



Prepared for Transylvania County Schools NC

E-Rate 2020 NCDPI Aruba Switches

Quote#102602 v2

PREPARED FOR

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PREPARED BY

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Applied Network Consulting Group, Inc. (ANC Group)
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Federal Tax ID: 58-2482651 | E-Rate SPIN Number: 143020733

Date: Friday, March 27, 2020

ABOUT ANC GROUP

Background

ANC Group was established in 1999 to serve the technology needs of school districts and other educational institutions. Since that time, ANC Group's client base has grown to include government entities and small business organizations. We continue to specialize in government and education; therefore, we understand the unique challenges these environments face and are staffed and prepared to meet them. ANC Group is locally owned, financially-sound, and committed to serving our clients. With offices in North Carolina and South Carolina, you can rest assured that we will provide exceptional customer service and value.

ANC Group employs highly trained engineers that not only have exceptional technical skills, but also possess superior interpersonal skills. Our team of highly qualified Engineers have over 60 years of combined experience providing high level support to customers of all types and sizes. Our technical expertise is the core of our success and we understand the value of continued training to maintain a high level of knowledge, therefore we are constantly working to ensure our staff receives the best training to provide truly elite service.

Finally, we maintain an on-going support organization that is here when you need help, by phone or on-site. Our Engineers can be reached 24x7 through utilization of our after-hours support line. The ANC Group team serves as a complete cohesive group your subscribers can depend on.

Your Team

ANC Group takes a team approach to partnering with our clients which begins with pre-sales support and continues through to post-implementation and invoicing. With ANC Group you never have to call a call center or re-explain your needs multiple times. All of your information is shared with your team, and you can access each member of your team directly if you should ever have a question.

Account Manager: Kyle Radford, 828-989-8274, kylerr@ancgroup.com

You will have a dedicated Account Manager to answer any questions you may have or assist in any capacity. Kyle has been representing the North Carolina & Tennessee customers for the last 6 years with ANC.

Technical Contact: Billy Crowe, 864-414-3469, billyc@ancgroup.com

Billy can assist with any questions you may have when creating or modifying your network environment. Billy will also help schedule your installation and manage your project, if you've chosen installation services from ANC. Billy has 15 years of experience in educational technology, and more than 5 years of experience in project management and environment design.

Order Contact: Michelle Gajdalo, 888-424-4863, michelleg@ancgroup.com

Michelle can assist with any questions you may have about your quote. Michelle will also help you place your order, track your order, confirm receipt and provide any necessary documentation, and will invoice your order.

ANC Experience & Expertise

ANC Group knows that our technical expertise is at the core of our success. Providing your organization with the right skill set at the right time is critical and over the years ANC Group has successfully assisted organizations just like yours with a host of technology solutions including:

- Datacenter Virtual and Disaster Recovery Solutions
- Microsoft Office 365 Implementation and Professional Development
- Virtual Classroom integration with Microsoft Office 365
- Microsoft Server Upgrades and Migrations
- Microsoft Exchange Upgrades and Migration
- Microsoft SharePoint Server Deployment and Training
- Microsoft System Center Design and Implementations
- Wireless Solutions for Normal or High Density and Outdoor Applications
- Design and Implementation of Cisco, HP Enterprise Aruba, Xirrus Infrastructure Solutions
- Firewall Monitoring and Management
- Project Management
- Identity Management and Data Provisioning Solutions
- WAN/Internet connectivity Support and Consulting

E-RATE PARTICIPATION

We have built our E-Rate processes around the goal of creating the simplest process for our clients. Since the adoption of the 2014 E-Rate Modernization Order, ANC Group has partnered with more than 100 School Districts on projects ranging in size from small, hardware only projects to full, network redesigns with 1,500+ Access Points and supporting Switching Equipment. While other companies both large and small come and go, ANC remains locally owned, financially sound, and committed to serving the education market through the E-Rate program.

Bid, Award, and Procurement Process

ANC Group maintains internal E-Rate processes that ensure compliance with all E-Rate Program rules and regulations from bid through to invoicing. ANC Group's Bid Process begins with a technical review of the School District request. We will confirm the requested equipment meets the District's network requirements and is sound from a design and delivery perspective. Once technically cleared, ANC Group will prepare pricing in accordance with any utilized Contract Requirements and USAC Lowest Corresponding Price (LCP) rules. Should the District choose ANC Group as their provider, ANC Group will assist in preparing USAC Item 21b forms to be submitted to SLD when filing the 471 request. When the District is ready to procure equipment and/or services from the resulting contract the District will issue Purchasing Commitment to ANC Group, to be delivered to your Order Contact.

ANC Group will take a proactive approach to the processing, delivery, and installation of the goods and the services we provide. All new hardware orders will be processed for shipment with the hardware vendor or manufacturer within two business days of receipt of a signed purchase order. Orders received after 3:00 PM EST will count day one as the following business day. While ANC Group cannot guarantee shipping timeline from our Distributors and Manufacturers, we do receive daily status updates and make every effort to have orders processed and shipped as quickly as possible.

Post Implementation

At ANC Group we realize that like each District, each project and/or request for product(s) and/or service(s) is different. However, there are some inherent similarities that we leverage to ensure customer satisfaction and the highest quality service delivery. Each project, whether product only, product and service, or service only, is signed off on by the District prior to invoicing. By requiring sign off ANC Group ensures all equipment has been delivered and is in good working order, and that all required services have been completed to the District's satisfaction. Once sign off is complete all delivered product(s) and/or service(s) will be invoiced on Net 30 terms, in accordance with USAC guidelines. ANC Group will submit a Form 474 Invoice to USAC for the USAC Portion of the award and Discounted billing to the District.

Your dedicated team remains available to you post implementation for any questions you may have for the length of your relationship with ANC Group. In addition to your dedicated team we maintain a service portal where Districts can request assistance directly from our Engineers. Districts can open a case in our service portal by phone by dialing 888-424-4863, Option 1, by email at helpdesk@ancgroup.com, or by contacting any member of their dedicated team and requesting the team open a case.

Contract Term

This contract is contingent upon the award of E-Rate funding and will run from July 1, 2020 to June 30, 2021 unless otherwise extended by the District and the SLD. ANC Group is willing to extend the contract beyond the initial term should future E-Rate funding be made available however reserves the right to increase rates and/or product pricing for any item listed based on the Lowest Corresponding Price in subsequent years.

HPE-ARUBA SWITCHING

Understanding of the Project - Switching

Transylvania County Schools has filed a form 470 application with the SLD and requested a proposal containing options for Switching Equipment, falling under "Data Distribution, Internal Connections". ANC Group understands that the District plans to purchase E-Rate eligible switches and related equipment.

ANC Group has specified HPE Aruba Switching Equipment for Transylvania County Schools. ANC Group is an established HPE Aruba PartnerOne member with Gold Level Designation. We have been providing leading HPE Aruba solutions to the public sector throughout the Southeast for more than 10 years. As one of the largest resellers of HPE Aruba technologies ANC Group is required to demonstrate competencies in the products and services offered by HPE Aruba with the achievement of ongoing product training and certification.

Why HPE Aruba Switching?

HPE Aruba Networking has achieved success by consistently providing more than 100,000 public sector entities, small and medium business, and enterprise customers with networks that are reliable, flexible, and secure. HPE Aruba Networking delivers products and solutions recognized for their quality, operational efficiency, and outstanding cost of ownership, leading more and more customers to recognize HPE Aruba as the network of choice. While other vendors offer complex, expensive, and proprietary technology, HPE Aruba solutions provide valuable business investments that include:

- **Complete Compatibility.** HPE Aruba switches work seamlessly with your existing infrastructure. In fact, most of the management and configuration commands are identical to Cisco's and engineers will be right at home in managing and maintaining them
- **Choice and Flexibility.** HPE Aruba Adaptive Networks provide the functionality and interoperability to support a choice of best-in-class, multivendor options.
- **Advanced Technology.** HPE Aruba harnesses advanced functionality and environmentally responsible technology to deliver solutions that meet business needs.
- **Security and Trust.** HPE Aruba's ProActive Defense integrates network security into a trusted infrastructure to help you protect your IT assets.
- **Return on IT Investment.** HPE Aruba's unified wired and wireless solutions reduce the complexity of planning, deploying, managing, and maintaining a network. Compare the total cost of ownership for an HPE solution to your current networking vendor and you'll understand why customers are moving to HPE in increasing numbers.
- **Proven Reliability.** HPE Aruba's robust line of products is engineered to meet HPE quality standards—backed by HPE service, support, training, and outstanding warranty.

HPE Aruba Lifetime Warranty

The HPE Aruba Limited Lifetime Warranty is a distinct competitive advantage. To meet business objectives, organizations depend on a rock-solid network to help ensure that they stay up and running. HPE Aruba Networking products are designed for reliability and include the industry's first and most complete lifetime warranty to back that up. Along with no-cost software updates as long as owned, the HPE Aruba Limited Lifetime Warranty provides advanced hardware replacement with next-business-day shipment and 90 days of 24x7 phone support (followed by standard business hours thereafter).

ACKNOWLEDGMENT

As a partner for Districts for over 20 years, ANC Group understands that the choice of a technology provider is very important to your organization. ANC believes that our people, our experience, and our methodology make us the best choice for your partner on this project. If in reading this document you come across anything that needs clarification, or you have a question, please do not hesitate to contact your dedicated team. Thank you for the opportunity to partner with you and we look forward to doing business with you!

Legal Name of Bidder: Applied Network Consulting Group, Inc. (ANC Group)

Federal Tax ID: 58-2482651

SPIN: 143020733

Business Address: 14 Progress Road, Greenville, SC 29607

Phone: 888-424-4863



By: _____

William Crowe

Business Manager, ANC Group

Pisgah Forest Elem. 30116

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	8	\$23,620.80	\$1,594.40
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	2	\$238.00	\$16.07
				Subtotal:	\$23,858.80
				Tax:	\$1,610.47
				Subtotal With Tax:	\$25,469.27

Davidson River School 190090

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	2	\$5,905.20	\$398.60
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	2	\$238.00	\$16.07
				Subtotal:	\$6,143.20
				Tax:	\$414.67
				Subtotal With Tax:	\$6,557.87

Rosman High School 30217

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	6	\$17,715.60	\$1,195.80
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	4	\$476.00	\$32.13
				Subtotal:	\$18,191.60
				Tax:	\$1,227.93
				Subtotal With Tax:	\$19,419.53

Rosman Middle School 16021101

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	4	\$11,810.40	\$797.20
JL255A	Aruba 2930F 24G PoE+ 4SFP+ Swch	\$1,640.00	2	\$3,280.00	\$221.40
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	5	\$595.00	\$40.16
				Subtotal:	\$15,685.40
				Tax:	\$1,058.76
				Subtotal With Tax:	\$16,744.16

Brevard Middle School 30113

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	11	\$32,478.60	\$2,192.31
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	4	\$476.00	\$32.13
				Subtotal:	\$32,954.60
				Tax:	\$2,224.44
				Subtotal With Tax:	\$35,179.04

Brevard High School 30115

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	14	\$41,336.40	\$2,790.21
JL255A	Aruba 2930F 24G PoE+ 4SFP+ Swch	\$1,640.00	1	\$1,640.00	\$110.70
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	4	\$476.00	\$32.13
				Subtotal:	\$43,452.40
				Tax:	\$2,933.04
				Subtotal With Tax:	\$46,385.44

Brevard Elem. School 30117

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	12	\$35,431.20	\$2,391.61
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	6	\$714.00	\$48.20
				Subtotal:	\$36,145.20
				Tax:	\$2,439.81
				Subtotal With Tax:	\$38,585.01

Rosman Elem. 30218

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	8	\$23,620.80	\$1,594.40
J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$119.00	6	\$714.00	\$48.20
				Subtotal:	\$24,334.80
				Tax:	\$1,642.60
				Subtotal With Tax:	\$25,977.40

TC Henderson Elem. 30183

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL558A	Aruba 2930F 48GPOE+4SFP+740W Swch	\$2,952.60	3	\$8,857.80	\$597.90
JL255A	Aruba 2930F 24G PoE+ 4SFP+ Swch	\$1,640.00	1	\$1,640.00	\$110.70
				Subtotal:	\$10,497.80
				Tax:	\$708.60
				Subtotal With Tax:	\$11,206.40

Transylvanis County Schools - Cost Allocated among all schools

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
Aruba EPC Contract Number: NC20C2-07					
PLEASE NOTE: 3rd Party Transceivers are available to be quoted. However, the use of a 3rd party component in any HPE/Aruba Switch will nullify the Lifetime Warranty.					
JL429A	Aruba 3810M 48GPoE+4SFP+1050W Swch	\$4,403.25	1	\$4,403.25	\$297.22
				Subtotal:	\$4,403.25
				Tax:	\$297.22
				Subtotal With Tax:	\$4,700.47

E-Rate 2020 NCDPI Aruba Switches

Prepared by:

ANC Group, Inc.

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Prepared for:

Transylvania County Schools NC

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Quote Information:

102602

Version: 2
Delivery Date: 03/27/2020
Expiration Date: 06/30/2020

Quote Summary

DESCRIPTION	AMOUNT
Pisgah Forest Elem. 30116	\$23,858.80
Davidson River School 190090	\$6,143.20
Rosman High School 30217	\$18,191.60
Rosman Middle School 16021101	\$15,685.40
Brevard Middle School 30113	\$32,954.60
Brevard High School 30115	\$43,452.40
Brevard Elem. School 30117	\$36,145.20
Rosman Elem. 30218	\$24,334.80
TC Henderson Elem. 30183	\$10,497.80
Transylvanis County Schools - Cost Allocated among all schools	\$4,403.25
Subtotal:	\$215,667.05
Estimated Tax: (6.75%):	\$14,557.54
Total:	\$230,224.59

Signature shall constitute commitment to Purchase and should only be signed by an individual with authority to bind the purchasing entity.
Customer will be responsible for any amount not covered by USAC funding.

PLEASE NOTE: This quote contains NC DPI Contract and/or E-Rate Pricing and will only be honored for Purchases made using the NC DPI Contract and/or the USAC E-Rate Purchasing Program.

Transylvania County Schools NC

Signature: _____

Name: _____

Chris Whitlock

Date: _____