *	\$547.40	\$2,189.60	\$758.50	\$3,034.00
TOTAL LUMP SUM (Items 1 thru 13)				\$291,112.36	*	\$259,918.58		\$301,842.06	

*Corrected calculations based on unit pricing

Remarks/Exceptions

Sunflower Lab, LLC: Non-Responsive - document modified.

1) This is only for supply of products. 2) Quote is valid till 03/13/22 3) No on-site services are included in above price. 4) Shipping charges are \$2.00 5) Taxes are not included in the above prices. 6) Installation and configuration are not included. 7) The warranty support will be provided directly by OEM according to their terms and conditions. 8) Payment terms NET 30 Days

Remarks/Exceptions

ConvergeOne, Inc.:

General Guaranty - Cannot agree to provide the guarantees (warranties) referenced in **Section 10, subparagraphs a., b. and c.**

Guarantee - Products are warranted to end users as stated in the applicable manufacturer's product warranty, and the duration of each product warranty may vary by manufacturer and by product.

Delivery Failures - Product delivery will be determined when an order is placed based upon availability of such Products by the manufacturer. With the recent shortage in the availability of microchips worldwide, it is possible that anticipated delivery dates may be delayed. ConvergeOne works with its partners to establish expected delivery dates and notifies the County accordingly. However, ConvergeOne will not agree that the County's Director of Purchasing can unilaterally determine that a delivery is late and allow the County to make an open market purchase on their own, and pass all such incurred costs and expenses back to ConvergeOne. ConvergeOne will not agree to such a cost of cover requirement.

Liquidated Damages - Will not agree to pay any liquidated damages.

Bidder's Qualifications - ConvergeOne has many references for similar deployment types and sizes; however, given the nature of delivering customized solutions, many clients do not permit us to share confidential data in RFP responses. In many instances, we are bound by contractual obligations to not share client information. We understand your need for reference information, and we are willing to provide additional detail when we have been selected to present our solution to the county.

Warranty - Product Warranties and the day they start are set by the manufacturer. Cisco Meraki hardware products generally come with a one to three (1-3) year warranty or lifetime warranty. The Warranty Period commences on the date hardware is shipped to the original purchaser.