



Le Sueur County, MN

Tuesday, August 21, 2018

Board Meeting

Item 10

10:25 a.m. Jeff Neisen - State Fiber Switch Contract (5 min)

Staff Contact: Jeff Neisen



IT PRODUCTS TECHNOLOGY SOLUTIONS PEACE OF MIND®

ITsavvy LLC
313 South Rohlwing Road
Addison, IL 60101
www.ITsavvy.com

Quote Details	
Quote #:	3133639
Date:	08/15/2018
Payment Method:	Net 30 Days
Client PO#:	
Cost Center:	
Shipping Method:	Ground

Bill To:

ACCT #: 574110
Le Sueur County
Accounts Payable
88 S Park Ave
Le Center, MN 56057
United States
507-357-8286

Ship To:

Le Sueur County
Jeff Neisen
88 S Park Ave
Le Center, MN 56057-1658
United States
507-357-8286

Client Contact:

Jeff Neisen
(P) 507-357-8286
jneisen@co.le-sueur.mn.us

Client Executive:

Jason Hawkins
(P) 630.396.6318
(F) 630.396.6322
jhawkins@ITsavvy.com

Description: Cisco

Item Description	Part #	Tax	Qty	Unit Price	Total
1 Cisco Catalyst 3850-12XS-S Switch - L3 - managed - 12 x 1 Gigabit / 10 Gigabit SFP+ - desktop, rack-mountable Manufacturer Part #: WS-C3850-12XS-S	16560082	Y	6	\$9,983.40	\$59,900.40
2 Cisco SMARTnet Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: WS-C3850-12XS-S, WS-C3850-12XS-S-RF, WS-C3850-12XS-S-WS Manufacturer Part #: CON-SNT-WSC3851X	16561245	Y	6	\$706.15	\$4,236.90
3 Cisco SFP+ transceiver module - 10 GigE - 10GBase-LR - LC/PC single-mode - up to 6.2 miles - 1310 nm Manufacturer Part #: SFP-10G-LR-S=	16345224	Y	7	\$1,234.04	\$8,638.28
4 Cisco SFP (mini-GBIC) transceiver module - GigE - 1000Base-T - RJ-45 - for Cisco 20-port 1-Gigabit; Nexus 7700 F3-Series, 9372PX, 9396PX Manufacturer Part #: GLC-TE=	16722041	Y	13	\$277.66	\$3,609.58

Fair Market Value		\$1 Buy Out	
3 Year FMV / Year	5 Year FMV / Year	3 Year \$1 / Year	5 Year \$1 / Year
\$25,033.10	\$16,773.95	\$27,316.73	\$17,228.58

Lease prices listed above are estimates. They apply for Public School and Municipal Entities only. They are based upon individual credit review and approval. Your final rates will be determined after credit review.

Subtotal: \$76,385.16
Shipping: \$0.00
Tax: Exempt
TOTAL: \$76,385.16

ITsavvy is always looking to deliver the lowest cost possible to our clients. This results in fluctuating prices that you will find are lower more often than not. However, prices are subject to increases without notice in the event of a manufacturer or distributor price increase. Available inventory is subject to change without notice. This document is a quotation only and is not an order or offer to sell.

We do accept credit cards for payment. However, if the credit card is provided after the order has been invoiced there will be a charge of 3% of the total purchase.

Unless specifically listed above, these prices do NOT include applicable taxes, insurance, shipping, delivery, setup fees, or any cables or cabling services or material.

All non-recurring services are 50% due upon signing of contract, 40% due upon delivery of equipment, balance due upon install.

ITsavvy's General Terms and Conditions of Sale, which can be found at www.ITsavvy.com/termsandconditions, shall apply to and are incorporated into all agreements with Client, including all Orders.

Printed Name: _____

Title: _____

Authorized Signature: _____

Date: _____



Pricing Proposal
Quotation #: 15802846
Created On: 8/15/2018
Valid Until: 9/14/2018

County of Le Sueur

Senior Inside Account Executive

Jeff Neisen
88 South Park Avenue
Le Center, MN 56057
United States
Phone: 507.357.2251 ext 286
Fax:
Email: jneisen@co.le-sueur.mn.us

Stephanie Hawley
290 Davidson Ave
Somerset, NJ 08873
Phone: (732) 652-0332
Fax: (732) 564-8078
Email: Stephanie_Hawley@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	Cisco Catalyst 3850-12XS-S - Switch - L3 - managed - 12 x 1 Gigabit / 10 Gigabit SFP+ - desktop, rack-mountable Cisco Systems - Part#: WS-C3850-12XS-S	6	\$9,776.00	\$58,656.00
2	Cisco SMARTnet Solution Support - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: WS-C3850-12XS-S, WS-C3850-12XS-S-RF, WS-C3850-12XS-S-WS Cisco Systems - Part#: CON-SSSNT-WSC3851X	6	\$928.00	\$5,568.00
3	UNIVERSAL Cisco Systems - Part#: S3850UK9-163	6	\$0.00	\$0.00
4	Cisco - Power cable - IEC 60320 C15 to NEMA 5-15 (M) - AC 110 V - 2.44 m - North America - for Catalyst 3850-24, 3850-48 Cisco Systems - Part#: CAB-TA-NA	6	\$0.00	\$0.00
5	No Stack Cable Selected Cisco Systems - Part#: C3850-STACK-NONE	6	\$0.00	\$0.00
6	No Stack Cable Selected Cisco Systems - Part#: C3850-SPWR-NONE	6	\$0.00	\$0.00
7	Cisco - Power supply slot cover Cisco Systems - Part#: PWR-C1-BLANK	6	\$0.00	\$0.00
8	Cisco Network Module Blank - Blank panel - for Catalyst 3850-24, 3850-48 Cisco Systems - Part#: C3850-NM-BLANK	6	\$0.00	\$0.00
9	Cisco - Power supply - hot-plug / redundant (plug-in module) - AC 100-240 V - 350 Watt - for Catalyst 3850-12, 3850-16, 3850-24, 3850-48 Cisco Systems - Part#: PWR-C1-350WAC	6	\$0.00	\$0.00
10	Cisco - SFP+ transceiver module - 10 GigE - 10GBase-LR - LC/PC single-mode - up to 10 km - 1310 nm	7	\$1,209.00	\$8,463.00

11	Cisco - SFP (mini-GBIC) transceiver module - GigE - 1000Base-T - RJ-45 - for Cisco 20-port 1-Gigabit; Nexus 7700 F3-Series, 9372PX, 9396PX Cisco Systems - Part#: GLC-TE=	13	\$272.00	\$3,536.00
			Subtotal	\$76,223.00
			Total	\$76,223.00

Additional Optional Items

	Cisco - SFP (mini-GBIC) transceiver module - GigE - 1000Base-T - RJ-45 - up to 100 m - refurbished - for P/N: CWDM-SFP-1490, GLC-GE-100FX, SFP-GE-L, SFP-GE-L=, SFP-GE-S, SFP-GE-T=, SFP-GE-Z Cisco Systems - Part#: SFP-GE-T-RF	13	\$160.00	\$2,080.00
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Additional Comments

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date set above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.
TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](#), unless a separate resale agreement exists between SHI and the Customer.

CURRENT BILLING SUMMARY

Local Service from 04/16/18 to 05/15/18

Qty Description	507/357-2251.0	Charge
Basic Charges		
PRI Bundle - 100 DID's 3 Year Term		500.00
Caller ID Name & Number		
DID Block of 100 Numbers		
ISDN PRI 3 Year Term		
6 Telephone Line-Business		222.54
Telephone Line-PBX		48.84
17 Flat Rate-Private Line		280.50
7 Access Recovery Charge Line Business		21.00
7 Multi-Line Federal Subscriber Line Charge-Bus		64.40
2 Subscriber Multiline PRI		92.00
6 DID 20 Add'l T-Adv		30.00
9 DID Block of 20 Numbers		45.00
PRI Port Charge A Monthly Recurring		27.84
Federal USF Recovery Charge		32.60
31 MN TAM Surcharge		1.55
31 MN TAP Surcharge		.93
31 MN State 911 Surcharge		29.45
Total Basic Charges		1,396.65
Non Basic Charges		
Simply Business Broadband Ultimate Plus - Dynamic IP		50.00
Simply Business Broadband Ultimate Plus		
Simply Business Broadband Ultimate Plus		
Call Forward Fixed		6.00
2 Additional Listing - Business		9.00
5 Directory Listing Extra Lines - Business		22.50
4 Foreign Exchange Listing - Business		22.00
2 Non-Published Listing		6.02
Ethernet Port & Access Intrastate 20 Mbps		1,000.00
Other Charges-Detailed Below		51.72
FCA Long Distance - Federal USF Surcharge		9.50
Total Non Basic Charges		1,176.74
Toll/Other		
15,000 Minutes Block of Time		400.00
Other Charges-Detailed Below		3.99
FCA Long Distance - Federal USF Surcharge		74.33
Total Toll/Other		478.32

TOTAL 3,051.71

** ACCOUNT ACTIVITY **

Qty Description	Order Number Effective Dates	
1 Carrier Cost Recovery Surcharge	AUTOCH 4/16	3.99
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-2251 Subtotal		8.30
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-2252 Subtotal		4.31
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-4140 Subtotal		4.31
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-4282 Subtotal		4.31
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-4284 Subtotal		4.31
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31
507/357-4341 Subtotal		4.31
1 Multi-Line Business Federal Pre-Subscribed Line Charge	AUTOCH 4/16	4.31

CUSTOMER TALK

If your bill reflects that you owe a Balance Forward, you must make a payment immediately in order to avoid collection activities. You must pay a minimum of \$1371.65 by your due date to avoid disconnection of your local service. All other charges should be paid by your due date to keep your account current.

Operator Services Discontinuation Information...

Pending federal and state regulatory approval where applicable, Frontier Communications will discontinue operator service features Busy Verification (BV) and Busy Interrupt (BI) effective June 1, 2018. These services will be discontinued throughout Frontier's service territory nationwide. Please note that this discontinuance is for the BV and BI features only and does not include all operator services.

The FCC will normally authorize this proposed discontinuance of service unless it is shown that customers would be unable to receive service or a reasonable substitute from another carrier or that the public convenience and necessity is otherwise adversely affected. If you wish to object, you should file your comments as soon as possible, but no later than 15 days after the Commission releases public notice of the proposed discontinuance. You may file your comments electronically through the FCC's Electronic Comment Filing System using the docket number established in the Commission's public notice for this proceeding, or you may address them to the Federal Communications Commission, Wireline Competition Bureau, Competition Policy Division, Washington, DC 20554, and include in your comments a reference to the 63.71 Application of Frontier Communications. Comments should include specific information about the impact of this proposed discontinuance upon you or your company, including any inability to acquire reasonable substitute service. You may also contact us in writing at Frontier Communications, P. O. Box 5166, Tampa, FL 33675.



Central Office – 658 Cedar St, St Paul, MN 55155

Service Authorization

COUNTY OF LE SUEUR LEC

435 E DERRYNANE ST
LE CENTER, MN 56057

Customer Contact: JEFF NEISEN
Phone: 507-357-8286

Date: August 10, 2018
Authorization No: SRW-00000162348

Purpose

This Service Authorization provides pricing information for the one-time and monthly costs for MNIT to purchase, install, configure, manage and maintain LAN devices for the new LeSueur County LEC and the Environment Building. MNIT provides:

- A 5 year refreshment on devices
- Keeps devices current with Cisco PCERT requirements
- 24/7 support
- Replacement with on-hand spare devices in the event that a device becomes faulty

The pricing provides two separate quotes:

- 2 managed layer2 devices – plus 1 LAN 24 port device
- 4 managed layer2 devices – plus 1 LAN 24 port device

All costs and configurations are identified in the Cost Summary section below. The rates are based upon the current Cost Recovery Schedule. The rates are subject to annual and/or periodic rate adjustments as jointly approved by the State Chief Information Officer and the Commissioner of Minnesota Management and Budget as part of the rate change process. *Minn. Stat.* §§ 16A.15 and 16C.05 requires that funds have been encumbered by the State agency to pay for these services.

Cost Details and Summary:

Customer Number **100A04002**

Charge Number **N/A**

Option 1 - Cost for 2 managed layer2 devices and 1 24 port LAN device:

<u>Product Code</u>	<u>Description</u>	<u>Units</u>	<u>Monthly Rate</u>	<u>Monthly Charges</u>	<u>One Time Rate</u>	<u>One Time Charges</u>
LAN-12-FIBER	LAN-12-Fiber Device	2.00	\$394.00	\$788.00		
LAN-24	LAN 24 Port Device	1.00	\$158.00	\$158.00		
LAN-CONFIG	Install: LAN Device Config	3.00			\$215.00	\$645.00
LAN-INSTALL	Install: LAN Device Install	3.00			\$215.00	\$645.00
LAN-PS-ADV	LAN - Professional Services Hours Advanced – One-time	10.00			\$95.70	\$957.00
Summarized Totals - Monthly and One Time Charges:				\$946.00		\$2,247.00

Option 2 - Cost for 4 managed layer2 devices and 1 24 port LAN device:

<u>Product Code</u>	<u>Description</u>	<u>Units</u>	<u>Monthly Rate</u>	<u>Monthly Charges</u>	<u>One Time Rate</u>	<u>One Time Charges</u>
LAN-12-FIBER	LAN-12-Fiber Device	4.00	\$394.00	\$1,576.00		
LAN-24	LAN 24 Port Device	1.00	\$158.00	\$158.00		
LAN-INSTALL	Install: LAN Device Install	5.00			\$215.00	\$1,075.00
LAN-CONFIG	Install: LAN Device Config	5.00			\$215.00	\$1,075.00
LAN-PS-ADV	LAN - Professional Service hours Advanced	18.00			\$95.70	\$1,722.60
Summarized Totals - Monthly and One Time Charges:				\$1,734.00		\$3,872.60

Agency Approval:**LeSueur County selects to proceed with service implementation for:**

- ☐ **Option 1**
☐ **Option 2**

By signing below, authorization is given to MN.IT Services to proceed with the service implementation based upon the option selected for the Service Request Details contained in SRW-00000162348. The implementation timeline is 90 days from the date the approved Service Authorization is received by MNIT Services or a later date as agreed upon between LeSueur County and MNIT Services.

Signature of staff person with delegated authority

Date

Print Name

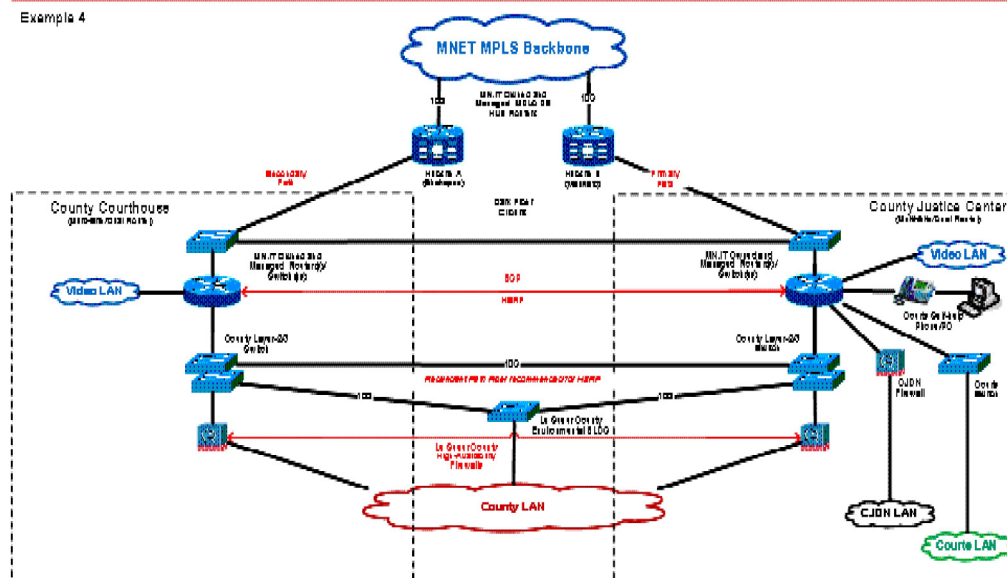
Title

Phone

Dual-Homed Dual Router Multi-site

Last modified 10 August 2018 at 11:02:45
 \\E:\D01\Admin\F801\Home\dtowers\Desktop\WIN.IT Le Sueur County Redundancy v1.0.vsd
 INTERNAL USE ONLY

Example 4



Network Services

Recommended State Managed Fiber

	Purchase
ITSavvy	\$76,385.16
SHI	\$76,223.00

State Proposal	\$1,734.00 Monthly
	\$104,040.00 5 year cost

Current Frontier Cost to Highway	\$1,000.00
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Advantages	24/7 monitored/managed/supported No cost replacement/upgrades New Justice Center and Courthouse linked together 50 Times speed increase at Highway/Enviromental Already putting fiber in ground
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