



development group, inc

Quote #9333

Company:
SANTA ROSA CITY
SCHOOLS

Requested By:
Adrian Bica
Director of
Technology

Proposal
Description:
SRCS Additional
APs

Development Group,
Inc.
PO Box 991484
Redding, CA 96099-
1484
Phone: (530) 229-0071
Fax: (530) 248-3415

Bill To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN PURCHASING SANTA ROSA, CA 95401- 4320	Ship To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN WAREHOUSE - CENTRAL RECEIVING SANTA ROSA, CA 95401-4320	Sold To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN PURCHASING SANTA ROSA, CA 95401- 4320
Created: 3/15/2016 Expires: 4/15/2016 Version: 1	Account Manager: jjones Systems Engineer: swinsick	Payment Terms: Net 30
Project:		

Line No	Qty	Product	SMARTnet	Unit Price	Ext'd Price	Tax
Additional SMARTnet Coverage for Previous Wireless Purchase						
2	1	CON-ECMU-C1AIRK SWSS Subscription, additional 4 Years, 12463566, 10-Sep-2016 Cotermious to 09-Sep- 2020		0.00	0.00	
3	650	CON-ECMU-C1FPAIR SWSS Subscription, additional 4 Years, 12463566, 10-Sep-2016 Cotermious to 09-Sep- 2020		159.00	103,350.00	
Cisco ONE Access - Wireless						
5	1	C1-AIR-K9 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE	TP Operate Svcs - Essential SW		Included	T
6	1	C1-MSE-PAK Cisco ONE MSE License PAK			Included	T
7	700	C1FPAIRK9 Cisco ONE Foundation Remote Wireless	TP Operate Svcs Essential SW	184.50	129,150.00	T

7	763	Cisco ONE Foundation Perpetual - wireless	- Essential SW	164.50	125,513.50	I
8	763	C1-MSE-LS-1 Cisco ONE CMX Base (Location + Connect) - 1AP license			Included	T
9	763	C1-ISE-BASE-AP Cisco ONE Identity Services Engine 25 EndPoint Base Lic			Included	T
10	763	C1-CEM-25-K9 Cisco ONE Energy Mgmt Perpetual Lic - 25 DO End Points			Included	T
11	763	C1-WLC-1 Cisco ONE Wireless LAN Controller AP License (any WLC)			Included	T
12	1	C1-WLC-PAK Cisco ONE Wireless LAN Controller AP License PAK (any WLC)			Included	T
13	763	C1-PI-LFAS-AP-K9 Cisco ONE PI Device License for LF & AS for WLAN			Included	T
14	763	C1-CAND-1 Cisco ONE Connected Analytics Net Deployment -1 Dev Lic 1 YR			Included	T
15	763	C1F1VAIR-01 Tracker PID v01 Fnd Perpetual AIR - no delivery			Included	T
802.11ac W2 AP w/CA; 4x43; Mod; Int Ant; mGig B Domain						
17	615	AIR-AP3802I-B-K9 802.11ac W2 AP w/CA; 4x43; Mod; Int Ant; mGig B Domain		775.50	476,932.50	T
18	615	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)			Included	T
19	615	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software Image			Included	T
20	615	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)			Included	T
802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig B Domain						
22	148	AIR-AP3802E-B-K9 802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig B Domain		822.50	121,730.00	T
23	148	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)			Included	T
24	148	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software			Included	T

		image				
25	148	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)		Included		T
26	592	AIR-ANT2524DB-R 2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant., Blk, RP-TNC		18.33	10,851.36	T
Oberon Wireless Enclosures and Brackets						
28	140	1011-00 Oberon Wireless Right Angle Bracket		62.03	8,684.20	T
29	130	1026-16148 Oberon Wireless NEMA Enclosure 16x14x8 Inches HxWxD		170.01	22,101.30	T
					Subtotal	\$869,162.86
					Handling	\$2.00
					Estimated Sales Tax (8.75%)	\$67,008.80
					SMARTnet	\$151,646.25
					Professional Services	\$111,014.80
					Shipping	\$0.00
					Total	\$1,198,834.71

Notes

Development Group, Inc.'s California Multiple Award Schedule (CMAS) CMAS Contract No.: 316702686G



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About Sales Tax

Items sold by Development Group, Inc. and shipped to destinations in California and Nevada are subject to sales tax.

If an item is subject to sales tax in the state to which the order is shipped, tax is generally calculated on the total selling price of each individual item. In accordance with state tax laws, the total selling price of an order will generally include shipping and handling charges and item-level discounts. The amount of tax charged on your order will depend upon many factors including, but not limited to, the type of item(s) purchased, and the source and destination of the shipment. Factors can change between the time you place an order and the time an invoice is sent, which could affect the calculation of sales taxes. The amount appearing on your proposal as 'Estimated Sales Tax' may differ from the sales taxes ultimately charged.

Company & Payment Information

Mailing Address

Development Group,
Inc.
PO Box 991484
Redding, CA 96099-
1484

Phone: (530) 229-0071
Fax: (530) 248-3415

Office Locations

Development Group, Inc.
6704 Lockheed Dr
Redding, CA 96002

Payment Information

Development Group,
Inc.
32880 Collections
Center Dr
Chicago, IL 60693

Federal Tax ID: 26-
3740919

Wire Transfer Information

Domestic Wire Transfer (U.S.)

Wire Routing Transit Number
(RTN): 026009593
Bank Name: Bank of America
City, State: Chicago, IL
Account Number: 8188065595
Title of Account: DEVELOPMENT
GROUP INC

International Wire Transfer

Wire Routing Transit Number:
026009593
SWIFT Code: BOFAUS3N
Bank Name: Bank of America
City, State: Chicago, IL
Account Number: 8188065595
Title of Account: DEVELOPMENT
GROUP INC

Note: All wire transfers must be made in US Dollars



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Cisco SMARTnet Proposed Service Details

Qty	Product Number	Service Level	Service Product Number	Term	Customer Price
Additional SMARTnet Coverage for Previous Wireless Purchase					
1	CON-ECMU-C1AIRK SWSS Subscription, additional 4 Years, 12463566, 10-Sep-2016 Cotermious to 09-Sep-2020	NONE			0.00
650	CON-ECMU-C1FPAIR SWSS Subscription, additional 4 Years, 12463566, 10-Sep-2016 Cotermious to 09-Sep-2020	NONE			0.00
Cisco ONE Access - Wireless					
1	C1-AIR-K9 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-C1AIRK	5 Years	0.00
1	C1-MSE-PAK Cisco ONE MSE License PAK	NONE	Included		
763	C1FPAIRK9 Cisco ONE Foundation Perpetual - Wireless	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-C1FPAIR	5 Years	151,646.25
763	C1-MSE-LS-1 Cisco ONE CMX Base (Location + Connect) - 1AP license	NONE	Included		
763	C1-ISE-BASE-AP Cisco ONE Identity Services Engine 25 EndPoint Base Lic	NONE	Included		
763	C1-CEM-25-K9 Cisco ONE Energy Mgmt Perpetual Lic - 25 DO End Points	NONE	Included		
763	C1-WLC-1 Cisco ONE Wireless LAN Controller AP License (any WLC)	NONE	Included		
1	C1-WLC-PAK Cisco ONE Wireless LAN Controller AP License PAK (any WLC)	NONE	Included		
763	C1-PI-LFAS-AP-K9 Cisco ONE PI Device License for LF & AS for WLAN	NONE	Included		
763	C1-CAND-1 Cisco ONE Connected Analytics Net Deployment -1 Dev Lic 1 YR	NONE	Included		
763	C1F1VAIR-01 Tracker PID v01 Fnd Perpetual AIR - no delivery	NONE	Included		

802.11ac W2 AP w/CA; 4x43; Mod; Int Ant; mGig B Domain					
615	AIR-AP3802I-B-K9 802.11ac W2 AP w/CA; 4x43; Mod; Int Ant; mGig B Domain	NONE			0.00
615	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)	NONE	Included		
615	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software Image	NONE	Included		
615	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	NONE	Included		
802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig B Domain					
148	AIR-AP3802E-B-K9 802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig B Domain	NONE			0.00
148	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)	NONE	Included		
148	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software Image	NONE	Included		
148	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	NONE	Included		
592	AIR-ANT2524DB-R 2.4 GHz 2 dBi/5 GHz 4 dBi Dipole Ant., Blk, RP-TNC	NONE			0.00
Oberon Wireless Enclosures and Brackets					
140	1011-00 Oberon Wireless Right Angle Bracket	NONE			0.00
130	1026-16148 Oberon Wireless NEMA Enclosure 16x14x8 Inches HxWxD	NONE			0.00
			SMARTnet Subtotal		\$151,646.25

Resolve network problems rapidly with direct, anytime access to Cisco experts and hardware replacement matched to your needs.

When Minutes Matter, Depend on Cisco SMARTnet Service to Deliver

As networks evolve and critical business processes, system, and services are added, the consequences of downtime increase dramatically. When a problem occurs that can disrupt business continuity, IT departments are under intense pressure to resolve the issue as quickly as possible before it can affect the business. Cisco SMARTnet Service facilitates rapid problem resolution and improves operational efficiency through a combination of expert troubleshooting assistance, online tools, and flexible device coverage options. You experience the benefits of greater network availability while reducing operating costs.

Move quickly with Anytime Access to Cisco Expertise and Resources

Cisco SMARTnet Service is an award-winning technical support service that gives your IT staff direct, anytime access to Technical Assistance Center (TAC) engineers and Cisco.com resources. You receive the fast, expert response and the dedicated accountability you require to resolve critical network issues.

The Value of Cisco Support

"We have maintenance contracts with multiple vendors and Cisco is the most responsive of them all. When we have a network issue, we count on their four-hour response time to have the problem resolved."

-Thuan Nguyn, Director of Information Technology
Kent School District

Cisco SMARTnet Service provides the following device-level support:

- Global access 24 hours a day, 365 days a year to specialized engineers in the Cisco TAC.
- Anytime access to the extensive Cisco.com online knowledge base, resources, and tools.
- Hardware replacement options include 2-hour, 4-hour, Next-business-day (NBD) advance replacement, as well as Return for Repair (RFR).
- Ongoing operating system software updates, including both minor and major releases within your licensed feature set.
- Proactive diagnostics and real-time alerts on select devices with Smart Call Home.

In addition, Cisco SMARTnet Onsite Service is an option that provides a field engineer to install replacement parts at your location and help ensure that your network operates at the highest levels.

Connect Directly to the Network Experts at Cisco

When a network problem is affecting business-critical systems, you want fast access to technology experts with experience in diagnosing the toughest problems. Cisco SMARTnet Service connects you directly to the Cisco TAC, staffed by Cisco professionals certified in a broad range of Cisco foundational and advanced technologies. The Cisco TAC employs a sophisticated system that automatically routes your service request to the appropriate technology team and automatically escalates your case to the next level of support if it is not resolved within a specified time frame.

The Cisco TAC is available 24 hours a day, 365 days a year around the world, with support available in local languages. If your assigned TAC engineer changes for any reason before your service request is resolved, a personal handoff is completed between all parties to provide service continuity through issue resolution. You can interact with Cisco TAC engineers in a way that is most convenient and useful for you, including email, telephone, web-based collaboration, and even a state-of-art, face-to-face discussion using Cisco WebEx collaboration. Live chat is ready to help you through a service request submission, and online video collaboration is the perfect option for a virtual troubleshooting session.

Facts About TAC Engineers

- Thousands of expert networking technologists with specialized certifications
- More than 500 engineers with CCIE certifications
- Average more than five years of technical support experience
- Computer science/electrical engineering degrees

To confirm the right remediation action, Cisco engineers can test solutions in a laboratory environment that simulates your network. These simulation labs are equipped with Cisco device and technology solutions so that an engineer can accurately mirror a customer IT configuration to make sure a proposed solution will solve your problem. Throughout a TAC engagement the goal of every Cisco engineer is to use the best resources at hand to solve your issues and empower your staff through active knowledge transfer.

Gain Critical Insight with Embedded Diagnostics

With the Smart Call Home feature of the Cisco SMARTnet Service, you get proactive, detailed diagnostics and real-time alerts on core network devices to help you identify and resolve issues even more quickly, conserving valuable staff time and improving network availability. Smart Call Home is available on call home-capable devices, such as the Cisco Catalyst 6500 Series Switches. Devices equipped with the call home technology continuously monitor their own health and automatically notify you of potential issues using encrypted, authenticated transmissions. If a serious problem arises, Smart Call Home automatically generates a service request with the Cisco TAC that is routed to the right team for your particular problem. Cisco is adding the call home capability to many of its current and new products over time. Visit <http://www.cisco.com/go/smartcall> to see the latest list of call home-enabled Cisco products.

Extract More Value from Your Network with Online OS Updates

Protect your investment and extend the life of your network with anytime, online access to the latest operating system software updates within your licensed feature set. Rather than purchase OS software updates individually, a support contract saves you time and money by covering the cost of updates, including both minor and major releases within your licensed feature set. These updates enhance your existing equipment with the latest features such as advanced security, regulatory compliance, and greater network capacity, potentially adding years of service and improved performance to your network.

The Cisco SMARTnet Service includes a personalized Software Advisor, available through the Cisco.com web portal, to keep you advised about which new software releases are available for your Cisco network devices. Users download millions of copies of operating system and application software each month. However, only Cisco customers with support contracts are authorized to access the software-related tools on the Cisco.com portal to help identify the latest versions of OS and applications for their equipment, troubleshoot software bugs, and migrate to the most current software features.

New OS features enable greater network capacity, advanced security, and regulatory compliance as well as better interoperability. In addition, greater business value is achieved through innovative technology enhancements that provide increased business productivity and customer satisfaction. With up-to-date software, your business will be poised to take advantage of new technology innovation, get a greater return on investment, and lower total cost of ownership while staying competitive in today's global economy.

Count on the Right Part, When and Where You Need It

When you need dependable, fast access to business-critical parts, your Cisco SMARTnet Service delivers. Choose from a

variety of hardware replacement options, including premium options such as two-hour replacement and onsite parts replacement and installation. You can select coverage on a device-by-device basis, so you get the flexible coverage you need.

All options include anytime, global access to the Cisco TAC and award-winning Cisco.com resources. Plus you have flexibility of choosing the coverage you want on a device-by-device basis. The Cisco SMARTnet Service options are shown in Table 1.

Dependable parts delivery on a global basis is enabled by the Cisco service supply chain, a network of over 900 spare parts depots around the world managed by a sophisticated global inventory that automates parts stocking processes worldwide. Cisco is constantly adjusting regional stock holdings so spares are available where and when you need them.

More than a Warranty

Companies sometimes think of warranties as an adequate defense against product problems. Cisco SMARTnet Service goes far beyond a simple warranty replacement policy (see Table 1). Cisco SMARTnet Service provides troubleshooting support, advanced hardware replacement options, and extensive self-help and knowledge transfer to empower your network operations and support staff. A warranty only offers delayed hardware replacement during the warranty duration.

"Cisco Smart Call Home allowed me to fix a network problem in about an hour that would have typically taken one of my staff two days to troubleshoot."

-Mike DeDecker, CCIE
Warner Pacific Insurance Services

Table 1. Cisco SMARTnet Service Feature and Options

	Equipment Covered	Duration	Hardware Replacement Options	Cisco Operating System Updates	Cisco TAC Support	Onsite Engineer Option	Registered Access to Cisco.com	Smart Services Diagnostics and Alerts
Cisco SMARTnet & Cisco SMARTnet Onsite Services	All	Renewable contracts	Advance Replacement: 24x7x2 hour 24x7x4 hour 8x5x4 hour 8x5xNBD	Yes, ongoing updates within the licensed feature set	Yes	Only with onsite option	Yes, 24x7 full access	Yes
Cisco Warranty	All	Standard hardware: 90 days (specific products 1 year/limited lifetime) Standard software: 90 days	Advance Replacement (10 days)	No	No	No	No	No