



Prepared for Transylvania County Schools NC

E-Rate 2025 Aruba - 202733

Quote#105550 v3

PREPARED FOR

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

Date: Monday, March 10, 2025

ANC COMPANY HISTORY

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

Federal Tax ID: 58-2482651

SPIN: 143020733

Business Address: 1560 Wade Hampton Blvd, Greenville, SC 29609

Phone: 888-424-4863



Founding and Early Years

Applied Network Consulting Group, Inc. was established in 1999, during a time when businesses were increasingly recognizing the importance of networking and IT infrastructure. The company was founded with the vision of providing expert consulting services to help organizations optimize their network performance and enhance their overall IT strategies.

Growth and Expansion

In the 2000s, ANC expanded its service offerings to include a broader range of IT solutions, such as cybersecurity, cloud computing, and IT compliance. As technology evolved, the company adapted by integrating cutting-edge solutions that addressed the changing needs of businesses. This period saw ANC building a strong reputation in the industry for delivering high-quality consulting services and developing long-term partnerships with clients.

Technological Advancements

ANC Group has expanded its service offerings to include advanced cybersecurity solutions, empowering our clients to protect against emerging threats with cutting-edge technology and expertise. Through comprehensive vulnerability assessments, proactive threat detection, and incident response services, ANC Group now delivers end-to-end security tailored to diverse industries. This strategic growth aligns with the evolving needs of organizations, ensuring they remain resilient in an increasingly complex cyber landscape.

Recent Developments

In the 2020s, ANC continued to innovate, focusing on sustainable IT practices and helping clients navigate the complexities of digital transformation. The rise of remote work and cloud-based solutions prompted ANC to enhance its offerings in these areas, ensuring that organizations could maintain productivity and security in an evolving work environment.

Today, Applied Network Consulting Group, Inc. stands as a trusted partner for many organizations seeking to leverage technology for business growth. With a commitment to excellence and a forward-thinking approach, ANC continues to play a significant role in the field of network consulting and IT solutions. ANC Group has successfully assisted organizations just like yours with a host of technology solutions including:

- Threat Detection & Prevention
- Risk Management & Compliance
- Incident Response & Recovery
- Network Design, Implementation & Support
- Firewall Monitoring and Management
- Data Center Virtualization
- Disaster Recovery Solutions
- Microsoft Solutions Support & Service
- Server & PC Patch Management
- Project Management
- WAN/Internet Connectivity Support & Consulting
- Internet and Broadband
- Integrated Data & Voice Circuits
- Managed Services & MIBS
- Structured Cabling
- Access Control
- Security Video Surveillance
- Interactive Room Solutions
- School & Workplace Safety
- Power Management

E-RATE PARTICIPATION

At ANC Group, we have designed our E-Rate processes with the goal of creating the simplest experience for our clients. Over the years, we have successfully partnered with many school districts and library systems on projects of varying scales, from small hardware installations to comprehensive network redesigns. Unlike many other companies that come and go, ANC Group remains locally-owned, and dedicated to serving the education sector through the E-Rate program.

Special Pricing

To honor this E-Rate contract pricing, a notice of award must be received within 90 days. Special pricing applies only to purchases made through the USAC E-Rate Purchasing Program. The customer will be responsible for any amounts not covered by USAC funding.

Bid, Award, and Procurement Process

ANC Group employs internal E-Rate processes that ensure full compliance with all E-Rate Program rules and regulations from bidding through invoicing. Our bid process begins with a thorough technical review of the school district's request. We confirm that the requested equipment meets the district's network requirements and is sound from a design and delivery perspective. Once approved, we prepare pricing in accordance with contract requirements and USAC's Lowest Corresponding Price (LCP) rules. Once ANC Group is named as the provider, we will assist in completing the USAC Item 21b forms necessary for submitting the 471 request. We take a proactive approach to processing, delivering, and installing the goods and services we provide. While we cannot guarantee shipping timelines from our distributors and manufacturers, we will do everything possible to expedite processing and shipping.

Invoicing

In order to expedite processing & Shipping, orders may be broken into multiple shipments. Invoices will be issued as items are delivered, and service charges will be invoiced upon completion. In accordance with USAC guidelines, ANC Group will submit a Form 474 Invoice to USAC for the USAC portion of the award and will issue a Net 30 invoice for the discounted portion to the client.

Contract Term

This contract is contingent upon the award of E-Rate funding and will be effective from July 1, 2025, to June 30, 2026, unless extended by the applicant. ANC Group is open to extending the contract beyond the initial term, if future E-Rate funding becomes available; however, we reserve the right to adjust rates and/or product pricing based on the Lowest Corresponding Price in subsequent years.

NCDPI CONTRACT

NC25C2-63: Structured Cabling, Interior & Exterior

NC25C2-06: Aruba/HPE

SPECIAL PROMO PRICING

Unit price includes a discount for competitor takeout.

CUSTOMER SUPPORT TEAM



At ANC Group, delivering an exceptional customer experience is our top priority. We invest time in understanding your organization's needs from pre-sale through implementation. Effective communication is at the core of every customer interaction, ensuring you feel informed and supported throughout your project.

Account Executive: Kyle Radford

Your Account Executive is your primary contact and is always available every step of the way to help coordinate with manufacturers, obtain the best pricing and delivery on your behalf, and ensure your entire team is satisfied with your project.

- Mobile: 828-989-8274
- Email: kylerr@ancgroup.com

Order Issues

Our Orders team understands the importance of timely and accurate delivery of your order, and can assist with any questions you may have about your order, tracking, documentation, and invoicing.

- Phone: 864-335-8252
- Email: invoices@ancgroup.com

Technical Support Team

Our team of technicians are experts in their field, customer-centered and given ownership to drive service tickets to timely and satisfactory conclusion.

- Email: helpdesk@ancgroup.com

Project Manager: Billy Crowe

Billy Crowe is available to assist you in creating or modifying your network environment. He will also oversee installation scheduling and project management if you opt for our installation services. With 20 years of experience in educational technology and over a decade in project management and environment design, Billy is well-equipped to help you succeed.

- Phone: 864-414-3469
- E-Mail: billyc@ancgroup.com

SERVICE LEVEL AGREEMENT

Our standard response time is four hours during normal operating hours, which are from 8:00 AM to 5:00 PM. Services requested outside of these hours, including evenings, weekends, and holidays, may incur additional charges at the after-business hours rate.

UNDERSTANDING OF THE PROJECT

Transylvania County Schools has filed an NCDPI mini-bid requesting a proposal for E-Rate eligible Switching Equipment. ANC Group has specified HPE Aruba Equipment for this solution. All equipment quoted is 100% E-Rate Eligible.

ANC Group is an established HPE Aruba Solution Provider 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, through ongoing product training and certification, technical competencies in the products and services offered by HPE Aruba.

TERMS & CONDITIONS

ANC Group, Inc. ("Seller"), makes all sales of its products and services ("Products") to buyer ("Buyer") subject to the following terms and conditions:

Sales Tax: Buyer will be responsible for payment of all applicable federal, state, and local taxes and assessments (including sales, use, and similar) levied on the transaction. No tax exemption will be recognized unless a valid exemption certificate is provided. ANC makes every effort to quote correct sales tax due, however, due to frequent tax code changes, Buyer is responsible to for actual sales tax incurred at time of shipment.

Shipping: Order will be shipped to 1 Central Location. Some parts are experiencing much longer delays due to backorders and supply chain issues. If a loading dock is unavailable, additional shipping charges may apply. Please let us know if you require a liftgate for delivery.

Returns: Return requests must be requested from ANC Group within 30 days of receipt of product. All returns must be accompanied by an RMA and will only be accepted for unopened merchandise, in original packaging. The terms for all Product returns, for whatever reason, are limited to those set forth in the Manufacturer's return merchandise authorization ("RMA") policies and procedures, which are located on Manufacturer's website and in their catalogs. These policies and procedures may be modified in any manner by Manufacturer at any time.

Shortages/Rejection of Delivery: All claims for shortages or rejection of delivery must be made by Buyer to Seller in writing within a period of forty-eight (48) hours from receipt of Products and must state in reasonable detail the grounds therefore. Unless such notice is given within the stated period of time, Buyer agrees that it shall be conclusively presumed that Buyer has fully inspected the Products and acknowledged that NO shortage or grounds for rejection exists.

ACKNOWLEDGMENT

For 25 years, ANC Group has proudly partnered with districts like yours, recognizing how crucial the choice of a technology provider is to your organization. We believe that our dedicated team, extensive experience, and proven methodology position us as the ideal partner for your project.

Should you have any questions or need clarification on anything in this document, please don't hesitate to reach out to your dedicated team. Thank you for considering us as your partner. We look forward to working together!



Brian Daughetee
President, ANC Group

Aruba Switch

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
JL679A	Aruba 6100 12G CL4 2SFP+ 139W Switch	\$784.98	6	\$4,709.88	\$317.92
R9W86A	Aruba CX 8100 24x10G SFP+ 4x40/100G QSFP28 FB Airflow 3Fan 2AC PSU Switch Bundle	\$7,770.00	2	\$15,540.00	\$1,048.95
JL659A	Aruba 6300M 48SR5 CL6 PoE 4SFP56 Switch	\$6,642.65	20	\$132,853.00	\$8,967.58
JL087A	Aruba X372 54VDC 1050W Power Supply	\$458.49	40	\$18,339.60	\$1,237.92
R0M46A	Aruba 50G SFP56 to SFP56 0.65m DAC Cable	\$143.15	20	\$2,863.00	\$193.25
				Subtotal:	\$174,305.48
				Tax:	\$11,765.62
				Subtotal With Tax:	\$186,071.10

INSTALLATION

DESCRIPTION		PRICE	QTY	EXT. PRICE	TAX
SVC-SW	Switch Installation & Configuration	\$200.00	28	\$5,600.00	\$378.00
				Subtotal:	\$5,600.00
				Tax:	\$378.00
				Subtotal With Tax:	\$5,978.00

ANC PROFESSIONAL SERVICES

In addition to the requested equipment, Transylvania County Schools has asked for a proposal for the installation of the Switching. Installation of eligible equipment is also 100% E-Rate eligible.



This is what you can expect from an ANC Professional Services Installation:

- Installation will be carried out by ANC Group and/or its affiliates in a professional manner, adhering to Industry Best Practices.
- The site will be left clean, neat, and undamaged.
- Each new unit installed will involve the removal of one existing unit.
- It is assumed that all work will take place during normal business hours, Monday through Friday, from 8:30 AM to 5:00 PM. Any work conducted outside these hours will be billed at the after-hours rate.

A scheduling meeting will be arranged within seven days of the customer confirming receipt of all equipment. While we aim to schedule installation within seven days, we cannot guarantee this timeline. Installations will be scheduled at the earliest available date that allows for quality service. Please note that this proposal does not cover delays caused by factors beyond our control, such as district scheduling conflicts, incomplete tasks by other service providers, weather issues, or other unforeseen events.

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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
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cwhitlock@tcsnc.org

Quote Information:

105550

Version: 3
Delivery Date: 03/10/2025
Expiration Date: 06/30/2025

Quote Summary

DESCRIPTION	AMOUNT
Aruba Switch	\$174,305.48
INSTALLATION	\$5,600.00
Subtotal:	\$179,905.48
Estimated Tax: (6.75%):	\$12,143.62
Total:	\$192,049.10

Signature shall constitute commitment to Purchase and should only be signed by an individual with authority to bind the purchasing entity.

Transylvania County Schools NC

Signature: _____
Name: Chris Whitlock
Date: _____