



# ROANOKE COUNTY

Purchasing Division

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November 1, 2019

## **IFB # 2020-035 Network Equipment for Roanoke County Public Schools**

### **ADDENDUM NO. 1**

**Revised Price Form and Answers to Vendor Questions**

Due Date & Time:  
**December 3, 2019, 2:00 PM**  
**(Local Prevailing Time)**

**IFB # 2020-035**  
**Network Equipment for Roanoke County Public Schools**  
**ADDENDUM NO. 1**

1. **Vendor Questions** – Please see below for questions submitted by prospective bidders, and the answers provided by Roanoke County/RCPS as we are able.
  - a. Is the past award tabulation available?  
*Yes; please see Attachment B to this addendum for a copy of the bid tabulation from IFB 2019-049.*
  - b. All parts seem to be the same, just with varying parameters in the build.  
*Yes; we are requesting all switches to be the same part.*
  - c. Both C93000-NM-8X and C9300-NM-4G cannot be in the build. The quantity in the build doesn't match the quantity of the main SKU. Please review and provide correct quantities/SKUs.  
*A revised price form is provided as Attachment A to this addendum.*
  
2. **Revised Price Form** – Please see Attachment A to Addendum No. 1 for the revised price form. This updated form should be used for bid submittals, replacing the original document. Failure to submit this revised price form may result in disqualification of a bid response.

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**ATTACHMENT A TO  
ADDENDUM NO. 1 TO IFB # 2020-035  
Network Equipment for RCPS**

**Revised Price Form**

**REVISED PRICE FORM – PART 1  
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS**

| <b>CLEARBROOK ELEMENTARY SCHOOL</b> |   |            |                   |                    |
|-------------------------------------|---|------------|-------------------|--------------------|
| <b>Part Number</b>                  | <b>Description</b>                        | <b>QTY</b> | <b>Unit Price</b> | <b>Total Price</b> |
| C9300-48P-EDU                       | Cisco Catalyst 9300 48 Port Full PoE+     | 8          |                   |                    |
| C9300-NW-A-48-EDU                   | C9300 Network Advantage, 48-port license  | 8          |                   |                    |
| C9300-NM-8X                         | Cisco Catalyst 9300 8x10GE network module | 4          |                   |                    |
| STACK-T1-50CM=                      | 50CM Type 1 Stacking Cable                | 8          |                   |                    |
| PWR-C1-1100WAC                      | 1100W AC Config 1 Power Supply            | 1          |                   |                    |
| SFP-10G-LR-S=                       | 10GBASE-LR SFP module, Enterprise Class   | 6          |                   |                    |
| STACK-T1-1M=                        | 1M Type 1 Stacking Cable                  | 3          |                   |                    |
| <b>TOTAL</b>                        |   |            |                   |                    |
| <b>GLENVAR ELEMENTARY SCHOOL</b>    |   |            |                   |                    |
| <b>Part Number</b>                  | <b>Description</b>                        | <b>QTY</b> | <b>Unit Price</b> | <b>Total Price</b> |
| C9300-48P-EDU                       | Cisco Catalyst 9300 48 Port Full PoE+     | 9          |                   |                    |
| C9300-NW-A-48-EDU                   | C9300 Network Advantage, 48-port license  | 9          |                   |                    |
| C9300-NM-8X                         | Cisco Catalyst 9300 8x10GE network module | 2          |                   |                    |
| STACK-T1-50CM=                      | 50CM Type 1 Stacking Cable                | 9          |                   |                    |
| PWR-C1-1100WAC                      | 1100W AC Config 1 Power Supply            | 1          |                   |                    |
| SFP-10G-LR-S=                       | 10GBASE-LR SFP module, Enterprise Class   | 2          |                   |                    |
| STACK-T1-1M=                        | 1M Type 1 Stacking Cable                  | 2          |                   |                    |
| <b>TOTAL</b>                        |   |            |                   |                    |
| <b>NORTHSIDE MIDDLE SCHOOL</b>      |   |            |                   |                    |
| <b>Part Number</b>                  | <b>Description</b>                        | <b>QTY</b> | <b>Unit Price</b> | <b>Total Price</b> |
| C9300-48P-EDU                       | Cisco Catalyst 9300 48 Port Full PoE+     | 17         |                   |                    |
| C9300-NW-A-48-EDU                   | C9300 Network Advantage, 48-port license  | 17         |                   |                    |
| C9300-NM-8X                         | Cisco Catalyst 9300 8x10GE network module | 4          |                   |                    |
| STACK-T1-50CM=                      | 50CM Type 1 Stacking Cable                | 17         |                   |                    |
| PWR-C1-1100WAC                      | 1100W AC Config 1 Power Supply            | 2          |                   |                    |
| SFP-10G-LR-S=                       | 10GBASE-LR SFP module, Enterprise Class   | 6          |                   |                    |
| STACK-T1-1M=                        | 1M Type 1 Stacking Cable                  | 3          |                   |                    |
| <b>TOTAL</b>                        |   |            |                   |                    |

**PRICE FORM & SIGNATURE PAGE – PART 2  
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS**

| <b>WILLIAM BYRD MIDDLE SCHOOL</b> |   |            |                   |                    |
|-----------------------------------|---|------------|-------------------|--------------------|
| <b>Part Number</b>                | <b>Description</b>                        | <b>QTY</b> | <b>Unit Price</b> | <b>Total Price</b> |
| C9300-48P-EDU                     | Cisco Catalyst 9300 48 Port Full PoE+     | 20         |                   |                    |
| C9300-NW-A-48-EDU                 | C9300 Network Advantage, 48-port license  | 20         |                   |                    |
| C9300-NM-8X                       | Cisco Catalyst 9300 8x10GE network module | 4          |                   |                    |
| STACK-T1-50CM=                    | 50CM Type 1 Stacking Cable                | 20         |                   |                    |
| PWR-C1-1100WAC                    | 1100W AC Config 1 Power Supply            | 2          |                   |                    |
| SFP-10G-LR-S=                     | 10GBASE-LR SFP module, Enterprise Class   | 6          |                   |                    |
| STACK-T1-1M=                      | 1M Type 1 Stacking Cable                  | 3          |                   |                    |
| <b>TOTAL</b>                      |   |            |                   |                    |

| <b>HIDDEN VALLEY HIGH SCHOOL</b> |   |            |                   |                    |
|----------------------------------|---|------------|-------------------|--------------------|
| <b>Part Number</b>               | <b>Description</b>                        | <b>QTY</b> | <b>Unit Price</b> | <b>Total Price</b> |
| C9300-48P-EDU                    | Cisco Catalyst 9300 48 Port Full PoE+     | 24         |                   |                    |
| C9300-NW-A-48-EDU                | C9300 Network Advantage, 48-port license  | 24         |                   |                    |
| C9300-NM-8X                      | Cisco Catalyst 9300 8x10GE network module | 11         |                   |                    |
| STACK-T1-50CM=                   | 50CM Type 1 Stacking Cable                | 24         |                   |                    |
| PWR-C1-1100WAC                   | 1100W AC Config 1 Power Supply            | 5          |                   |                    |
| SFP-10G-LR-S=                    | 10GBASE-LR SFP module, Enterprise Class   | 18         |                   |                    |
| STACK-T1-1M=                     | 1M Type 1 Stacking Cable                  | 8          |                   |                    |
| <b>TOTAL</b>                     |   |            |                   |                    |



**ATTACHMENT B TO  
ADDENDUM NO. 1 TO IFB # 2020-035  
Network Equipment for RCPS**

**2019-049 Bid Tabulation**



**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     |
| <b>TOTAL</b>           |   |     | \$85,979.10        |             | <b>TOTAL</b> | \$91,898.12 | <b>TOTAL</b>         | \$116,474.38 | <b>TOTAL</b>   | \$114,187.93 | <b>TOTAL</b>    | \$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    |
| <b>TOTAL</b>          |   |     | \$55,186.70        |             | <b>TOTAL</b> | \$59,251.86 | <b>TOTAL</b>         | \$74,564.67 | <b>TOTAL</b>   | \$72,939.97 | <b>TOTAL</b>    | \$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    |
| <b>TOTAL</b>              |   |     | \$81,180.45        |             | <b>TOTAL</b> | \$86,703.86 | <b>TOTAL</b>         | \$109,932.51 | <b>TOTAL</b>   | \$109,025.69 | <b>TOTAL</b>    | \$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     |
| <b>TOTAL</b>                |   |     | \$95,561.85        |             | <b>TOTAL</b> | \$102,102.06 | <b>TOTAL</b>         | \$129,433.04 | <b>TOTAL</b>   | \$127,847.17 | <b>TOTAL</b>    | \$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     |
| <b>TOTAL</b>          |   |     | \$126,320.25       |             | <b>TOTAL</b> | \$135,361.52 | <b>TOTAL</b>         | \$171,343.83 | <b>TOTAL</b>   | \$162,668.40 | <b>TOTAL</b>    | \$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    |
|                        |   |     | <b>TOTAL</b>                | \$113,315.81 | <b>TOTAL</b>       | \$88,228.00 | <b>TOTAL</b>   | \$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    |
|                       |   |     | <b>TOTAL</b>                | \$72,569.72 | <b>TOTAL</b>       | \$56,508.70 | <b>TOTAL</b>   | \$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    |
|                           |   |     | <b>TOTAL</b>                | \$106,910.35 | <b>TOTAL</b>       | \$83,241.60 | <b>TOTAL</b>   | \$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    |
|                             |   |     | <b>TOTAL</b>                | \$125,899.20 | <b>TOTAL</b>       | \$98,023.70 | <b>TOTAL</b>   | \$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     |
|                       |   |     | <b>TOTAL</b>                | \$166,914.21 | <b>TOTAL</b>       | \$129,952.30 | <b>TOTAL</b>   | \$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