



development group, inc

**Proposal #19316**

Specifically prepared for

**SANTA ROSA CITY SCHOOLS**

Presented by **Jason Jones**

Company:  
**SANTA ROSA CITY SCHOOLS**

# Proposal #19316

Requested By:  
**Adrian Bica**  
 Director of Technology



Description:  
**Additional Equipment - Switching, CS, UPS - DO (2) Final**

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: 6/2/2018 Expires: 7/2/2018 Version: 1	Account Manager: jjones Systems Engineer: dblanco	Terms & Conditions: This proposal is offered according to the terms and conditions of one or more CMAS schedules

## Product & Manufacturer Maintenance

Line No	Qty	Product	SMARTnet	Unit Price	Ext'd Price	Tax
<b>1.0 Catalyst 9300 24-port PoE+, Network Advantage</b>						
2	3	<b>C9300-24P-A</b> Catalyst 9300 24-port PoE+, Network Advantage	Solutions Support 8x5xNBD	3,030.50	9,091.50	T
3	3	<b>C9300-NW-A-24</b> C9300 Network Advantage, 24-port license		Included		T
4	3	<b>S9300UK9-168</b> UNIVERSAL		Included		T
5	3	<b>PWR-C1-715WAC</b> 715W AC Config 1 Power Supply		Included		T
6	3	<b>C9300-SPS-NONE</b> No Secondary Power Supply Selected		0.00	0.00	T
7	3	<b>C9300-NM-NONE</b> No Network Module Selected		0.00	0.00	T
8	3	<b>CAB-TA-NA</b> North America AC Type A Power Cable		0.00	0.00	T
9	3	<b>C9300-STACK-NONE</b> No Stack Cable Selected		0.00	0.00	T
10	3	<b>C9300-SPWR-NONE</b> No Stack Power Cable Selected		0.00	0.00	T
11	3	<b>NM-BLANK-T1</b> Cisco Catalyst Type 1 Network Module Blank		Included		T

12	3	<b>PWR-C1-BLANK</b> Config 1 Power Supply Blank		Included		T
13	3	<b>C9300-DNA-A-24</b> C9300 DNA Advantage, 24-port Term Licenses		0.00	0.00	T
14	3	<b>C9300-DNA-A-24-5Y</b> C9300 DNA Advantage, 24-Port, 5 Year Term License		1,771.00	5,313.00	T

**2.0 Catalyst 9300 48-port PoE+, Network Advantage**

16	16	<b>C9300-48P-A</b> Catalyst 9300 48-port PoE+, Network Advantage	Solutions Support 8x5xNBD	5,219.50	83,512.00	T
17	16	<b>C9300-NW-A-48</b> C9300 Network Advantage, 48-port license		Included		T
18	16	<b>S9300UK9-168</b> UNIVERSAL		Included		T
19	16	<b>PWR-C1-715WAC</b> 715W AC Config 1 Power Supply		Included		T
20	16	<b>C9300-SPS-NONE</b> No Secondary Power Supply Selected		0.00	0.00	T
21	16	<b>C9300-NM-NONE</b> No Network Module Selected		0.00	0.00	T
22	16	<b>CAB-TA-NA</b> North America AC Type A Power Cable		0.00	0.00	T
23	16	<b>C9300-STACK-NONE</b> No Stack Cable Selected		0.00	0.00	T
24	16	<b>C9300-SPWR-NONE</b> No Stack Power Cable Selected		0.00	0.00	T
25	16	<b>NM-BLANK-T1</b> Cisco Catalyst Type 1 Network Module Blank		Included		T
26	16	<b>PWR-C1-BLANK</b> Config 1 Power Supply Blank		Included		T
27	16	<b>C9300-DNA-A-48</b> C9300 DNA Advantage, 48-Port Term Licenses		0.00	0.00	T
28	16	<b>C9300-DNA-A-48-5Y</b> C9300 DNA Advantage, 48-Port, 5 Year Term License		3,338.50	53,416.00	T
29	16	<b>C1-ADD-OPTOUT</b> Cisco ONE Add-On Session Opt Out (No Fulfillment)		0.00	0.00	T

**3.0 Catalyst 9300 8 x 10GE Network Module, spare**

31	8	<b>C9300-NM-8X=</b> Catalyst 9300 8 x 10GE Network Module, spare		1,402.50	11,220.00	T
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**4.0 Spare Wallmount Kit for Cisco UC Phone 7800 Series**

33	50	<b>CP-7800-WMK=</b> Spare Wallmount Kit for Cisco UC Phone 7800 Series		41.25	2,062.50	T
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**UPS Solution**

35	4	<b>SMX2000LVNC</b> SMARTUPS X 2000VA TWR 127V NTWK CARD		1,395.00	5,580.00	T
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<b>Need more time to get important stuff done? Ask us about</b>				Subtotal	\$170,195.00	
				Handling	\$2.00	
				Estimated Sales Tax (8.62%)	\$14,679.49	
				SMARTnet	\$16,915.70	



Professional Services	\$9,133.70
Shipping	\$0.00
Total	\$210,925.89

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 Director of Technology



Description:  
**Additional Equipment - Switching, CS, UPS - DO (2) Final**

## Cisco SMARTnet Proposed Service Details

Qty	Product Number	Service Level	Service Product Number	Term	Customer Price
<b>1.0 Catalyst 9300 24-port PoE+, Network Advantage</b>					
3	<b>C9300-24P-A</b> Catalyst 9300 24-port PoE+, Network Advantage	Solutions Support 8x5xNBD (SSSNT)	CON-SSSNT-C93002PA	5 Years	5,956.50
3	<b>C9300-NW-A-24</b> C9300 Network Advantage, 24-port license	NONE			Included
3	<b>S9300UK9-168</b> UNIVERSAL	NONE			Included
3	<b>PWR-C1-715WAC</b> 715W AC Config 1 Power Supply	NONE			Included
3	<b>C9300-SPS-NONE</b> No Secondary Power Supply Selected	NONE			0.00
3	<b>C9300-NM-NONE</b> No Network Module Selected	NONE			0.00
3	<b>CAB-TA-NA</b> North America AC Type A Power Cable	NONE			0.00
3	<b>C9300-STACK-NONE</b> No Stack Cable Selected	NONE			0.00
3	<b>C9300-SPWR-NONE</b> No Stack Power Cable Selected	NONE			0.00
3	<b>NM-BLANK-T1</b> Cisco Catalyst Type 1 Network Module Blank	NONE			Included
3	<b>PWR-C1-BLANK</b> Config 1 Power Supply Blank	NONE			Included
3	<b>C9300-DNA-A-24</b> C9300 DNA Advantage, 24-port Term Licenses	NONE			0.00
3	<b>C9300-DNA-A-24-5Y</b> C9300 DNA Advantage, 24-Port, 5 Year Term License	NONE			0.00
<b>2.0 Catalyst 9300 48-port PoE+, Network Advantage</b>					

16	<b>C9300-48P-A</b> Catalyst 9300 48-port PoE+, Network Advantage	Solutions Support 8x5xNBD (SSSNT)	CON-SSSNT-C93004PA	1 Year	10,959.20
16	<b>C9300-NW-A-48</b> C9300 Network Advantage, 48-port license	NONE			Included
16	<b>S9300UK9-168</b> UNIVERSAL	NONE			Included
16	<b>PWR-C1-715WAC</b> 715W AC Config 1 Power Supply	NONE			Included
16	<b>C9300-SPS-NONE</b> No Secondary Power Supply Selected	NONE			0.00
16	<b>C9300-NM-NONE</b> No Network Module Selected	NONE			0.00
16	<b>CAB-TA-NA</b> North America AC Type A Power Cable	NONE			0.00
16	<b>C9300-STACK-NONE</b> No Stack Cable Selected	NONE			0.00
16	<b>C9300-SPWR-NONE</b> No Stack Power Cable Selected	NONE			0.00
16	<b>NM-BLANK-T1</b> Cisco Catalyst Type 1 Network Module Blank	NONE			Included
16	<b>PWR-C1-BLANK</b> Config 1 Power Supply Blank	NONE			Included
16	<b>C9300-DNA-A-48</b> C9300 DNA Advantage, 48-Port Term Licenses	NONE			0.00
16	<b>C9300-DNA-A-48-5Y</b> C9300 DNA Advantage, 48-Port, 5 Year Term License	NONE			0.00
16	<b>C1-ADD-OPTOUT</b> Cisco ONE Add-On Session Opt Out (No Fulfillment)	NONE			0.00
<b>3.0 Catalyst 9300 8 x 10GE Network Module, spare</b>					
8	<b>C9300-NM-8X=</b> Catalyst 9300 8 x 10GE Network Module, spare	NONE			0.00
<b>4.0 Spare Wallmount Kit for Cisco UC Phone 7800 Series</b>					
50	<b>CP-7800-WMK=</b> Spare Wallmount Kit for Cisco UC Phone 7800 Series	NONE			0.00
<b>UPS Solution</b>					
4	<b>SMX2000LVNC</b> SMARTUPS X 2000VA TWR 127V NTWK CARD	NONE			0.00
<b>Cisco SMARTnet Subtotal</b>					<b>\$16,915.70</b>



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## Proposal Notes

Cisco CMAS:

CMAS Contract No.: 3-17-70-2686N

CMAS Contract Term: September 13, 2017 through July 31, 2021

Base GSA Schedule No.: GS-35F-0349S

APC CMAS:

CMAS Contract No.: 3-17-70-2686M

CMAS Contract Term: September 5, 2017 through February 29, 2020

Base GSA Schedule No.: GS-35F-0143R

## California Multiple Award Schedule (CMAS) Contract Number(s)

[3-16-70-2686G TrippLite \(Exp 05/31/2018\)](#)

[3-17-70-2686K ISI Telemanagement Solutions \(Exp 09/30/2020\)](#)

[3-17-70-2686L Development Group, Inc CloudHub & dgi>enable Products \(Exp 09/30/2022\)](#)

[3-17-70-2686M American Power Conversion \(APC\) \(Exp 02/29/2020\)](#)

[3-17-70-2686N Cisco Systems \(Exp 07/31/2021\)](#)

[3-17-70-2686P Cisco Systems \(Exp 09/04/2018\)](#)

[3-17-70-2686Q Pure Storage \(Exp 05/20/2022\)](#)

[3-18-70-2686R Commvault Systems \(Exp 06/26/2022\)](#)

[3-18-70-2686S VMWare \(Exp 12/19/2021\)](#)

[3-18-70-2686T Cisco, Rubrik, and VMWare \(Exp 05/03/2021\)](#)

[3-18-70-2686U TrippLite Products \(Exp 06/25/2020\)](#)

[3-18-70-2686V AND \(Exp 02/14/2023\)](#)

[CMAS Management & Information Guide](#)

[GSA FSS Pricelist DGI GS-35F-491GA \(Revised 04/11/2018\)](#)

[State of California Payee Data Record](#)

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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 and 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.

## About Product Returns

Consistent with the terms and conditions of the California Multiple Award Schedules (CMAS) General Provisions for Information Technology, you are required to provide written notice of rejection of products delivered or services performed within a reasonable time after receipt of such products or the performance of such services. Such notice of rejection is required to state the respect in which the products do not substantially conform to your specifications. If you do not provide such notice of rejection within FIFTEEN (15) days of delivery for purchases of Commercial Hardware or Commercial Software or THIRTY (30) days of delivery for all other purchases, such products and services will be deemed to have been accepted. Your acceptance will be final and irreversible, except as it relates to latent defects, fraud, or gross mistakes amounting to fraud.

## Company & Payment Information

### Mailing Address

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

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

### Payment Information

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

Federal Tax ID: 26-3740919

### Office Locations

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

### 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