



Prepared for Transylvania County Schools NC

## E-Rate 2022 Aruba Wireless - 201371

Quote#103646 v2

PREPARED FOR

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PREPARED BY

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Federal Tax ID: 58-2482651 | E-Rate SPIN Number: 143020733

Date: Monday, March 21, 2022

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## 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 prepared to meet them. ANC Group employs highly trained engineers that not only have exceptional technical skills, but also possess superior interpersonal skills. Our team of Engineers have over 60 years of combined experience providing high-level support to customers of all types and sizes. 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. We maintain an on-going support organization that is here when you need help, by phone or on-site. ANC 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 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](mailto:kylerr@ancgroup.com)**

Kyle is available 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](mailto: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, 864-501-4517, [michelleg@ancgroup.com](mailto:michelleg@ancgroup.com)**

Michelle can assist with any questions you may have about your order, tracking, documentation, and invoicing. Michelle has been providing post-sale support with ANC for the last 4 years.

### 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 Virtualization
- Disaster Recovery Solutions
- Microsoft Solutions Support & Service
- Server & PC Patch Management
- Wireless Networks for all Environments
- Network Design, Implementation & Support of HP Enterprise Aruba, Ruckus, Palo Alto, Cambium, Cisco
- Firewall Monitoring and Management
- Project Management
- WAN/Internet Connectivity Support & Consulting
- Integrated Data & Voice Circuits
- Managed Services – MIBS
- Cabling
- Access Control
- Video Surveillance
- Interactive Room Solutions
- School & Workplace Safety
- Power Management

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## HPE-ARUBA WIRELESS

### Understanding of the Project - Wireless

Transylvania County Schools has filed an NCDPI mini-bid requesting a proposal containing options for Wireless Equipment, falling under "Wireless Data Distribution, Internal Connections". ANC Group understands that the District plans to purchase E-Rate eligible access points and related equipment.

ANC Group has specified HPE Aruba Wireless 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 Wireless?

Aruba, a Hewlett Packard Company, is a leading provider of next-generation networking solutions for enterprises of all sizes worldwide. Aruba's mobile-first, cloud-first approach addresses the fundamental changes in today's educational environment – the move towards digital learning and the explosion of big data. Aruba allows IT professionals to build networks that keep up with these changes by migrating away from expensive-to-operate and proprietary infrastructures.

**Access Points.** Based on the 802.11n and 802.11ac standards, Aruba access points (APs) deliver secure Wi-Fi client access to a variety of indoor and outdoor enterprise wireless LAN (WLAN) environments. These versatile, high-performance APs can be centrally managed by Aruba Mobility Controllers or deployed as controllerless Aruba Instant APs that are managed in the cloud. Available with single- and dual-radios to meet the most challenging security, client performance and density requirements, Aruba APs feature several unique Wi-Fi capabilities:

Patented Clientmatch technology ensures that mobile devices roam efficiently by steering them to the best AP and radio on the WLAN.

Beamforming technology ensures that Aruba APs stay clear of interference, resulting in a more reliable, higher performance WLAN.

Integrated Wireless Security identifies and mitigates wireless threats and intrusions by rogue devices.

**Mobility Controllers.** When managed by Mobility Controllers, traffic from Aruba APs is centralized to simplify configuration, improve data encryption, provide fine-grained policy enforcement, and deliver other vital network services. Running ArubaOS, Mobility Controllers eliminate multiple IT touch points by centralizing network engineering, IP services and policy controls across wired and wireless, while simplifying the integration of network security and enterprise app platforms. Mobility Controllers support a variety of ArubaOS software modules, including the Policy Enforcement Firewall with AppRF technology, RFProtect with Spectrum Analysis and Wireless Intrusion Protection, and Advanced Cryptography with military-grade Suite B encryption.

**Instant Access Points.** In controllerless Aruba Instant mode, a dynamically elected AP automatically distributes the network configuration to other Instant APs in the WLAN. Simply power-up one Instant AP, configure it over the air, and plug in the other APs – it only takes about five minutes.

**AirWave.** AirWave Network Management offers the end-to-end clarity and control over mobile users on multivendor, multisite networks. It includes user location and mapping capabilities, real-time monitoring, proactive alerts, historical reporting, and troubleshooting.

**Aruba Central.** Aruba Central is a cloud-based software-as-a-service subscription that simplifies the management of Aruba Instant WLANs. It offers remote monitoring and troubleshooting, centralized configuration and firmware management, compliance reporting, and zero-touch provisioning.

**Warranty.** HPE Aruba Wireless Equipment comes with the HPE Aruba Limited Lifetime Warranty which provides advanced hardware replacement with next-business-day shipment and 90 days of 24x7 phone support (followed by standard business hours thereafter).

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## 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. Once a bid has been awarded and the Letter of Intent has been received, 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](mailto: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, 2022 to June 30, 2023 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.

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## TERMS & SHIPPING

**Aruba EPC Contract Number: NC20C2-07**

**ANC EPC Contract Number: NC20C2-62**

### **SPECIAL PROMO PRICING - Unit price includes a discount for competitor takeout.**

This quote is good for 90 days and NCDPI E-Rate Contract Pricing and will only be honored for Purchases made using the NCDPI E-Rate Contract and the USAC E-Rate Purchasing Program.

### **SHIPPING TERMS**

Complete order will be shipped to 1 Central Location.

If a liftgate is required, there is an additional charge. Please let us know if you require a liftgate for delivery.

**Due to COVID-19, please expect shipping delays. We will work diligently to fulfill your order. However, some parts are experiencing much longer delays due to shut-downs and supply chain issues.**

## ACKNOWLEDGMENT

As a partner for Districts for over 22 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!

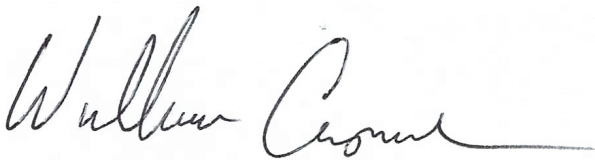
Legal Name of Bidder: Applied Network Consulting Group, Inc. (ANC Group)

Federal Tax ID: 58-2482651

SPIN: 143020733

Business Address: 14 Progress Road, Greenville, SC 29607

Phone: 888-424-4863



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William Crowe

Chief Operating Officer, ANC Group

## PROPOSAL - Aruba Wireless 3 Year

DESCRIPTION	PRICE	QTY	EXT. PRICE	TAX
R7J50A Aruba AP-615 (US) Dual-radio Tri-band 2x2:2 802.11ax Wi-Fi 6E Internal Antennas Campus AP	\$378.10	335	\$126,663.50	\$8,549.79
R7J28A Aruba AP-635 (US) Campus AP	\$488.25	35	\$17,088.75	\$1,153.49
R4W34A Aruba AP-575EX (US) Otdr 11ax Hazloc AP	\$1,140.00	2	\$2,280.00	\$153.90
JW052A AP-270-MNT-V1 270 Series Mt Kit	\$72.00	2	\$144.00	\$9.72
R1C73A AP-POE-BTSR 1P SR 802.3bt 60W Midspan	\$92.25	2	\$184.50	\$12.45
JW124A PC-AC-NA (NA) AC Power Cord	\$2.25	2	\$4.50	\$0.30
Q9G69A Aruba AP mount bracket 10-pack B: Flat 15/16 Grid	\$92.25	35	\$3,228.75	\$217.94
Q9G71A Aruba AP mount bracket 10-pack D: Solid Surface	\$117.00	1	\$117.00	\$7.90
1007-LPDOME Locking Right-Angle Wall Mount with low profile plastic dome	\$231.06	12	\$2,772.72	\$187.16
1006-ARAP635 Right-Angle WiFi Access Point Wall Bracket for Aruba AP635	\$97.22	14	\$1,361.08	\$91.87
Q9Y59AAE Aruba Central AP Fnd 3yr Sub E-STU	\$124.25	372	\$46,221.00	\$3,119.92
			Subtotal:	<b>\$200,065.80</b>
			Tax:	<b>\$13,504.44</b>
			Subtotal With Tax:	<b>\$213,570.24</b>

## PROPOSAL - Installation

DESCRIPTION	PRICE	QTY	EXT. PRICE	TAX
INSTALL-WAP Installation and Configuration of Wireless AP	\$50.00	372	\$18,600.00	\$1,255.50
			Subtotal:	<b>\$18,600.00</b>
			Tax:	<b>\$1,255.50</b>
			Subtotal With Tax:	<b>\$19,855.50</b>

# E-Rate 2022 Aruba Wireless - 201371

Prepared by:

**ANC Group, Inc.**

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Prepared for:

**Transylvania County Schools NC**

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225 Rosenwald Lane  
Brevard, NC 28712  
Chris Whitlock  
(828) 884-6173  
cwhitlockl@tcsnc.org

Quote Information:

**103646**

Version: 2  
Delivery Date: 03/21/2022  
Expiration Date: 06/30/2022

## Quote Summary

DESCRIPTION	AMOUNT
PROPOSAL - Aruba Wireless 3 Year	\$200,065.80
PROPOSAL - Installation	\$18,600.00
Subtotal:	<b>\$218,665.80</b>
Estimated Tax: (6.75%):	<b>\$14,759.94</b>
Total:	<b>\$233,425.74</b>

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.

**Transylvania County Schools NC**

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Chris Whitlock

Date: \_\_\_\_\_