



APPROVAL OUTSIDE VENDOR (NON-CUSD) CONTRACT

All contracts must be approved by the Board of Education

Please return this signed cover sheet and the contract to the Business Office for review
at least fourteen (14) working days prior to the next Board meeting.

Once received and approved by the Business Office, **the contract will be returned to the requesting department and you must agendize the item for approval by the Board of Education** at their next regularly scheduled meeting.

Site/Department: Technology (IT) & Student Services

Date(s) of Contracted Service: 07/01/2020 - 06/30/2020

Contractor Name: Extreme & EyeP Solutions

Cost (not to exceed): \$82,000.00

Description of Service: Maintenance and service for network equipment, switches, and wi-fi access points.

Contract Terms: Prepayment Penalty: ☐ Yes ☒ No Auto Renewal: ☐ Yes ☒ No

☒ Venue for Legal Disputes Reviewed by Cabinet Member ☐ Legal Counsel Reviewed

☐ Pupil Records Rider ☐ New Vendor (if checked, need W9) ☐ Other _____

☐ Fingerprinting/TB Questionnaire completed ☐ Insurance Received

☐ Ratified, reason _____

Funding Source: ☒ District ☐ ASB ☐ PTO/PTA ☐ Other _____

☐ Fund 40 ☐ Fund 14 ☒ Fund 01 **Budget Source** 01-0000-0-0000-2420-5811-00-029-0108-0028

I have read and understand the terms of and approve the attached contract:

Paul G. Behan
Site/Department Administrator Signature

06/01/2020
Date

☒ Reviewed by C.B.O. before being agendized. yp
initials

Board Approval Date: _____

☐ Copy sent to the Site/Department _____
Date



Prepared for

Carmel Unifed School District

ETA Carmel

Quote #003763-R0

Prepared by

Jon Gentry

530-903-9374

jonathan.gentry@eyep-solutions.com

EyeP Solutions

3450 Palmer Drive Suite 4-191

Cameron Park, CA 95682

June 01, 2020

Your IT Solutions Partner

Jon Gentry
Outside Sales Representative
jonathan.gentry@eyep-solutions.com
Direct: 530-903-9374

Terms: Net 30

This Quotation Was Prepared Exclusively For Buyer:

Ship to:

Carmel Unifed School District
Attn: Rob Perry
831.624.1546 ex. 2043
rperry@carmelunified.org
4380 Carmel Unified School District
Carmel, California 93922

Carmel Unifed School District
Attn: Rob Perry
831.624.1546 ex.2043
rperry@carmelunified.org
California

ITEM	DESCRIPTION	QTY	YOUR PRICE	TOTAL
97804	Extreme Campus Agreement	2,567	31.71	\$81,399.57

Subtotal: \$81,399.57

This Quotation is in effect for 30 day(s).
Delivery Date: TBD from Buyer's placement of order.

Total: \$81,399.57

Comments:

CA SB#1751196
CLSB#684520

Confidentiality of Quote:

Neither party shall disclose the terms and conditions of this Quote or the pricing contained therein to any third party except as required by applicable law, rule, or regulation. Provided, however, that either party may disclose such terms, conditions or pricing to legal, accounting and professional advisors bound by formal ethical or fiduciary duties requiring such advisors to treat, hold and maintain such information in accordance with the terms and conditions of this Agreement.

Prices and Payment

"Terms and Conditions of sale which appear on purchaser's document (including purchase orders) and which are inconsistent with these terms shall be voided. EyeP Solutions may ship partial orders. Orders canceled after shipment are subject to a 20% restocking fee. All products and services provided after order receipt shall be invoiced for payment in full including but not limited to; design and planning, layouts, 3rd party meeting and coordination, equipment extraction, etc. Delays in delivery at the customer request may result in storage fees. Prices are good for 30 days. Payment terms are subject to EyeP Solutions credit approval."

Signature: _____

Date: _____

What's Important to You?

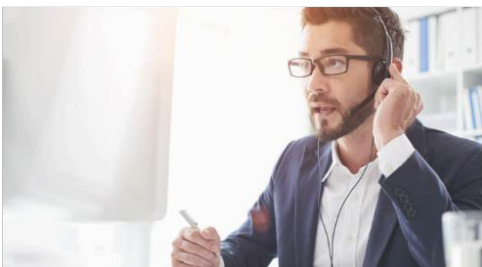
Consider these questions to help you decide if the Extreme Campus Agreement is right for your higher education institution.

- Are you looking for a predictable, consistent pricing model to cover your Software, Services and Support needs?
- Do you currently have an Operational Expense budget but not an easily accessible Capital Expense budget?
- Have you held off on updating your network software and services and are now seeing losses in productivity and competitive advantage as a result?
- Do you currently have a "per student" technology fee in place?

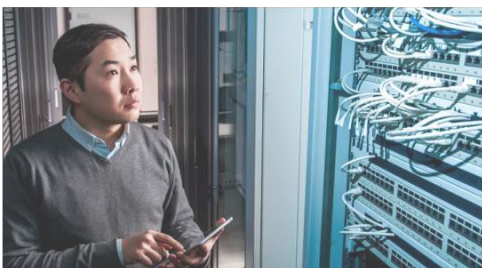
Software



Professional Services



ExtremeWorks Support Options



Extreme Campus Agreement

Giving Students the Best State-of-the-Art Network at a fixed Per Student Price.

The Trend

In order to have a competitive advantage, higher education institutions are realizing that they need to implement the latest in software technology and services to support their students effectively. However, budget cuts and budget approval make this a significant challenge.

What Are the ECA Advantages?

The Extreme Campus Agreement (ECA) bundles the software, services and ExtremeWorks support you want and need without using the CapEx budget you might not have (or want to use elsewhere).

The advantage is that you have the ability to roll software support license access, professional services and ExtremeWorks support services into one regular per student price and use the Per Student Technology fee to recover the cost.

Another key advantage is that you'll have predictable, consistent Operating Expense (OpEx) versus the more variable costs associated with buying the latest software and services required to keep your network running optimally. The ECA will set a fixed annual price per student at the start of the term that is used throughout the contract. Each year, the student population is then reviewed to set the annual price for the next annual period within the ECA.

New Extreme hardware purchased during the ECA term, receives full ExtremeWorks coverage and access to associated software licenses without any additional charge.

In addition, this model reduces the budgeting and accounting elements that are associated with buying Software, Services and Support, such as balance sheets and depreciation, which take up valuable resources, funds, and time.

That means there's no need for upfront capital so you can take advantage of technology available today to help you run your business more effectively and efficiently.

What If Our Needs Change?

The ECA framework is very flexible allowing for network growth during the contract term. Extreme can provide periodic reviews to determine your evolving needs and requirements to address any need for expansion or upgrades.

What Does ECA Include?

With the Extreme Campus Agreement, you get the Software, Services and Support you need on a consistent, predictable per student price to simplify and ease your budgeting process.

The basic elements of the ECA agreement are highlighted in the table below, but include the most in demand Software, Services and Support that our customers tell us they find desirable.

Extreme Campus Agreements from Extreme Networks. Simple budgeting on a per student basis. Massive value and access to Extreme software, professional services, and ExtremeWorks maintenance support.

If you are an educational institution looking for ease of budgeting and access to leading edge technology — give Extreme Campus Agreements a look.

Extreme Campus Agreement Deliverables

Extreme Campus Agreement Program Description	Price per Student per Year*
ECA with ExtremeWorks Next Business Day Advanced Hardware Replacement	Contact Extreme Networks for pricing
ECA with ExtremeWorks 4HR Advanced Hardware Replacement	Contact Extreme Networks for pricing
ECA with ExtremeWorks Next Business Day Onsite (Parts & Tech)	Contact Extreme Networks for pricing
ECA with ExtremeWorks 4HR Onsite (Parts & Tech)	Contact Extreme Networks for pricing
Deliverables	
Service Term	3 Years
Global Technical Assistance Center (GTAC) access	24x7x365
E-Support/Access to Extreme Support Portal	24x7x365
Software Support License	Yes
Software Updates/Upgrades	Yes
Hardware Replacement	Next Business Day or 4 Hour** options
Onsite Support	Next Business Day or 4 Hour** options
Professional Services	5 @ PS-ESUs for <4K student ECA levels (per yr) 10 @ PS-ESUs for >4K student ECA levels (per yr)
ExtremeManagement	Yes
ExtremeControl (Unlimited ES) Note that PA licenses are excluded from ECA	Yes
ExtremeAnalytics	Yes
Extreme Wireless (RADAR, Capacity Upgrades, V2110 virtual controller)	Yes
Software Support License for covered Extreme Switches/AccessPoints/Controllers including ExtremeCloud Appliance (Permanent device adoption licenses and VE612X virtual controller).	Yes

*Actual pricing based upon Bill of Material (BOM)

** 4 Hour options subject to available by location

Optional Services like Premier Support, Remote Monitoring, additional PS-ESUs, etc must be ordered separately.

As new products are purchased throughout the term they will be provided full ExtremeWorks maintenance support as part of this contract, and the cost of that maintenance SKU is \$0, per new purchase (maintenance cost savings during FY).



<http://www.extremenetworks.com/contact> | Phone +1-408-579-2800

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WWW.EXTREMENETWORKS.COM



Extreme Networks, Inc. ([EXTR](#)) creates effortless networking experiences that enable all of us to advance. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. Over 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate their digital transformation efforts and deliver progress like never before. For more information, visit www.extremenetworks.com or follow us on Twitter, LinkedIn, and Facebook.



Extreme Campus Agreement

The Elements

- ExtremeWorks Support
 - Next Business Day Advanced Hardware Replacement on all hardware
 - ExtremeWorks technical and hardware support coverage included
 - Maintenance for all hardware
- Access to entire software license library
 - Extreme Management - Full Extreme Management license with NMS-ADV capabilities, unlimited licenses
 - Extreme Control - Unrestricted Identity and Access End System licensing
 - Extreme Analytics - Unrestricted flow licensing and analytics fingerprint live updates
 - Extreme Wireless (IdentiFi) - Full AP Capacity Upgrades
 - Switch port capacity upgrades
- Professional Service Units
 - (5) Extreme Service Unit's per year (one unit equals one day of on-site ser
 - Use as you wish... training, on-site network tuning, whatever

How is it priced

- Pricing is based on "full time equivalent" enrollment to obtain a per student price
- The per student price is constant across the three years of the agreement
- Annual true-ups – the price is adjusted down or up each year based on enrollment for that year



ADVANCE WITH US

Who We Are

- Founded in 1996
- Revenue: \$1.1 Billion
- 2800 employees
- NASDAQ: EXTR
- Headquartered in San Jose, California

What We Do

- 20+ years of networking innovation
- Cloud-driven end-to-end networking solutions
- 1100+ active patents
- Award winning services and support
- Leader in Gartner MQs

What We Sell

Infrastructure Products

- ExtremeSwitching
- ExtremeRouting
- ExtremeWireless

Applications

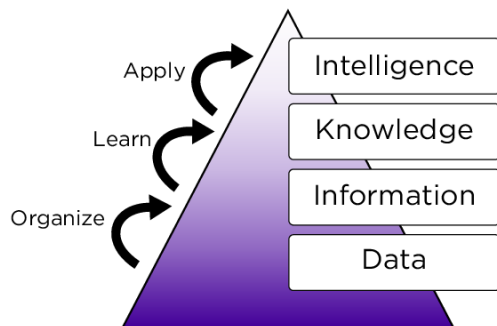
- Management and Automation
- Analytics and Visibility
- Security and Access Control

Enabling All of Us to Advance

Progress is achieved when we connect – allowing us to learn, understand, create, and grow. Extreme Networks make connecting simple and easy with effortless networking experiences that enable all of us to advance how we live, work, and share. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. With a culture of agility, we anticipate the needs of our clients and their end-users as they develop. More than 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate digital transformation efforts and deliver progress like never before.

At Extreme Networks, we are a culture of innovation, committed to improving the experiences of our customers along with our own. From building the very first 1 Gbps ethernet port to the industry's only 4th generation cloud architecture – we are committed to creating effortless networking experiences that enable all of us to advance.

ML/AI Paradigm



End-to-End Effortless Networking

Extreme successfully delivers Cloud-driven end-to-end enterprise networking for the emerging data-driven economy. Cloud is the ultimate enabler for collecting the data over time that is needed to develop highly accurate knowledge and then act upon it intelligently.

When you organize data it becomes information, when you learn from information it becomes knowledge, and when you apply knowledge it becomes intelligence. This data paradigm is intrinsically linked to all ML/AI initiatives at Extreme and elsewhere.

Cloud management is critical to enterprise digital transformation efforts. At its heart, Cloud Networking is a SaaS based application that delivers a Simpler way to deploy and manage complex networks and increase deployment scale while reducing costs. In short, Cloud Networking is:

FLEXIBLE: Right sized for skills, scale, and business objectives.

AGILE: Speed and continuous delivery of new features and capabilities

SECURE: Proven In the most risk-sensitive environments

TECHNOLOGY: Access to best of breed technologies in the world

Extreme is delivering powerful and proven enterprise solutions that work across the wireless and wired network, providing comprehensive visibility, control, and automation dramatically simplifying IT operations.

CLOUD MANAGEMENT TOOLS



"If our network can't provide a highly reliable, seamless experience throughout the game, our fans will stay home."

Vice President of Facilities and Game
Day Operations
Tennessee Titans

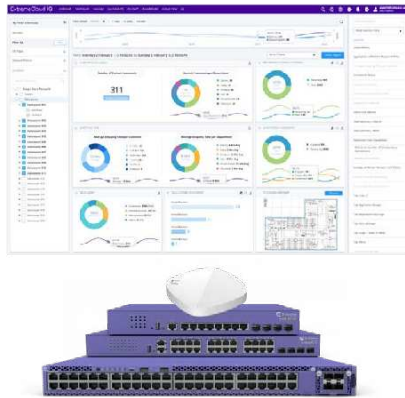
Cloud-driven networking gives the ability to collect, correlate, and visualize large sets of data to provide simple, smart, and secure effortless networks.

Centralized management delivers a simple way to deploy and scale complex networks. Visibility and Analytics offer intelligent insights and analytics using ML and AI. New Automation Tools assist in assurance of user, device, and IoT access and remediation.

Benefits of Extreme Cloud-Driven

Extreme offers advanced hardware that spans from the IoT Edge to the Data Center, and then builds in software-driven solutions that deliver advanced analytics, unprecedented insights, and full network assurance. The ability to do real-time data transfers, and automate where we didn't have automation before, gives us the ability to leverage state-of-the-art hardware to advance any outcome.

When you add it all up, there are 5 key reasons Extreme delivers **Effortless Networking** better than anyone else:

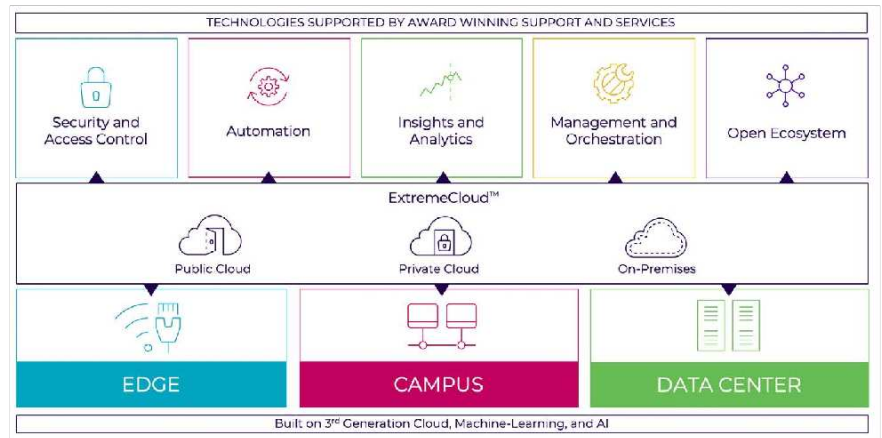


"It's very rare to find a solution that drives automation, minimizes security risk, and reduces costs without sacrificing one for another."

Director of Network Services
OSF Healthcare

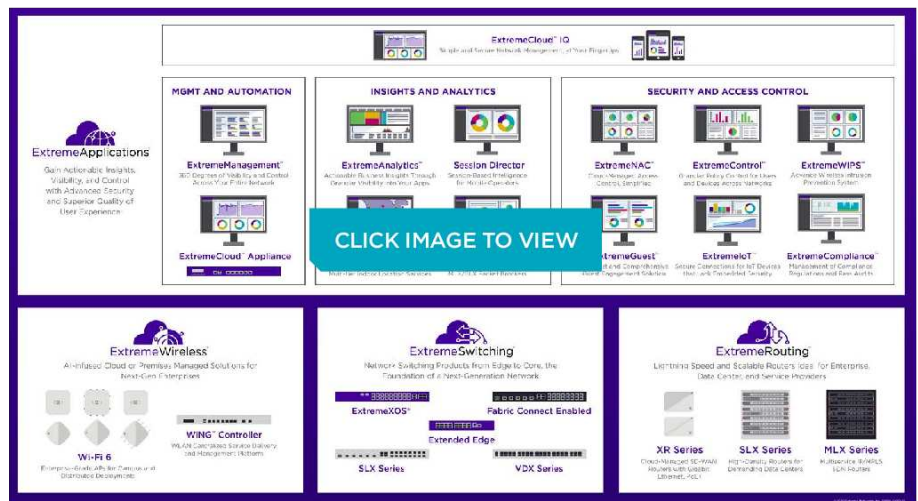
- A full End-to-End solution spanning from the Edge to the Data Center, with advanced hardware built on Broadcom technology to deliver the very best connectivity and edge computing;
- The highest quality cloud - first and only cloud management solution to be certified as ISO/IEC 27001 compliant to reflect our commitment to information security management systems best practices and controls by the International Standards Organization (ISO), as well as integrated Global Data Privacy Regulations (GDPR) support and continuous innovation of new features and functionality
- Cloud Choice: Extreme's cloud can be deployed in the public cloud, private cloud, or on-premises, providing organizations with unmatched flexibility to accomplish their business objectives. Whatever the selected deployment type, Extreme's cloud-driven infrastructure provides continuous operation even if connectivity to the cloud is impacted, adding even more flexibility to environments regardless of dependable internet connectivity.
- Depth of capability: Our cloud leverages the powers of machine learning, artificial intelligence, analytics, and automation to help connect, secure, and optimize network infrastructure. This goes way beyond basic management, but delivers intelligence and assurance to build the foundation for next generation experiences.
- Huge savings: when it's all said and done, the efficiencies of cloud-based management make effortless networking cost less too. This extends beyond just the cost of the subscription, but also for server infrastructure cabling, cooling, and maintenance and continuous operational savings for training and troubleshooting

Effortless Networking Architecture



Extreme's Cloud, whether public, private, or local, powers our hardware and software technologies with ML and AI to deliver a tailored networking solution for your needs. Our wireless, switching, and routing portfolio provides a broad range of end-to-end connectivity solutions, utilizing industry leading technologies to deliver speed, scale, reliability, and security for all of your users, device, apps, and things, no matter their location. Our software solutions streamline and automate the management of our wired and wireless technologies, protect the edge to the DC, fuel business and IT system integrations, and unlock new insights and analytics.

Effortless Portfolio Summary

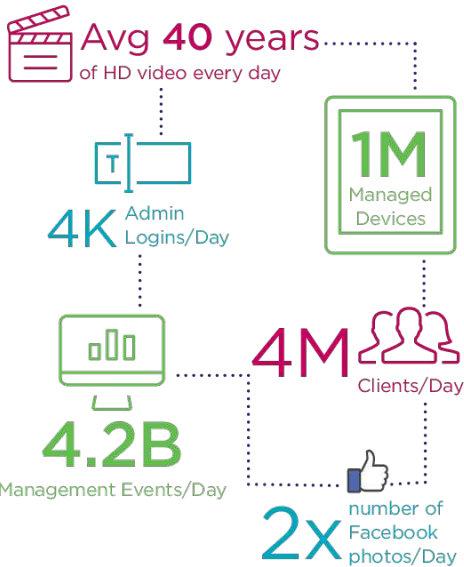


We have streamlined our products so it's never been easier to make networking effortless and advancing how we live, work and share. The ExtremeSwitching products provide the nervous system of an autonomous enterprise by delivering simple, secure and automated networks. ExtremeRouting products focus on highly scalable internet peering and routing for campus, data center operators, and service providers. ExtremeWireless products are high efficiency, high capacity Wi-Fi products that utilize the latest technologies to optimize and protect bandwidth in

"Our network infrastructure is the lifeblood of our organization and represents an important enabler for digital transformation."

Director of IT Services
Leeds Beckett University

Fun Facts of ExtremeCloud



"We needed anew mission critical network solution that would help us identify new efficiencies and automate manual processes."

VP, Information Systems
STIB-MIVB Brussels

all environments. And ExtremeApplications enable you to gain actionable insights, visibility, and control with advanced security and superior quality of user experience.

For more details, visit our [Extreme Product Catalog](#).

Effortless Networking in Action



Today, our technology enables us to share magical moments right from the game and stream live TV in-flight. It gives businesses more control and the ability to adapt to new ways of working. It ensures the most private data is secure within a healthcare system and schools and colleges have the bandwidth to meet the needs of the most demanding students – wherever they are on campus.

Extreme Services

In the midst of global digital transformation, Extreme Networks is a trusted partner you can count on to ensure that your network becomes autonomous and effortless, and meets the changing needs of your business. With industry leading support and services, and 100% in-sourced engineering experts, you can be confident you will have the resources and expertise needed to manage your software-driven solutions and built-in security from the edge to the cloud.

It's time to transform your network into a source of ongoing business value. By partnering with Extreme Networks, you will have the robust services and support, starting with the initial consultation to day-to-day management to be sure you are executing against a successful network management strategy and to advance with us.

We are Number One

As the number one provider of end-to-end, cloud-driven networking solutions, we are committed to making the next generation of networking easier, faster, and more secure.

We believe that progress is achieved when we connect – allowing us to learn, understand, create, and grow. We make connecting simple and easy

with effortless networking experiences that enable all of us to advance how we live, work, and share.

About Extreme

Extreme Networks, Inc. (EXTR) creates effortless networking experiences that enable all of us to advance. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. Over 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate their digital transformation efforts and deliver progress like never before. For more information, visit Extreme's website or follow us on Twitter, LinkedIn, and Facebook.



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