

MASTER CONVENIENCE CONTRACT

FOR OFF-THE SHELF CISCO PRODUCTS, SMARTNET MAINTENANCE AND VALUE-ADDED SERVICES

This Master Convenience Contract, made this 4th day of October, 2016 by and between multiple Vendors listed in Section 1.4 (hereinafter called the "Vendor(s)") and the City of Jacksonville, North Carolina acting as Lead Public Agency (hereinafter called the "Lead Public Agency") on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract ("Contract") to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-Added Services (hereinafter called the "Products").

1.0 SCOPE

1.1 REQUIREMENTS

The Vendor(s) must deal directly with each participating government agency (herein "Participating Public Agency", defined in Section 1.3) concerning that agency's product/service orders, credit applications, purchase and lease documents, collection disputes, invoicing, and payment. The Lead Public Agency shall not be held liable for any costs, damages, etc., incurred by any other Participating Public Agency.

This Master Convenience Contract is a result of a Request for Proposals dated August 1, 2016 and shall be construed to be in accordance with and governed by the laws of the State of North Carolina.

Each Participating Public Agency enters into the Master Convenience Contract that allows the Participating Public Agency to purchase/finance products from the Vendor(s) in accordance with each Participating Agency's purchasing policies and procedures.

1.2 SCOPE OF PRODUCTS AND SERVICES

Vendor(s) included all hardware and software utilized in the transport, provisioning, delivery, management and/or security of voice, data and/or video applications over separate or converged networks. These products include but are not necessarily limited to Local Area Network (LAN), Metropolitan Area Network (MAN), Wide Area Network (WAN) routers, switches, internal operating system software, telephony application software, telephony application servers, telephony cards/modules/blades/interfaces, telephony station equipment, Collaboration components for video conferencing, web conferencing and all other collaboration applications, security firewalls components for next generation firewalls, intrusion protection/detection, advanced malware protection, web security, and email security, wireless LAN access points, wireless MAN/WAN point

to point transport components, wireless MAN/WAN point to multipoint transports components, and fiber optic transport systems (e.g. DWDM), Data center components for compute, storage, server virtualization, data center switching, orchestration, analytics and management, Meraki cloud components for wireless, switching, security, voice and mobile device management, produced by the manufacturer or provided through OEM agreements with the original manufacturer and included on the bidder's most recent published price list/catalog.

All items to be furnished must be the manufacturer's current state-of-the-art products and services, and must be certified to be in current new production. All items delivered under this contract must be new. Refurbished items are not acceptable for new purchases.

1.3. DEFINITIONS

Contracted Manufacturer - 1) The original manufacturer awarded the contract to directly provide the products and services solicited in this document or 2) the holder of a re-labeling agreement authorized by the original manufacturer to provide sales and support of the products, directly or through certified sub-contractors.

Distribution/Channel Partner - 1) A third party distributor or channel partner named in the contract held by the original manufacturer as authorized to provide the sales and support of the products solicited in this document or 2) A third party holding the contract and authorized by the original manufacturer to provide sales and support of the products solicited in this document directly or through certified sub-contractors.

Equipment Installation - The unpacking, inventory, assembly of components, rack mounting of chassis, patch cord/cross connects and powering up of equipment.

Hourly Rate - The contractor's hourly rate as bid shall serve as the basis for calculating the total cost of any installation and/or initial software configuration services requested by the consumer.

Initial Software Configuration - The configuring of software to support the routing, switching, feature/function assignments and/or security parameters required on the initial turn up of the equipment and software to deliver a functioning network product to the customer.

Manufacturer Maintenance - Manufacturer offered and supported maintenance plans to include access to the manufacturer's technical assistance center, advanced replacement of parts (drop shipped) or advanced replacement of parts with labor, plans typically will provide the purchaser options related to the level of support and responsiveness/delivery intervals (e.g. 8-5 next business day, 24/7 with 4 hour delivery).

1.4 Vendor(s) in Alphabetical Order

1. **Data Network Solutions**
Point of Contact: Ronald Rimmer, Jr.
Title: Account Executive
629 Lake Tide Drive, Chapin SC 29036
Phone Number: 803-932-9915
Email: rrimmer@datanetworksolutions.com

2. **Disys**
Point of Contact: Koshka Wright
Title: Contracts and Proposals Specialist
44670 Cape Court, Suite 100, Ashburn, VA 20147
Phone Number: 571-707-3636
Email: bidsdistribution@disyssolutions.com

3. **ePlus**
Point of Contact: Justin Smith
Title: Account Executive
511 Davis Drive, Suite 350, Morrisville, NC 27560
Phone Number: 919-767-2972
Email: jussmith@eplus.com

4. **InterNetwork Engineering**
Point of Contact: Christopher Applegate
VP of Operations & Corporate Services
13777 Ballantyne Corporate Place, Suite 305
Charlotte, NC 28277
Phone Number: 704-943-5626
Email: capplegate@ineteng.com

Point of Contact: Tim Hazell
Title: Account Manager (Same address as above)
Phone Number: 919-268-9144
Email: thazell@ineteng.com

5. **NWN Corporation**
Point of Contact: Michael Kane
Title: Enterprise Account Executive
2520 Whitehall Park Dr., Ste. 250, Charlotte, NC 28273
Phone Number: 704-496-6907
Email: mkane@nwnit.com

6. **Presidio Networked Solutions LLC**
Point of Contact: Jim Slowik
Title: Sales Director
5003 S. Miami Boulevard, Suite 110, Durham, NC 27703
Phone Number: 919-228-6123
Email: jslowik@presidio.com
Point of Contact: Jackie Arnett
Title: Executive Director, Contracts Presidio
8161 Maple Lawn Boulevard, Suite 150, Fulton, MD 20759
Phone Number: 812-342-6188
Email: jarnett@presidio.com

2.0 GENERAL TERMS AND CONDITIONS

2.1 ASSIGNMENT/TRANSFER

The Vendor(s) shall not assign or transfer any interest or responsibilities in this Contract without the prior written consent of the Lead Purchasing Agent.

2.2 E-VERIFY REQUIREMENT

North Carolina General Statute §143-133.3 prohibits the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64 of the North Carolina General Statutes. Contactor shall comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes. Further, if contractor utilizes a subcontractor, contractor shall require the subcontractor to comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes.

2.3 IRAN DIVESTMENT ACT CERTIFICATION

Contractor certifies that, as of the acceptance date of this bid or contract, it is not on the "Final Divestment List" (FDL) or the "Iran Parent and Subsidiary Guidance" (P&S) created by the State Treasurer pursuant to N.C.G.S. § 147-86.58. In compliance with the requirements of the Iran Divestment Act and N.C.G.S. §147-86.59, Contractor shall not utilize in the performance of the contract any subcontractor that is identified on the FDL or the P&S. These lists can be found at: <https://www.nctreasurer.com/inside-the-department/OpenGovernment/Pages/Iran-Divestment-Act-Resources.aspx>. If at any time Contractor is added to the FDL or the P&S, while under contract with the City of Jacksonville, the City shall have the option to terminate the contract immediately.

2.4 INSURANCE

The vendor(s) shall obtain and maintain in force at all times during the term of the contract derived from this RFP, insurance coverage pertaining to Comprehensive General Liability, Comprehensive Automobile Liability, and Workers Compensation in the following amounts and types:

- a. Comprehensive General Liability – vendor(s) to supply the City with original certificates of insurance covering public liability in an amount not less than \$1,000,000 per accident/\$2,000,000 Aggregate.
- b. Comprehensive Automobile Liability – vendor(s) to supply the Lead Public Agency original certificates of insurance in an amount not less than \$1,000,000 and shall cover property damage, and operation on or off the site of all motor vehicles licensed for highway use, whether they are owned, non-owned, or hired.

- c. Workers' Compensation/Employers Liability Insurance - The vendor(s) shall furnish the Lead Public Agency with original certificates showing that all its employees who are engaged in any work under this contract are protected under Worker's Compensation insurance policies with a limit no less than the minimum required by North Carolina State Statutes.
- d. The Lead Purchasing Agency **must** be listed as ***additional insured*** with regard to the General Liability and Automobile insurance policies. Language referencing a "**written contract**" requirement will not be accepted unless the Certificate of Insurance acknowledges that the City of Jacksonville Purchase Order is a "written contract" and is covered under the additional insured endorsement.

The vendor(s) shall carry insurance with an insurance company authorized to do business in NC and satisfactory to the Lead Public Agency so as to save the Lead Public Agency harmless from any and all claims for damages arising out of bodily injury to or death of any person or persons, and for all claims for damages arising out of injury to or destruction of property caused by accident resulting from the use of implements, equipment or labor used in the performance of the contract or from any neglect, default or omission, or want of proper care, or misconduct on the part of the vendor(s) or for anyone in his employ during the execution of the contract derived from this RFP.

The provisions of Section 2.4 - INSURANCE shall survive the expiration or termination of this Contract.

2.5 STANDARD OF CARE AND INDEMNIFICATION

Vendor(s) shall exercise reasonable care and skill as might be expected from similarly situated professionals performing services of the kind required under this Contract at the time and the place where the services are rendered. The staff of professionals engaged by the Vendor(s) shall possess the experience, knowledge and character necessary to qualify them to perform the particular duties to which they are assigned.

Vendor(s) agree to protect, defend, indemnify and hold the Lead Purchasing Agent, its officers, employees and agents free and harmless from and against any losses, penalties, damages, settlements, costs, charges, professional fees or other expenses or liabilities in connection with or arising out of this Contract and/or the performance hereof that are due to the negligent acts of the Vendor(s), its officers, employees, or agents. The Vendor(s) further agrees to handle, respond to, provide defense for, and defend the same at its sole expense and agrees to bear all other costs and expenses related thereto.

In carrying out these works, the Vendor(s) will act as an independent contractor and must agree to keep the City indemnified against any and all claims, actions or demands that may be brought, made, or arise in respect of anything done, or omitted to be done

by its employees who shall be and remain at all times and for all purposes, the servants or employees of the Vendor.

2.6 NON-DISCRIMINATION

Vendor(s) agree not to discriminate against any employee or prospective employee because of race, religion, sex, color, age, or national origin.

2.7 SUBCONTRACTS

None of the Cisco product or SMARTnet maintenance services to be provided by the Vendor(s) pursuant to the Contract shall be subcontracted or delegated to any other organization, association, individual, corporation, partnership or other such entity without the prior written consent of the Lead Purchasing Agent. No subcontract or delegation shall relieve or discharge the Vendor(s) from any obligation or liability under this Master Convenience Contract.

2.8 SUCCESSORS AND ASSIGNS

The Lead Purchasing Agent and Vendor(s) each binds himself and his partners, successors, executors, administrators, and assigns of such other party, in respect to all covenants of this Contract. Except as above, neither Lead Purchasing Agent nor Vendor(s) shall assign, sublet, or transfer his interest in this Contract without the prior written consent of the Lead Purchasing Agent provided, however, that the claims for money due or to become due to the Vendor(s) from the Lead Purchasing Agent may be assigned to a bank, trust company or other financial institution without such consent so long as notice of such assignment shall be expressly made subject to all defenses, setoffs, or counterclaims which would have been available to the Lead Purchasing Agent against the Vendor(s) in the absence of such assignment.

The Vendor(s) shall not assign, transfer, sublet, convey or otherwise dispose of any contract or its rights, title or interest therein or its power to execute the same to any other person, firm, partnership, company or corporation without the previous written consent of the Lead Purchasing Agent. The Lead Purchasing Agent reserves the right to declare the Vendor(s) in default and terminate the contract for cause.

2.9 DISPUTE RESOLUTION

Any dispute arising between or among the Vendor(s) listed in this Contract, including without limitation a breach of such Contract shall be subject to non-binding mediation in accordance with Rules as set forth for Mediated Settlement Conferences in Onslow County Superior Court.

2.10 CONTROLLING LAW

This Contract is to be governed by the laws of the State of North Carolina. Any and all applicable laws, rules, and regulations, ordinances, codes, and orders of any and all governmental bodies, agencies, authorities, and courts will be construed pursuant to the laws of the State of North Carolina. All claims and disputes arising from this contract shall be construed pursuant to the laws of the State of North Carolina. The State of North Carolina is the proper jurisdiction for all claims and disputes arising under this contract and the proper venue is the Onslow County Superior Court.

2.11 NON-EXCLUSIVE CONTRACT

This Contract is non-exclusive and shall not in any way preclude the Lead Purchasing Agent or Participating Public Agencies from entering into any similar contracts and/or arrangements with other Vendor(s) or from acquiring similar equal or like goods and/or service from other entities or sources.

2.12 TERMINATION

Neither party will be liable to the other or be deemed to be in breach of the Contract for any failure or delay in rendering performance arising out of causes beyond its reasonable control and without its fault or negligence. Such causes may include, but are not limited to, acts of God or the public enemy, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather. Dates or times of performance will be extended to the extent of delays excused in this section, provided that the party whose performance is affected notifies the other promptly of the existence and nature of such delay.

The Vendor represents that no other person other than the bonafide employees working solely for the Vendor have been employed or retained to solicit or secure this Contract upon an arrangement or understanding for a commission, percentage, brokerage fee, gift or any other consideration contingent upon the award for making of this contract. For breach or violation of the representation, the Contract price, consideration, or otherwise, the Lead Purchasing Agent may recover the full amount of such commission, percentage, brokerage fee or other consideration.

Any Contract made by the Lead Purchasing Agent in which the Finance Director, any employee of that department, the heads of using departments or any other officer or employee of the Lead Purchasing Agent having a part in the placing of such contract is financially interested, directly or indirectly, shall be void.

2.12 CANCELLATION

The Lead Purchasing Agent reserves the right to cancel this Contract if, in the Lead Purchasing Agent's opinion, the service provided by a Vendor(s) is not satisfactory. In the event of cancellation, the Vendor(s) will have no right of action against the Lead

Purchasing Agent for damages; however, cancellation would not, in any manner, limit the Lead Purchasing Agent's right to bring action against the Vendor(s) for damages for breach of contract. Ten days written notice of cancellation will be provided.

2.13 CONTRACT PERIOD

This contract is effective upon the approval of the City of Jacksonville for an initial twenty-four (24) months.

2.14 RENEWAL

At the option of the City of Jacksonville and acceptance of the contractor, this contract may be extended for one (1) additional twelve (12) month period at the same discount structure, terms and conditions.

3.0 ORDERING/PAYMENT

3.1 ORDERING

Orders will be placed throughout the Contract period on an as-needed basis for the quantity required at the time, and will be issued directly to the respective Vendor.

3.2 INVOICES

Invoices will be submitted by the Vendor upon presentation of properly executed invoice after goods have been received, inspected and accepted. Invoices will be paid within 30 days or receipt of properly executed invoice, or receipt of goods, whichever is later.

**PAYMENTS WILL BE PAID TO VENDOR, AND
ADDRESSED AS SHOWN ON THE PURCHASE ORDER**

ADVANCED PAYMENTS WILL NOT BE ALLOWED IN THIS CONTRACT

Any contract which is a result of the Request for Proposal dated September 2, 2013 shall be for the duration of the Contract, contingent upon Lead Purchasing Agent's satisfaction and Vendor(s) adherence to Terms and Conditions. Purchase Orders issued by the Lead Purchasing Agent shall serve as the only commitment to purchase. All purchase orders shall reference this Contract.

3.2 DESTINATION CHARGES

Unless otherwise stated, all items will be delivered F.O.B. destination and delivery cost and charges (if any) shall be included in invoice price.

3.3 FEDERAL EXCISE TAX / NC SALES TAX

Purchases made by the Lead Purchasing Agent are exempt from any Federal excise tax. The City of Jacksonville, NC certificate of Registry Number is 56-6000232. Please include North Carolina Sales tax, if any, as a separate line item in Vendor's invoice.

4.0 PRODUCTS/SERVICES

4.1 IT/TELECOM NETWORKING PRODUCT CATEGORIES

The broad product categories included herein are established to provide Vendor(s) the flexibility of offering different discounts by category of products. Each Vendor must provide a complete maintenance and support plan including emergency and non-emergency intervals, as well as periodic routine schedules. Routine maintenance and associated costs should be included. Routine maintenance shall include, but is not limited to: Error or defect correction, Updates, and Telephone Assistance.

4.2 CATEGORIES (Table Summarizes the discount percentage).

Category One – Local Area Network Switching/Routing/Bridging Devices	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Two – Metropolitan Area Wide Area Switching/Routing/Bridging Devices	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%

NWN	40%
Presidio	40.5%
Category Three – Basic IP Telephony and VoIP functionality , Software, high availability servers, station equipment, softphone clients, etc.	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Four – Advanced IP Telephony/VoIP functionality Contact Center, Unified Messaging, Multi-Media Conferencing, Presence	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Five – Hosted Voice – Cisco Only	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	Custom Solution
InterNetwork Engineering	42%

NWN	48% IaaS
Presidio	Custom Solution
Category Six – Network Security Products Firewalls, Intrusion Detection, Intrusion Protection/Prevention	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Seven – Wireless/Transport Products Point to Point and Point to Multipoint Wireless Transport Systems (licensed and Unlicensed spectrum), Optical Transport/Dense Wave Division Multiplexing Systems	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Eight – Monitoring Management Solutions	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%

Presidio	40.5%
Category Nine – Other IP Network Centric Solutions	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Ten – IT/ Telecom Network Related OEM Products	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Eleven – Manufacturer Maintenance Plans	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	New or Incumbent 21.5% Takeover 13.5%
Disys	SmartNet State 20% SmartNet Education 35%
ePlus	Government 21.5% Education 32%

InterNetwork Engineering	State & Local Government 21% Education 33%
NWN	Government 20% Education 30%
Presidio	Government 20% Education 32%
Category Twelve – TelePresence Products	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Thirteen – WebEx Products	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Fourteen – Iron Port/Scansafe Products	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%

ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Fifteen – Unified Computing Systems – Includes all data center products	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	59.5%
Disys	41.5%
ePlus	59%
InterNetwork Engineering	61%
NWN	57%
Presidio	59%
Category Sixteen – Advanced Services	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	8.5%
Disys	5%
ePlus	5%
InterNetwork Engineering	8%
NWN	5%
Presidio	5%
Category Seventeen – Physical Security/Door Access	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%

NWN	40%
Presidio	40.5%
Category Eithteen – Data center components for compute, storage, server virtualization, data center switching, orchestration, analytics and management	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	UCS Compute 61% HyperFlex 61% VMware via Cisco 42% Citrix via Cisco 42% UCS Director 61%
NWN	57% Switch Only 40%
Presidio	40.5%
Category Nineteen – Security components for next gen firewalls, intrusion prevention, advanced malware protection, web security, email security	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Twenty – Meraki cloud components for wireless, switching, security, voice and MDM	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%

InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%
Category Twenty-one – Collaboration components for video conferencing, web conferencing and all collaboration applications	
<u>Vendor</u>	<u>Equipment</u>
Data Network Solutions	40.5%
Disys	41.5%
ePlus	40.5%
InterNetwork Engineering	42%
NWN	40%
Presidio	40.5%

4.3 WARRANTY

The successful Vendor(s) shall warrant that all equipment is **NEW**, in good working order, free from defects and in conformance to specifications. All equipment must conform to the manufacturer's (Cisco Systems Inc.) official published specifications. The successful Vendor(s) shall agree to repair, adjust and/or replace (as determined by the Lead Purchasing Agent to be in its best interest) any defective equipment within the warranty period at the successful Vendor's sole expense.

The remainder of this page left blank intentionally.

4.4 INSTALLATION

The prices stated below are based on **hourly rates only**.

Category One – Local Area Network Switching/ Routing/ Bridging Devices			
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs \$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs \$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer \$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer \$200.00
	Sr. Engineer	\$250.00	Sr. Engineer \$250.00
ePlus	Engineer	\$95.00	Engineer \$95.00
	Sr. Engineer	\$125.00	Sr. Engineer \$125.00
	Consultant	\$150.00	Consultant \$150.00
	Sr. Consultant	\$170.00	Sr. Consultant \$170.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM \$175.00
			Mon-Thurs After 6PM \$200.00
			Fri After 6PM-Mon 8AM \$250.00
NWN		\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician \$90.00
	Engineer	\$125.00	Engineer \$125.00
	Sr. Engineer	\$165.00	Sr. Engineer \$165.00
	Architect	\$200.00	Architect \$200.00
	Project Manager	\$143.00	Project Manager \$143.00

Category Two – Metropolitan Area Wide Area Switching/ Routing/ Bridging Devices			
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs \$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs \$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer \$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer \$200.00
	Sr. Engineer	\$250.00	Sr. Engineer \$250.00
ePlus	Engineer	\$95.00	Engineer \$95.00
	Sr. Engineer	\$125.00	Sr. Engineer \$125.00
	Consultant	\$150.00	Consultant \$150.00
	Sr. Consultant	\$170.00	Sr. Consultant \$170.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM \$175.00
			Mon-Thurs After 6PM \$200.00
			Fri After 6PM-Mon 8AM \$250.00
NWN		\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician \$90.00
	Engineer	\$125.00	Engineer \$125.00
	Sr. Engineer	\$165.00	Sr. Engineer \$165.00
	Architect	\$200.00	Architect \$200.00
	Project Manager	\$143.00	Project Manager \$143.00

Category Three – Basic IP Telephony and VoIP functionality , Software, high availability servers, station equipment, softphone clients, etc.

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Four – Advanced IP Telephony/VoIP functionality
Contact Center, Unified Messaging, Multi-Media Conferencing, Presence

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solutions Arc \$205.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solutions Arc \$205.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Five – Hosted Voice – Cisco Only

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	N/A	N/A
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Six – Network Security Products Firewalls, Intrusion Detection, Intrusion Protection/Prevention

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00

Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00
ePlus		\$205.00		\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Seven – Wireless/Transport Products				
Point to Point and Point to Multipoint Wireless Transport Systems (licensed and Unlicensed spectrum), Optical Transport/Dense Wave Division Multiplexing Systems				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Eight – Monitoring Management Solutions				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00
ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00

InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00
Category Nine – Other IP Network Centric Solutions		
<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00

Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Ten – IT/ Telecom Network Related OEM Products				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00
ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00

Category Eleven – Manufacturer Maintenance Plans

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Twelve – TelePresence Products

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Thirteen – WebEx Products

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00	Standard Business Hrs \$130.00 Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00	Junior Engineer \$150.00 Mid-Level Engineer \$200.00 Sr. Engineer \$250.00
ePlus	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00	Engineer \$95.00 Sr. Engineer \$125.00 Consultant \$150.00 Sr. Consultant \$170.00 Sr. Solution Arc \$205.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00 Mon-Thurs After 6PM \$200.00 Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00	Technician \$90.00 Engineer \$125.00 Sr. Engineer \$165.00 Architect \$200.00 Project Manager \$143.00

Category Fourteen – Iron Port/Scansafe Products

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00	Standard Business Hrs \$130.00
	Non-Standard Business Hrs \$205.00	Non-Standard Business Hrs \$205.00
Disys	Junior Engineer \$150.00	Junior Engineer \$150.00
	Mid-Level Engineer \$200.00	Mid-Level Engineer \$200.00
	Sr. Engineer \$250.00	Sr. Engineer \$250.00
ePlus	Engineer \$95.00	Engineer \$95.00
	Sr. Engineer \$125.00	Sr. Engineer \$125.00
	Consultant \$150.00	Consultant \$150.00
	Sr. Consultant \$170.00	Sr. Consultant \$170.00
InterNetwork Engineering	\$95.00	Mon-Fri 8AM-6PM \$175.00
		Mon-Thurs After 6PM \$200.00
		Fri After 6PM-Mon 8AM \$250.00
NWN	\$100.00-\$200.00	\$150.00-\$250.00
Presidio	Technician \$90.00	Technician \$90.00
	Engineer \$125.00	Engineer \$125.00
	Sr. Engineer \$165.00	Sr. Engineer \$165.00
	Architect \$200.00	Architect \$200.00
	Project Manager \$143.00	Project Manager \$143.00

Category Fifteen – Unified Computing Systems – Includes all data center products

<u>Vendor</u>	<u>Installation</u>	<u>Initial Software (SW) Configuration</u>
Data Network Solutions	Standard Business Hrs \$130.00	Standard Business Hrs \$130.00

	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00
ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Sixteen — Advanced Services				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00

Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00
ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00

Category Seventeen – Physical Security/Door Access

<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00

Category Eighteen – Data center components for compute, storage, server virtualization, data center switching, orchestration, analytics and management

<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Nineteen – Security components for next gen firewalls, intrusion prevention, advanced malware protection, web security, email security				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Twenty – Meraki cloud components for wireless, switching, security, voice and MDM				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00
Category Twenty-one – Collaboration components for video conferencing, web conferencing and all collaboration applications				
<u>Vendor</u>	<u>Installation</u>		<u>Initial Software (SW) Configuration</u>	
Data Network Solutions	Standard Business Hrs	\$130.00	Standard Business Hrs	\$130.00
	Non-Standard Business Hrs	\$205.00	Non-Standard Business Hrs	\$205.00
Disys	Junior Engineer	\$150.00	Junior Engineer	\$150.00
	Mid-Level Engineer	\$200.00	Mid-Level Engineer	\$200.00
	Sr. Engineer	\$250.00	Sr. Engineer	\$250.00

ePlus	Engineer	\$95.00	Engineer	\$95.00
	Sr. Engineer	\$125.00	Sr. Engineer	\$125.00
	Consultant	\$150.00	Consultant	\$150.00
	Sr. Consultant	\$170.00	Sr. Consultant	\$170.00
	Sr. Solution Arc	\$205.00	Sr. Solution Arc	\$205.00
InterNetwork Engineering		\$95.00	Mon-Fri 8AM-6PM	\$175.00
			Mon-Thurs After 6PM	\$200.00
			Fri After 6PM-Mon 8AM	\$250.00
NWN		\$100.00-\$200.00		\$150.00-\$250.00
Presidio	Technician	\$90.00	Technician	\$90.00
	Engineer	\$125.00	Engineer	\$125.00
	Sr. Engineer	\$165.00	Sr. Engineer	\$165.00
	Architect	\$200.00	Architect	\$200.00
	Project Manager	\$143.00	Project Manager	\$143.00

The remainder of this page left blank intentionally.

5.0 EXECUTION

This Contract is between the Lead Purchasing Agent and multiple Vendor(s) listed in Section 1.4. As such, each Vendor will have their own signature page, signed by the authorized signatory for the company and witnessed. Additionally, the City of Jacksonville, acting as Lead Purchasing Agent, will also sign each Vendor's Signatory page and witnessed acknowledging that both the Vendor and the Lead Purchasing Agent have entered this Master Convenience Contract.

The remainder of this page is left blank intentionally.

Signature Page Master Convenience Contract

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

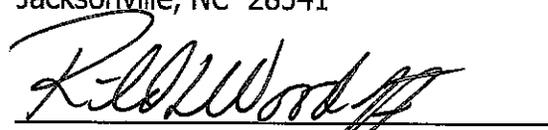
By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

Data Network Solutions
629 Lake Tide Drive
Chapin, SC 29036

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541



Signature



Signature

Ronald W. Rimmer, Jr. Account Executive
Print Name and Title

Richard L. Woodruff, City Manager
Print Name and Title

9/22/16
Date

10/4/2016
Date

WITNESS



Signature

Shihori Obata, Associate
Print Name and Title

WITNESS



Signature

Carmen Miracle, City Clerk
Print Name and Title



CITY OF JACKSONVILLE
OF NORTH CAROLINA
COUNTY OF ONSLOW

E-VERIFY AFFIDAVIT

North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, RONALD W. RIMMER, JR (the individual attesting below), being duly authorized by and on behalf of DATA NETWORK SOLUTIONS (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

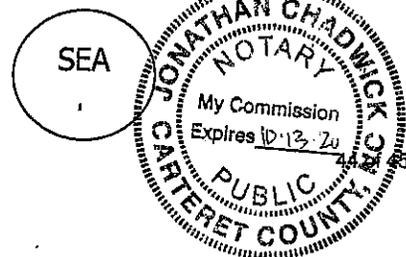
1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.
 - a. YES _____
 - b. NO ✓
4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

This the 22ND day of SEPTEMBER, 2016.

[Signature]
Signature of Affiant

RONALD W. RIMMER JR ACCOUNT EXECUTIVE
Print Name and Title of Affiant

State of NORTH CAROLINA, County of CARTERET.
Sworn to and subscribed before me, this the 22 day of SEPTEMBER, 2016.
Notary Public [Signature]
My commission expires OCTOBER 13, 2020



**Signature Page
Master Convenience Contract**

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

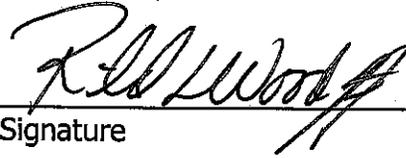
By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

Disys
44670 Cape Court, Suite 100
Ashburn, VA 20147

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541



Signature



Signature

Vinu Luthra, COO
Print Name and Title

Richard L. Woodruff, City Manager
Print Name and Title

September 21, 2016
Date

10/4/2016
Date

WITNESS



Signature

SCOTT ROUNTREE, SR. MK
Print Name and Title *GENERALIST*

WITNESS



Signature

Carmen Miracle, City Clerk
Print Name and Title



North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, Scott Rountree (the individual attesting below), being duly authorized by and on behalf of DISYS Solutions, Inc. (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.
 - a. YES _____
 - b. NO X
4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

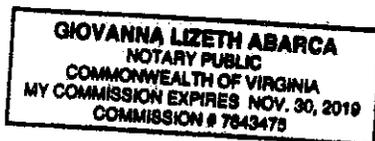
This the ____ day of _____, _____.

Scott Rountree
Signature of Affiant

SCOTT ROUNTREE ^{SR} HR GENERALIST
Print Name and Title of Affiant

State of Virginia, County of Loudoun.
Sworn to and subscribed before me, this the 22 day of September, 2016.
Notary Public [Signature]
My commission expires NOV 30, 2019

Revised 09.18.2013 (v2)



Signature Page Master Convenience Contract

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

ePlus Technology, inc.
511 Davis Drive, Suite 350
Morrisville, NC 27560

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541



Signature



Signature

STEVEN MENCARINI
SENIOR VICE PRESIDENT

Richard L. Woodruff, City Manager

Print Name and Title

Print Name and Title

Date

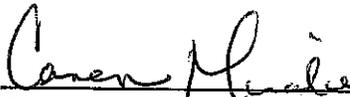
Date

WITNESS

WITNESS



Signature



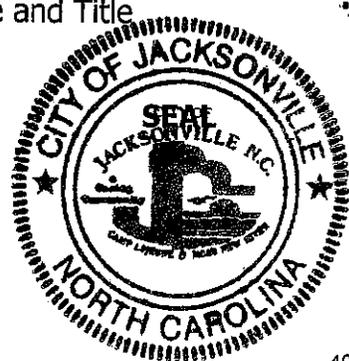
Signature

Sharon Bocher, Contract Administrator

Print Name and Title

Carmen Miracle, City Clerk

Print Name and Title



North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, Steve Mencarini (the individual attesting below), being duly authorized by and on behalf of ePlus Technology, inc. (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.
 - a. YES X
 - b. NO
4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

This the 28th day of September, 2016.

[Signature]
Signature of Affiant

STEVEN MENCARINI
SENIOR VICE PRESIDENT

Print Name and Title of Affiant

State of Virginia, County of Fairfax.
Sworn to and subscribed before me, this the 28th day of September, 2016.
Notary Public Sharon Bocher
My commission expires November 30, 2020



Sharon Daye Bocher
SEANOTARY PUBLIC
Commonwealth of Virginia
Reg. #7684630
My Commission Expires
November 30, 2020

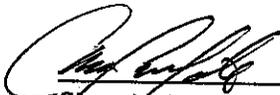
Signature Page Master Convenience Contract

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

InterNetwork Engineering
13777 Ballantyne Corporate Place
Suite 305
Charlotte, NC 28277

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541



Signature

CHRIS APPELATE, I.R. OPERATIONS

Print Name and Title

9/22/16

Date



Signature

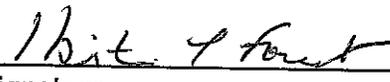
Richard L. Woodruff, City Manager

Print Name and Title

10-4-16

Date

WITNESS

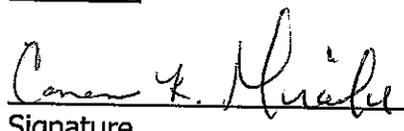


Signature

KRISTIN L. FORREST, ACCTG. DEPT.

Print Name and Title

WITNESS



Signature

Carmen Miracle, City Clerk

Print Name and Title



North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, CHRIS ARCELAITE (the individual attesting below), being duly authorized by and on behalf of INTERNETWORK ENGINEERING (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

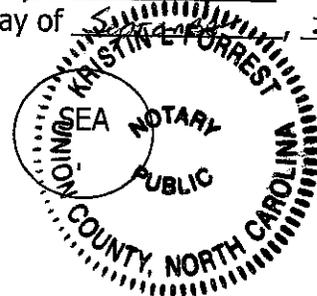
1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.
 - a. YES
 - b. NO
4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

This the 22nd day of September, 2016.

Chris Arcelaite
Signature of Affiant

CHRIS ARCELAITE, VP OPERATIONS
Print Name and Title of Affiant

State of North Carolina, County of Mecklenburg.
Sworn to and subscribed before me, this the 22nd day of September, 2016.
Notary Public Whit & Knight
My commission expires 12-22-19



**Signature Page
Master Convenience Contract**

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

NWN Corporation
2520 Whitehall Park Drive, Suite 250
Charlotte, NC 28273

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541

Shannon Ludwig
Signature

Richard L. Woodruff
Signature

Shannon Ludwig, Senior VP
Print Name and Title

Richard L. Woodruff, City Manager
Print Name and Title

9/23/16
Date

10-4-16
Date

WITNESS

WITNESS

Scott Wilson
Signature

Carmen Miracle
Signature

Scott Wilson Sr. Inside Sales Support
Print Name and Title

Carmen Miracle, City Clerk
Print Name and Title



North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, Shannon Ludwig (the individual attesting below), being duly authorized by and on behalf of nwh (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.

a. YES X
 b. NO _____

4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

This the 23rd day of September, 2016.

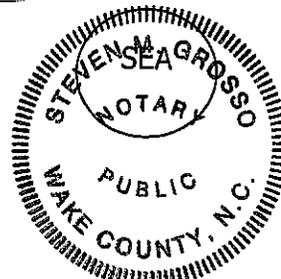
Shannon Ludwig
Signature of Affiant

Shannon Ludwig, Senior VP
Print Name and Title of Affiant

State of North Carolina, County of Wake
Sworn to and subscribed before me this the 23rd day of September, 2016.

Notary Public St M Grosso
My commission expires 11-30-2016

Steven M Grosso



Signature Page Master Convenience Contract

This page is herein attached and made part of the Master Convenience Contract between this Vendor and the City of Jacksonville, North Carolina acting as Lead Public Agency on behalf of the North Carolina Local Government Information Systems Association (NCLGISA), sets forth the requirements, conditions, covenants, and considerations of this Master Convenience Contract to provide general and specific information to supply Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services.

By signing this page, the Vendor has read and acknowledged his/her responsibilities pursuant to this Master Convenience Contract.

Presidio Networked Solutions LLC
5003 S. Miami Boulevard, Suite 110
Durham, NC 27703

City of Jacksonville
Lead Purchasing Agent for NCLGISA
P. O. Box 128
Jacksonville, NC 28541



Signature

Jackie Arnett, Executive Director

Print Name and Title

22 September 2016

Date



Signature

Richard L. Woodruff, City Manager

Print Name and Title

10 - 4 - 16

Date

WITNESS

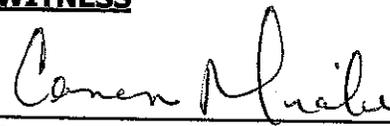


Signature

Grant L. Arnett, Notary

Print Name and Title

WITNESS



Signature

Carmen Miracle, City Clerk

Print Name and Title



North Carolina General Statutes, specifically §160A-20.1(b), prohibit the City from entering into contracts with contractors and subcontractors who have not complied with the requirement of Article 2 of Chapter 64.

I, Jackie Arnett, Executive Director (the individual attesting below), being duly authorized by and on behalf of Presidio Networked Solutions LLC (the entity bidding on project hereinafter "Employer") after first being duly sworn hereby swears or affirms as follows:

1. Employer understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-25(5).
2. Employer understands that Employers Must Use E-Verify. Each employer, after hiring an employee to work in the United States, shall verify the work authorization of the employee through E-Verify in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes, specifically NCGS §64-26(a).
3. Employer is a person, business entity, or other organization that transacts business in the State of North Carolina and that employs 25 or more employees in the State of North Carolina.
 - a. YES _____
 - b. NO _____
4. Employer's subcontractors comply with E-Verify, and if Employer is the winning bidder on this project Employer will ensure compliance with E-Verify by any subcontractors subsequently hired by Employer.

This the 22nd day of September, 2016.

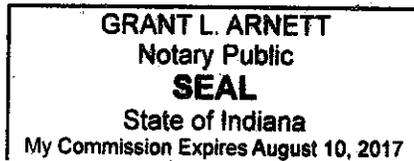
Jackie Arnett
Signature of Affiant

Jackie Arnett, Executive Director
Print Name and Title of Affiant

State of INDIANA, County of BARTON
Sworn to and subscribed before me, this the 22nd day of September, 2016
Notary Public Grant L. Arnett
My commission expires 10 August 2017



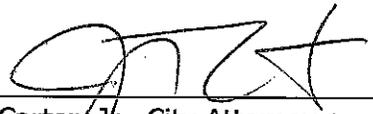
Revised 09.18.2013 (v2)

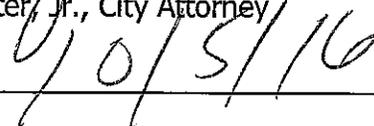


CERTIFICATE OF CITY'S ATTORNEY

I, the undersigned, John T. Carter Jr., the duly authorized and acting legal representative of THE CITY OF JACKSONVILLE, NORTH CAROLINA, do hereby certify as follows:

I have examined the attached Contract for the Off-the-shelf Cisco products, for an indefinite quantity contract, SMARTnet maintenance for purchased products, and Value-added Services between the City of Jacksonville and Multiple Vendors (Data Network Solutions, Disys, ePlus, InterNetwork Engineering, NWN Corporation, and Presidio Networked Solutions, LLC) and the manner of execution thereof, and I am of the opinion that each of the aforesaid agreements has been duly executed by the proper parties thereto acting through their duly authorized representatives; that said representatives have full power and authority to execute said agreements on behalf of the respective parties named thereon; and that the foregoing agreements constitute valid and legal binding obligations upon the parties executing the same in accordance with terms, conditions, and provisions thereof.

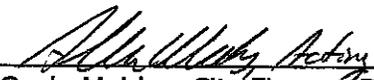


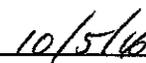
John T. Carter, Jr., City Attorney


Date

APPROVAL BY CITY FINANCE OFFICER

This instrument has been pre-audited in the manner required by the Local Government Budget and Fiscal Control Act.



Gayle Maides, City Finance Director


Date

***This Contract does not have a dollar amount associated with it. This Contract offers a discount percentage to those participating in the North Carolina Local Government Information Systems Association Purchasing Group. Any sales utilizing these discount prices will reference this Contract in the Purchase Order.**