



County of Roanoke
Finance Department - Purchasing Division
Kate Hoyt, Buyer

Office Address: 5204 Bernard Drive Suite 300-F | Roanoke, Virginia | 24018
 Mail Address: P O Box 29800 | Roanoke, Virginia | 24018-0798
 (540) 283-8149 | khoyt@roanokecountyva.gov

IFB #2019-049 Network Equipment for RCPS

November 19, 2018

CAVE SPRING ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$4,531.50	\$58,909.50	\$4,825.25	\$62,728.25	\$6,128.73	\$79,673.49	\$6,191.67	\$80,491.71	\$5,538.50	\$72,000.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,170.00	\$15,210.00	\$1,245.85	\$16,196.05	\$1,582.40	\$20,571.20	\$1,598.64	\$20,782.32	\$1,430.00	\$18,590.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,110.90	\$4,443.60	\$1,267.40	\$5,069.60	\$1,552.49	\$6,209.96	\$1,269.60	\$5,078.40	\$1,402.50	\$5,610.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	3	\$886.50	\$2,659.50	\$943.96	\$2,831.88	\$1,200.71	\$3,602.13	\$935.75	\$2,807.25	\$1,083.50	\$3,250.50
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	5	\$933.75	\$4,668.75	\$994.30	\$4,971.50	\$1,262.89	\$6,314.45	\$985.63	\$4,928.15	\$1,141.25	\$5,706.25
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$85,979.10	TOTAL	\$91,898.12	TOTAL	\$116,474.38	TOTAL	\$114,187.93	TOTAL	\$105,281.00

FORT LEWIS ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8	\$4,531.50	\$36,252.00	\$4,825.25	\$38,602.00	\$6,128.73	\$49,029.84	\$6,191.67	\$49,533.36	\$5,538.50	\$44,308.00
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8	\$1,170.00	\$9,360.00	\$1,245.85	\$9,966.80	\$1,582.40	\$12,659.20	\$1,598.64	\$12,789.12	\$1,430.00	\$11,440.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,110.90	\$3,332.70	\$1,267.40	\$3,802.20	\$1,552.49	\$4,657.47	\$1,269.60	\$3,808.80	\$1,402.50	\$4,207.50
C9300-NM-4M	Cisco Catalyst 9300 4x10GE network module	2	\$790.00	\$1,580.00	\$954.60	\$1,909.20	\$962.46	\$1,924.92	\$940.10	\$1,880.20	\$825.00	\$1,650.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	3	\$933.75	\$2,801.25	\$994.30	\$2,982.90	\$1,262.89	\$3,788.67	\$985.63	\$2,956.89	\$1,141.25	\$3,423.75
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$55,186.70	TOTAL	\$59,251.86	TOTAL	\$74,564.67	TOTAL	\$72,939.97	TOTAL	\$67,320.00

MOUNT PLEASANT ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$4,531.50	\$58,909.50	\$4,825.25	\$62,728.25	\$6,128.73	\$79,673.49	\$6,191.67	\$80,491.71	\$5,538.50	\$72,000.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,170.00	\$15,210.00	\$1,245.85	\$16,196.05	\$1,582.40	\$20,571.20	\$1,598.64	\$20,782.32	\$1,430.00	\$18,590.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,110.90	\$3,332.70	\$1,267.40	\$3,802.20	\$1,552.49	\$4,657.47	\$1,269.60	\$3,808.80	\$1,402.50	\$4,207.50
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2	\$933.75	\$1,867.50	\$994.30	\$1,988.60	\$1,262.89	\$2,525.78	\$985.63	\$1,971.26	\$1,141.25	\$2,282.50
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$81,180.45	TOTAL	\$86,703.86	TOTAL	\$109,932.51	TOTAL	\$109,025.69	TOTAL	\$99,371.25

HIDDEN VALLEY MIDDLE SCHOOL		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	15	\$4,531.50	\$67,972.50	\$4,825.25	\$72,378.75	\$6,128.73	\$91,930.95	\$6,191.67	\$92,875.05	\$5,538.50	\$83,077.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	15	\$1,170.00	\$17,550.00	\$1,245.85	\$18,687.75	\$1,582.40	\$23,736.00	\$1,598.64	\$23,979.60	\$1,430.00	\$21,450.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,110.90	\$4,443.60	\$1,267.40	\$5,069.60	\$1,552.49	\$6,209.96	\$1,269.60	\$5,078.40	\$1,402.50	\$5,610.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	4	\$933.75	\$3,735.00	\$994.30	\$3,977.20	\$1,262.89	\$5,051.56	\$985.63	\$3,942.52	\$1,141.25	\$4,565.00
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$95,561.85	TOTAL	\$102,102.06	TOTAL	\$129,433.04	TOTAL	\$127,847.17	TOTAL	\$116,993.25

NORTHSIDE HIGH SCHOOL		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	16	\$4,531.50	\$72,504.00	\$4,825.25	\$77,204.00	\$6,128.73	\$98,059.68	\$6,191.67	\$99,066.72	\$5,538.50	\$88,616.00
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	16	\$1,170.00	\$18,720.00	\$1,245.85	\$19,933.60	\$1,582.40	\$25,318.40	\$1,598.64	\$25,578.24	\$1,430.00	\$22,880.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	10	\$1,110.90	\$11,109.00	\$1,267.40	\$12,674.00	\$1,552.49	\$15,524.90	\$1,269.60	\$12,696.00	\$1,402.50	\$14,025.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	8	\$886.50	\$7,092.00	\$943.96	\$7,551.68	\$1,200.71	\$9,605.68	\$935.75	\$7,486.00	\$1,083.50	\$8,668.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18	\$933.75	\$16,807.50	\$994.30	\$17,897.40	\$1,262.89	\$22,732.02	\$985.63	\$17,741.34	\$1,141.25	\$20,542.50
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$126,320.25	TOTAL	\$135,361.52	TOTAL	\$171,343.83	TOTAL	\$162,668.40	TOTAL	\$154,855.25

CAVE SPRING ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$5,950.45	\$77,355.85	\$4,632.20	\$60,218.60	\$4,637.24	\$60,284.12
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,536.36	\$19,972.68	\$1,196.00	\$15,548.00	\$1,197.30	\$15,564.90
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,562.95	\$6,251.80	\$1,216.70	\$4,866.80	\$1,174.28	\$4,697.12
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	3	\$1,164.09	\$3,492.27	\$906.20	\$2,718.60	\$874.95	\$2,624.85
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	5	\$1,226.14	\$6,130.70	\$954.50	\$4,772.50	\$955.54	\$4,777.70
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$113,315.81	TOTAL	\$88,228.00	TOTAL	\$88,050.05

FORT LEWIS ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8	\$5,950.45	\$47,603.60	\$4,632.20	\$37,057.60	\$4,637.24	\$37,097.92
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8	\$1,536.36	\$12,290.88	\$1,196.00	\$9,568.00	\$1,197.30	\$9,578.40
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,562.95	\$4,688.85	\$1,216.70	\$3,650.10	\$1,174.28	\$3,522.84
C9300-NM-4M	Cisco Catalyst 9300 4x10GE network module	2	\$933.64	\$1,867.28	\$726.80	\$1,453.60	\$870.75	\$1,741.50
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	3	\$1,226.14	\$3,678.42	\$954.50	\$2,863.50	\$955.54	\$2,866.62
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$72,569.72	TOTAL	\$56,508.70	TOTAL	\$56,658.54

MOUNT PLEASANT ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$5,950.45	\$77,355.85	\$4,632.20	\$60,218.60	\$4,637.24	\$60,284.12
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,536.36	\$19,972.68	\$1,196.00	\$15,548.00	\$1,197.30	\$15,564.90
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,562.95	\$4,688.85	\$1,216.70	\$3,650.10	\$1,174.28	\$3,522.84
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2	\$1,226.14	\$2,452.28	\$954.50	\$1,909.00	\$955.54	\$1,911.08
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$106,910.35	TOTAL	\$83,241.60	TOTAL	\$83,134.20

HIDDEN VALLEY MIDDLE SCHOOL		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	15	\$5,950.45	\$89,256.75	\$4,632.20	\$69,483.00	\$4,637.24	\$69,558.60
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	15	\$1,536.36	\$23,045.40	\$1,196.00	\$17,940.00	\$1,197.30	\$17,959.50
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,562.95	\$6,251.80	\$1,216.70	\$4,866.80	\$1,174.28	\$4,697.12
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	4	\$1,226.14	\$4,904.56	\$954.50	\$3,818.00	\$955.54	\$3,822.16
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$125,899.20	TOTAL	\$98,023.70	TOTAL	\$97,888.64

NORTHSIDE HIGH SCHOOL		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	16	\$5,950.45	\$95,207.20	\$4,632.20	\$74,115.20	\$4,637.24	\$74,195.84
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	16	\$1,536.36	\$24,581.76	\$1,196.00	\$19,136.00	\$1,197.30	\$19,156.80
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	10	\$1,562.95	\$15,629.50	\$1,216.70	\$12,167.00	\$1,174.28	\$11,742.80
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	8	\$1,164.09	\$9,312.72	\$906.20	\$7,249.60	\$874.95	\$6,999.60
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18	\$1,226.14	\$22,070.52	\$954.50	\$17,181.00	\$955.54	\$17,199.72
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$166,914.21	TOTAL	\$129,952.30	TOTAL	\$129,396.12



ROANOKE COUNTY

Purchasing Division
5204 Bernard Drive, Suite 300-F, P.O. Box 29800
Roanoke, Virginia 24018-0798
TEL: (540) 772-2061 FAX: (540) 772-2074

November 19, 2018

NON-RESPONSIVE BIDS

BID NUMBER: 2019-049

TITLE: Network Equipment for Roanoke County Public Schools

The bid response received from Alliance Technology Group is considered non-responsive. The bid submission received did not include a completed price form with pricing for certified Cisco items as required by the specifications of IFB 2019-049. Pricing and specifications for HP items was provided in lieu of the required Cisco equipment. Therefore, this bid response is considered disqualified as non-responsive and will not be included in the bid tabulation.

The bid response received from Bay Pointe Technology, LTD is considered non-responsive. The bid submitted did not utilize the revised, updated price form provided in Addendum 1 to IFB 2019-049 to include Northside High School instead of Burton Center for Arts & Technology. By using the outdated unrevised price form, this submission does not meet the requirements of the Invitation for Bid.

Kate Hoyt
Buyer
(540) 283-8149