



County of Roanoke

Finance Department - Purchasing Division

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IFB #2020-035 Network Equipment for RCPS

December 3, 2019

Clearbrook Elementary School			Total Communications, Inc. *		SyCom Technologies **		Howard Technology Solutions		ESI Electronic Systems	
Part No.	Description	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8	\$ 4,619.44	\$ 36,955.52	\$ 4,229.40	\$ 33,835.20	\$ 6,176.00	\$ 49,408.00	\$ 4,632.20	\$ 37,057.60
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8	\$ 1,187.76	\$ 9,502.08	\$ 1,092.00	\$ 8,736.00	\$ 1,595.00	\$ 12,760.00	\$ 1,196.00	\$ 9,568.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$ 1,213.35	\$ 4,853.40	\$ 1,110.90	\$ 4,443.60	\$ 1,623.00	\$ 6,492.00	\$ 1,216.70	\$ 4,866.80
STACK-T1-50CM=	50CM Type 1 Stacking Cable	8	\$ 46.00	\$ 368.00	\$ 45.00	\$ 360.00	\$ 64.00	\$ 512.00	\$ 48.30	\$ 386.40
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	1	\$ 906.20	\$ 906.20	\$ 886.50	\$ 886.50	\$ 1,209.00	\$ 1,209.00	\$ 906.20	\$ 906.20
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6	\$ 956.34	\$ 5,738.04	\$ 935.55	\$ 5,613.30	\$ 1,280.00	\$ 7,680.00	\$ 956.34	\$ 5,738.04
STACK-T1-1M=	1M Type 1 Stacking Cable	3	\$ 111.80	\$ 335.40	\$ 99.10	\$ 297.30	\$ 123.00	\$ 369.00	\$ 111.80	\$ 335.40
	Total	-	-	\$ 58,658.64	-	\$ 54,171.90	-	\$ 78,430.00	-	\$ 58,858.44

Glenvar Elementary School			Total Communications, Inc. *		SyCom Technologies **		Howard Technology Solutions		ESI Electronic Systems	
Part No.	Description	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	9	\$ 4,619.44	\$ 41,574.96	\$ 4,229.40	\$ 38,064.60	\$ 6,176.00	\$ 55,584.00	\$ 4,632.20	\$ 41,689.80
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	9	\$ 1,187.76	\$ 10,689.84	\$ 1,092.00	\$ 9,828.00	\$ 1,595.00	\$ 14,355.00	\$ 1,196.00	\$ 10,764.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	2	\$ 1,213.35	\$ 2,426.70	\$ 1,110.90	\$ 2,221.80	\$ 1,623.00	\$ 3,246.00	\$ 1,216.70	\$ 2,433.40
STACK-T1-50CM=	50CM Type 1 Stacking Cable	9	\$ 46.00	\$ 414.00	\$ 45.00	\$ 405.00	\$ 64.00	\$ 576.00	\$ 48.30	\$ 434.70
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	1	\$ 906.20	\$ 906.20	\$ 886.50	\$ 886.50	\$ 1,209.00	\$ 1,209.00	\$ 906.20	\$ 906.20
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2	\$ 956.34	\$ 1,912.68	\$ 935.55	\$ 1,871.10	\$ 1,280.00	\$ 2,560.00	\$ 956.34	\$ 1,912.68
STACK-T1-1M=	1M Type 1 Stacking Cable	2	\$ 111.80	\$ 223.60	\$ 99.10	\$ 198.20	\$ 123.00	\$ 246.00	\$ 111.80	\$ 223.60
	Total	-	-	\$ 58,147.98	-	\$ 53,475.20	-	\$ 77,776.00	-	\$ 58,364.38

Northside Middle School			Total Communications, Inc. *		SyCom Technologies **		Howard Technology Solutions		ESI Electronic Systems	
Part No.	Description	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	17	\$ 4,619.44	\$ 78,530.48	\$ 4,229.40	\$ 71,899.80	\$ 6,176.00	\$ 104,992.00	\$ 4,632.20	\$ 78,747.40
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	17	\$ 1,187.76	\$ 20,191.92	\$ 1,092.00	\$ 18,564.00	\$ 1,595.00	\$ 27,115.00	\$ 1,196.00	\$ 20,332.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$ 1,213.35	\$ 4,853.40	\$ 1,110.90	\$ 4,443.60	\$ 1,623.00	\$ 6,492.00	\$ 1,216.70	\$ 4,866.80
STACK-T1-50CM=	50CM Type 1 Stacking Cable	17	\$ 46.00	\$ 782.00	\$ 45.00	\$ 765.00	\$ 64.00	\$ 1,088.00	\$ 48.30	\$ 821.10
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$ 906.20	\$ 1,812.40	\$ 886.50	\$ 1,773.00	\$ 1,209.00	\$ 2,418.00	\$ 906.20	\$ 1,812.40
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6	\$ 956.34	\$ 5,738.04	\$ 935.55	\$ 5,613.30	\$ 1,280.00	\$ 7,680.00	\$ 956.34	\$ 5,738.04
STACK-T1-1M=	1M Type 1 Stacking Cable	3	\$ 111.80	\$ 335.40	\$ 99.10	\$ 297.30	\$ 123.00	\$ 369.00	\$ 111.80	\$ 335.40
	Total	-	-	\$ 112,243.64	-	\$ 103,356.00	-	\$ 150,154.00	-	\$ 112,653.14

William Byrd Middle School			Total Communications, Inc. *		SyCom Technologies **		Howard Technology Solutions		ESI Electronic Systems	
Part No.	Description	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	20	\$ 4,619.44	\$ 92,388.80	\$ 4,229.40	\$ 84,588.00	\$ 6,176.00	\$ 123,520.00	\$ 4,632.20	\$ 92,644.00
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	20	\$ 1,187.76	\$ 23,755.20	\$ 1,092.00	\$ 21,840.00	\$ 1,595.00	\$ 31,900.00	\$ 1,196.00	\$ 23,920.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$ 1,213.35	\$ 4,853.40	\$ 1,110.90	\$ 4,443.60	\$ 1,623.00	\$ 6,492.00	\$ 1,216.70	\$ 4,866.80
STACK-T1-50CM=	50CM Type 1 Stacking Cable	20	\$ 46.00	\$ 920.00	\$ 45.00	\$ 900.00	\$ 64.00	\$ 1,280.00	\$ 48.30	\$ 966.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$ 906.20	\$ 1,812.40	\$ 886.50	\$ 1,773.00	\$ 1,209.00	\$ 2,418.00	\$ 906.20	\$ 1,812.40
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6	\$ 956.34	\$ 5,738.04	\$ 935.55	\$ 5,613.30	\$ 1,280.00	\$ 7,680.00	\$ 956.34	\$ 5,738.04
STACK-T1-1M=	1M Type 1 Stacking Cable	3	\$ 111.80	\$ 335.40	\$ 99.10	\$ 297.30	\$ 123.00	\$ 369.00	\$ 111.80	\$ 335.40
	Total	-	-	\$ 129,803.24	-	\$ 119,455.20	-	\$ 173,659.00	-	\$ 130,282.64

Hidden Valley High School			Total Communications, Inc. *		SyCom Technologies **		Howard Technology Solutions		ESI Electronic Systems	
Part No.	Description	Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	24	\$ 4,619.44	\$ 110,866.56	\$ 4,229.40	\$ 101,505.60	\$ 6,176.00	\$ 148,224.00	\$ 4,632.20	\$ 111,172.80
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	24	\$ 1,187.76	\$ 28,506.24	\$ 1,092.00	\$ 26,208.00	\$ 1,595.00	\$ 38,280.00	\$ 1,196.00	\$ 28,704.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	11	\$ 1,213.35	\$ 13,346.85	\$ 1,110.90	\$ 12,219.90	\$ 1,623.00	\$ 17,853.00	\$ 1,216.70	\$ 13,383.70
STACK-T1-50CM=	50CM Type 1 Stacking Cable	24	\$ 46.00	\$ 1,104.00	\$ 45.00	\$ 1,080.00	\$ 64.00	\$ 1,536.00	\$ 48.30	\$ 1,159.20
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	5	\$ 906.20	\$ 4,531.00	\$ 886.50	\$ 4,432.50	\$ 1,209.00	\$ 6,045.00	\$ 906.20	\$ 4,531.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18	\$ 956.34	\$ 17,214.12	\$ 935.55	\$ 16,839.90	\$ 1,280.00	\$ 23,040.00	\$ 956.34	\$ 17,214.12
STACK-T1-1M=	1M Type 1 Stacking Cable	8	\$ 111.80	\$ 894.40	\$ 99.10	\$ 792.80	\$ 123.00	\$ 984.00	\$ 111.80	\$ 894.40
	Total	-	-	\$ 176,463.17	-	\$ 163,078.70	-	\$ 235,962.00	-	\$ 177,059.22

Total of all Schools	Total Communications, Inc. *	SyCom Technologies **	Howard Technology Solutions	ESI Electronic Systems
TOTAL	\$ 535,316.67	\$ 493,537.00	\$ 715,981.00	\$ 537,217.82

*Mathematical errors were made on the bid between unit price and total; however overall price on the bid matches the totals on this bid tab.

** 2 items with changed quantities, 1100W AC Config 1 Power Supply increased from qty of 1 to 3 increasing total to \$2,659.50

Technology Integration Group and Encore Technology Group quoted products other than those requested, both of these Bids are considered non-responsive.