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204L - LAYER 2 LAN SWITCHES AND PERIPHERALS

Contract Number:	204L
Effective Date:	October 7, 2015 through October 6, 2018
Renewal Options:	None
Contract Administrator:	Debbie Patterson debbie.patterson@nc.gov
Phone:	(919) 754-6619
State Term Contract Bid No: ITS-009176	

The scope of this contract is limited to the State's normal requirements for Layer 2 LAN Switches and Peripherals, and related maintenance.

This contract is a **Convenience Contract**, but not mandatory, for the use of **State Government Agencies** (and/or portions thereof) and non-State Agencies as permitted by law. Such entities presently include the North Carolina University System and its member campuses, Instructional components of the Department of Public Instruction, Instructional components of the Department of Community Colleges, as well as local (municipal and county) governments.

Agencies with the need to acquire equipment not covered by this contract are required to follow the established Purchasing procedures of the Department of Information Technology (DIT).

Product Information and Pricing

This contract includes the following Layer 2 LAN Switch Products and Peripherals, and related maintenance ONLY. Please note that products and part numbers may change as they are replaced/changed by the manufacturer.

Product Information:

Manufacturer	Approved Ethernet Switches	Approved WLAN
Aerohive	None	All
Alcatel-Lucent	OmniSwitch 6350, 6450, 6560, 6865, 6860, 6900 and 9900. OmniAccess AP series 103, 110, 200, 210, 220, 228, 270 and 205H; AP1101, AP1220, AP1230, and AP1251. OmniAccess 4550 & 4650 WLAN controllers.	All

Aruba (Purchased by HPE Nov. 1st 2016) Purchases of Aruba go through HPE now)	None	All
Brocade	ICX 6430, ICX 6430-C, ICX 6450, ICX 6610, ICX 6650, ICX 7750, FastIron SX Series, MLXE, ICX 7450, ICX 7250, FCX Series	None
Cisco	5500 & 8500 Series WLAN Controllers, Catalyst 3850, 4500-E & 6500-E Series, 6880-X Series, 2960-X Series, 2960-Plus, 2960SF, 3560v2 , 3750v2 , 3750-X, 3560-X Series , 2960-S Series , 3560-C Series , 2960-C Series, 3650 Series, 3850 Series, 4500-X Series, 9300 Series, 9400 Series, 9500 Series, Meraki MS220 Series, MS225 Series, MS250 Series, MS350 Series, MS410 Series, MS425 Series, MS120-8, MS120-12, MS120-24	All
Extreme Networks	Summit X460-G2, X440 and X430, B and C Series, 7100G Series	All
Hewlett-Packard	1820 Series, 3100 EI Series, 3100 SI Series, 3500 & 3500 yl Series, 3600 EI Series, E4200 vl Series, 5400 zl Series, 5400R zl2 Series, 5130 EI, 1920 Series, 1950 Series, 2530 Series, 2620 Series, 2920 Series, 3800 Series, 5130 Series, 5400R Series, 5500 Series, 7500 Series	All
Juniper	EX2200, EX3300 and EX4300	None

Pricing:

Manufacturer	Percentage Off List Price
Aerohive	23% Off, 5% Off Support
Alcatel-Lucent	30% Off Switches, 15% Off Controllers, 30% Off Transceivers
Brocade	55% Off, 15% Off Support
Cisco	46.1% Off, 20% Off Service
Extreme Networks	50% Off, 25% Off Maintenance
Hewlett-Packard	38% Off, 24% Off Services
Juniper	45% Off, 10% Off Services

Ordering Instructions and Vendor Contact Information

Please obtain quotes for the items needed from the listed vendor/resellers

Vendor Contact Information

Manufacturer Brand	Vendor Contact Information
Aerohive	<u>Encore Technology</u> David Masters 888-983-6267 dmasters@encoretg.com
Alcatel-Lucent	<u>Alcatel-Lucent</u> Steve Tallman 818-598-6105 steve.tallman@alcatel-lucent.com <u>LightSpeed Technologies, Inc.</u> Robert Huml 919-467-9067 bhuml@lightspeedt.com
Aruba (Purchased by HPE Nov. 1 st 2016) Purchases of Aruba go through HPE now)	<u>A3 Communications</u> Brian Thomas 888-809-1473 brian.thomas@a3communications.com
Brocade	<u>Brocade</u> Jill Cameron (888) 276-2233 SLEDTEAM@brocade.com <u>Converged Networks</u> Mike Duck (843) 725-1356 mduck@convergednetworks.com <u>Encore Technology</u> David Masters (888) 983-6267 dmasters@encoretg.com <u>CDWG</u> Kyle Irwin Kyleirw@cdwg.com (866) 769-8287

Cisco	<p><u>NWN Corporation</u> Shannon Ludwig (919) 653-4422 sludwig@nwnit.com</p>
Extreme Networks	<p><u>Blue ALLY</u> Dale Denning, Regional Sales Director, Carolinas ddenning@blueally.com 1255 Crescent Green Suite 300 Cary, NC 27518 Direct: (919) 249-1538 Mobile: (919) 349-5098</p> <p><u>rmsource, Inc.</u> www.rmsource.com Robb Hultin, VP of Sales rhultin@rmsource.com (919) 246-3845 150 Fayetteville Street, Suite 810 Raleigh, NC 27601</p> <p><u>Data Network Solutions</u> Address: 629 Lake Tide Dr. Chapin, SC 29036 Sales contact person: Miriam Rodrigue (864) 640-1343 Email: sales@datanetworksolutions.com Website: www.datanetworksolutions.com</p> <p><u>Extreme Networks, Inc.</u> Chris Bondi, Sr. Account Executive – North Carolina Region cbondi@extremenetworks.com Mobile: (919) 457-8250 Office: (919) 447-7336</p>
Hewlett-Packard Enterprise	<p><u>ANC Group Inc. (www.ancgroup.com)</u> Samantha Schuller, Operations Manager SamanthaS@ancgroup.com (888) 424-4863 14 Progress Road Greenville, SC 29607</p> <p><u>Carolina Advanced Digital, Inc. (www.cadinc.com)</u> Julie Allen, Inside Sales Manager julie@cadinc.com (919) 460-1313 x211 133 Triangle Trade Drive Cary, NC 27513</p>

<p>Hewlett-Packard Enterprise</p>	<p><u>CDW-G</u> Jumana DiHu, Program Manager, State & Local (312) 547-2495 jumdihu@cdw.com</p> <p><u>ePlus Technology Inc (www.eplus.com)</u> Matt Morrell, Account Manager mmorrell@eplus.com (919) 767-2963 511 Davis Drive Suite 350 Morrisville, NC 27650</p> <p><u>VeriStor inc. (www.veristor.com)</u> Michael Arnold District Sales Manager VeriStor 6101 Carnegie Blvd Charlotte, NC 28209 Phone: (704) 910-2484 Mobile: (954) 648-8501 marnold@veristor.com</p> <p>Blue ALLY Dale Denning, Regional Sales Director, Carolinas ddenning@blueally.com 1255 Crescent Green Suite 300 Cary, NC 27518 (919) 249-1538 direct (919) 349-5098 Mobile</p>
<p>Juniper</p>	<p><u>Juniper Networks</u> Bill Hicks (Senior Account Manager) (919) 345-3464 bhicks@juniper.net</p> <p>Roxanne Bieniek (Contract Manager) (978) 589-0636 rbieniek@juniper.net</p> <p><u>Data Network Solutions</u> Tommy Jackson tjackson@datanetworksolutions.com (336) 782-1400</p> <p><u>CDWG</u> Kyle Irwin Kyleirw@cdwg.com (919) 272-6083</p>

Juniper	<p><u>JCMR Technology</u> Jake Kent Jake.Kent@jcmr.net (704) 562-6120</p> <p>CenturyLink Government Gary James gary.m.james@centurylink.com (984) 212-9869</p>
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Minimum Orders

There are no minimum order requirements on this contract.

Abnormal Quantity

There is no abnormal quantity amount on this contract. The State reserves the right; however, to negotiate lower than contract pricing on items purchased from this contract.

Transportation Charges

Goods shall be delivered to agency locations within the State of North Carolina **F.O.B. Destination**. Freight, handling, charges for pallets, charges for special shipping requirements, and distribution charges shall be included in the total price of each item.

Delivery

The delivery of merchandise ordered must be delivered and installed if applicable within 30 days after receipt of purchase order.

Taxes

Prices shown do not include North Carolina sales or use taxes.

Service

Vendor should utilize best efforts to resolve service problems in a timely fashion through the use of acceptable servicing methods; to include but not be limited, to verbal problem analysis and remote diagnostics. This service/warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time.

In the event that a product needs to be shipped out for repair or replacement, the contract will provide shipping container (if required) and shipping instructions.

Warranty

The Vendor warrants that all products furnished in response to this RFP will be newly manufactured, of good material and workmanship, free of defects, and covered by Cisco's 90-day standard warranty for hardware and software for the product type. Warranty shall include replacement of defective products at no additional charge to the State for the term of the warranty. Offers shall not include used products, refurbished products, re-manufactured, or end-of-life products.

Ordering

Orders will be placed throughout the contract period on an as-needed basis for the quantity required at the time, and will be issued directly to the respective Vendor or their designated suppliers/authorized dealers.

Vendors are required, upon request, to provide the user with catalogs, descriptive literature and/or web sites, and current net prices. This information is to be provided to the ordering agency within two (2) business days of the request. Such information shall be provided at no charge.

Contract Notes:

2/23/17 – Replaced Alcatel-Lucent Omniswitch 9800E with OS9900; Replaced Omniswitch OS6855-x with OS6865-x.

3/6/17 – Updated Juniper Networks Contact Info.

4/17/17 – Amendment 2 with NWN to remove end of life Cisco 3560v2, 3750v2, 3560-X, 2960-S, and 3560-C Series Layer 2 LAN Switches and add Cisco Meraki MS220, MS225, MS250, MS350, MS410, and MS425 Series Layer 2 LAN Switches and Accessories.

5/25/17 – Removed CDWG as Avaya 204L designated reseller. Added Step CG, LLC as Avaya 204L designated reseller.

10/06/17 – Executed 2nd renewal option to extend contract through October 6, 2018. Removed Avaya products from 204L. Avaya no longer sells network switches. Sold off in bankruptcy.

10/23/17 – Added Cisco Meraki MS120-8, M120-12, & MS120-24 Switches. Added Alcatel-Lucent OmniSwitch 6350, 6560, 6865, 6900, and 9900 switches and OmniAccess AP1101, AP1220, AP1230, and AP1251.

11/17/17 – Added Cisco Catalyst 9300, 9400, & 9500 Series Switches to NWN.