



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

January 18, 2023

Lockstep Technology Group
190 Technology Pkwy NW Ste 125
Peachtree Corners, GA 30092
Attn: James Harden

Dear Mr. Harden:

This is to advise you that your company has been awarded a contract from our **RFP# P22-19, Access Points & Networking Equipment**. The effective date of this contract is July 1, 2023 and terminates on June 30, 2028.

This award is in accordance with the terms and conditions of the contract and with your attached pricing to remain firm for the entire contract period. This award letter is not an official order.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

RFP P22-19, Access Points & Networking Equipment

Extreme Alternate Solution – As evaluated and awarded under RFP P22-19

B) Access Points & Networking Alternative Options		Price	Qty	Ext. Price
	Core			
7720-32C-AC-F	Extreme 7720-32C with Front to Back Air Flow; Supports 32x40/100G with Dual AC Power Supplies Six Fans and a 4-Post Rack Mount Kit	\$11,605.11	6	\$69,630.66
97000-7720-32C-AC-F	EW Software & TAC - 7720-32C-AC-F COTERM: This Term: 1825 Days	\$5,590.91	6	\$33,545.46
7000-PRMR-LIC-P	Extreme 7000 Premier Feature License (Includes Integrated Application Hosting) - VOUCHER	\$1,994.32	6	\$11,965.92
97000-7000-PRMR-LIC-P	EW Software & TAC - 7000-PRMR-LIC-P COTERM: This Term: 1825 Days	\$1,210.23	6	\$7,261.38
10061	Power Cord 10A NEMA 5-15P IEC320-C13	\$7.98	12	\$95.76
10403	100Gb 100GBase-L24 10km SMF QSFP28 LC	\$3,540.11	50	\$177,005.50
10320	40 Gigabit Ethernet QSFP+ LR4 Optical Module LC Connectors 10km SMF Link Length	\$1,800.68	40	\$72,027.20

	Distribution / Aggregation			
7520-48Y-8C-AC-R	Extreme 7520-48Y Switch with Back-Front Airflow; Ships with Two AC Power Supplies Six Fans One 4-Post Rack Mount Kit; Supports 48x25/10/1G and 8x100/40G Ports	\$9,657.67	30	\$289,730.10
97000-7520-48Y-8C-AC-R	EW Software & TAC - 7520-48Y-8C-AC-R COTERM: This Term: 1825 Days	\$4,465.91	30	\$133,977.30
7000-PRMR-LIC-P	Extreme 7000 Premier Feature License (Includes Integrated Application Hosting) - VOUCHER	\$1,994.32	140	\$279,204.80
97000-7000-PRMR-LIC-P	EW Software & TAC - 7000-PRMR-LIC-P COTERM: This Term: 1825 Days	\$1,210.23	140	\$169,432.20
10061	Power Cord 10A NEMA 5-15P IEC320-C13	\$7.98	280	\$2,234.40
7520-48Y-8C-AC-F	Extreme 7520-48Y Switch with Front-Back Airflow; Ships with Two AC Power Supplies Six Fans One 4-Post Rack Mount Kit; Supports 48x25/10/1G and 8x100/40G Ports	\$9,657.67	110	\$1,062,343.70
97000-7520-48Y-8C-AC-F	EW Software & TAC - 7520-48Y-8C-AC-F COTERM: This Term: 1825 Days	\$4,465.91	110	\$491,250.10
XN-2P-RKMT299	2-Post Mounting Ear NEBS Earthquake Kit for SLX9150 SLX9250 SLX9740-40C VSP7400 X695 8520 and 8720	\$47.56	110	\$5,231.60
10GB-BX10-D	10Gb Single Fiber SM Bidirectional 1330nm Tx / 1270nm Rx 10 Km Simplex LC SFP Plus (Must be Paired with 10GB-BX10-U)	\$1,087.75	46	\$50,036.50
10GB-BX10-U	10Gb Single Fiber SM Bidirectional 1270nm Tx / 1330nm Rx 10 Km Simplex LC SFP Plus (Must be Paired with 10GB-BX10-D)	\$1,087.75	46	\$50,036.50
10302	10 Gigabit Ethernet SFP+ Module 1310nm SMF 10km Link LC Connector	\$155.62	630	\$98,040.60
100G-ER4LT-QSFP40KM	SRA - 100G ER4-lite QSFP28 40km	\$6,758.86	6	\$40,553.16

RFP P22-19, Access Points & Networking Equipment

B) Access Points & Networking Alternative Options		Price	Qty	Ext. Price
	Access			
5520-12MW-36W	ExtremeSwitch5520 12 100Mb/1Gb/2.5Gb/5Gb 802.3bt 90W PoE 36 10/100/1000BASET FDX/HDX 802.3bt 90W PoE 2 Stacking/QSFP28 1 Un-pop VIM Slot MACsec Capable 3 Fan Modules 2 Un-pop Modular PSU Slots (Includ	\$3,392.25	815	\$2,764,683.75
XN-ACPWR-1100W-FB	1100W AC PoE Power Supply - Front to Back Airflow	\$346.70	1670	\$578,989.00
10099	Power Cord 15A USA NEMA 5-15 C15	\$13.30	1670	\$22,211.00
5520-VIM-4YE	5520 Versatile Interface Module with 4 x 10/25Gb SFP28 MACsec-Capable Ports	\$874.72	835	\$730,391.20
10304	10 Gigabit Ethernet SFP Passive Cable Assembly 1m Length	\$45.50	770	\$35,035.00
10305	10 Gigabit Ethernet SFP Plus Passive Cable Assembly 3m Length	\$62.50	45	\$2,812.50
5520-24W	ExtremeSwitching 5520 24 10/100/1000BASET FDX/HDX 802.3bt 90W PoE 2 Stacking/QSFP28 1 Unpopulated VIM Slot MACsec Capable includes 3 Fan Modules 2 Unpopulated Modular PSU Slots (Includes 1 Year XIQ PI	\$2,296.36	20	\$45,927.20
10302	10 Gigabit Ethernet SFP+ Module 1310nm SMF 10km Link LC Connector	\$155.62	630	\$98,040.60
	Access Points			
AP5010-VWV	Indoor Tri Radio WiFi 6E AP (4x4:4): 2.4 GHz 5GHz 6GHz & Multirate Port Internal Antennas. T-Bar Includes Mount (AH-ACC-BKT-AX-TB) Domain: World SKU	\$599.70	4625	\$2,773,612.50
AP302W-FCC	ExtremeCloud IQ: Indoor WiFi6 Wallplate 2x2 Radios with Dual 5GHz and 4 GE Ethernet Ports with POE Out.Â Integrated Light/Power Sensors & BLE. AI/ML Green Mode.Â Internal Antennas.Â Domain: US	\$223.22	150	\$33,483.00
	Licensing			
XCIQ-PT0-C-EW-5YR-K12	ExtremeCloud IQ Pilot Tier 0 CLOUD RTU License and EW TAC 5Yr (US K -12) COTERM: This Term: 1825 Days	\$119.32	4775	\$569,753.00
XCIQ-PT055-C-EW-5YK12	ExtremeCloud IQ Pilot 5500 Tier 0 for 5YR Cloud Subscription with ExtremeWorks TAC OS (US K-12) COTERM: This Term: 1825 Days	\$633.52	835	\$528,989.20
XCIQ-PT1-C-EW-5YR-K12	ExtremeCloud IQ Pilot Tier 1 CLOUD RTU License and EW TAC 5Yr (US K -12) COTERM: This Term: 1825 Days	\$119.32	146	\$17,420.72

RFP P22-19, Access Points & Networking Equipment

Optional Products & Solutions

(Section 3.11)

	NAC			
XIQ-NAC-S-100K-EW	ExtremeNAC SW Subscription for 100000 End-Systems for 1Year ExtremeWorks COTERM: This Term: 1825 Days	\$284,090.91	2	\$568,181.82
XIQ-PIL-S-C-EW	XIQ Pilot SaaS EW SaaS Support - ExtremeCloud IQ Pilot SaaS Subscription and EW SaaS Support for One -1 Device COTERM: This Term: 1825 Days	\$170.45	19	\$3,238.55

C) Remote & Onsite Training Options		Price	Qty	Ext. Price
	Remote Training			
PS-ESU-REMOTE	Remote (ESU) Extreme Service Unit (Remote Training)	\$2,250.00	5	\$11,250.00
	Onsite Training			
PS-ESU-1	Extreme Networks Service Units Single (Onsite Training)	\$3,108.56	8	\$24,868.48
Subtotal:				\$36,118.48

D) Extreme Professional Services		Price	Qty	Ext. Price
	Extreme Professional Service			
Remote (ESU) Extreme Service Unit	PS-ESU-REMOTE	\$2,131.58	15	\$31,973.70
Subtotal:				\$31,973.70

White Glove Services		Price	Qty	Ext. Price
	Core Switches			
LTG-SVCS-FFP-PST	Basic White Glove Services, Per Switch Basic White Glove Services	\$2,340.00	1	\$2,340.00
LTG-SVCS-TMP-PST	Enhanced White Glove Services or Ad-Hoc Consulting Services (per hour)	\$195.00	1	\$195.00
	Aggregation Services			
LTG-SVCS-FFP-PST	Basic White Glove Services , Project Manager, Per Site/Location Basic White Glove Services , Project Manager, Per Site/Location	\$2,500.00	1	\$2,500.00
LTG-SVCS-FFP-PST	Basic White Glove Services MDF Rollout, Per Closet Basic White Glove Services MDF Rollout, Per Closet	\$2,275.00	1	\$2,275.00
LTG-SVCS-FFP-PST	Basic White Glove Services IDF Rollout, Per Closet Basic White Glove Services IDF Rollout, Per Closet	\$1,225.00	1	\$1,225.00
LTG-SVCS-TMP-PST	Enhanced White Glove Services or Ad-Hoc Consulting Services (per hour)	\$195.00	1	\$195.00
	Access Edge			
LTG-SVCS-FFP-PST	Basic White Glove Services , Project Manager, Per Site/Location Basic White Glove Services , Project Manager, Per Site/Location	\$2,500.00	1	\$2,500.00
LTG-SVCS-FFP-PST	Basic White Glove Services MDF Rollout, Per Closet Basic White Glove Services MDF Rollout, Per Closet	\$2,275.00	1	\$2,275.00
LTG-SVCS-FFP-PST	Basic White Glove Services IDF Rollout, Per Closet Basic White Glove Services IDF Rollout, Per Closet	\$1,225.00	1	\$1,225.00
LTG-SVCS-TMP-PST	Enhanced White Glove Services or Ad-Hoc Consulting Services (per hour)	\$195.00	1	\$195.00
Subtotal:				\$14,925.00