

MASTER CONVENIENCE CONTRACT

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

This Master Convenience Contract, made this 1ST day of November, 2010 by and between multiple Vendors listed in Article 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 December 7, 2007 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, security firewalls, components, intrusion detection components, 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) 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 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

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/deliver intervals (e.g. 8-5 next business day, 24/7 with 4 hour delivery).

Vendor – A single company who responded to the Lead Purchasing Agent's Request for Proposals dated August 2, 2010 which is also listed by name in Section 1.4.

Participating Public Agency – Agency who has membership in the North Carolina Local Government Information Systems Association (NCLGISA). Participation in the NCLGISA is open to all North Carolina local government units. NC K-12 public schools, community colleges, and public universities are also welcome as associate members. According to North Carolina General Statutes, only local governments (counties and municipalities) and K-12 educational institutions can participate in the NCLGISA Purchasing Group (i.e. these institutions are exempt from required purchasing through NC Department of Administration).

North Carolina Local Government Information Systems Association Purchasing Group- The North Carolina Local Government Information Systems Association (NCLGISA) Purchasing Group, in accordance with North Carolina General Statute 143-129 e(3), operates a "competitive bidding group purchasing program, which is a formally organized program that offers competitively obtained purchasing services at discount prices to two or more public agencies."

1.4 Vendor(s) in Alphabetical Order

- | | | |
|--|--|---|
| 1. At-Net
9625-D Southern Pine Rd.
Charlotte, NC 28273 | Point of Contact:
Phone Number:
Email: | Jeffrey S King
(866) 708-0886 or (704) 831-2500
jeff.king@at-net.net |
| 2. CDW-G
2 Enterprise Drive, STE 404
Shelton, CT 06484 | Point of Contact:
Phone Number:
Email: | Tara Barbieri
(203)851-7044
tara.barbieri@cdwg.com |
| 3. Insight Public Sector Inc.
444 Scott Drive
Bloomingdale, Il. 60108 | Point of Contact:
Phone Number:
Email: | Erica Falchetti
(800) 467-4448 X3071
erica.falchetti@insight.com |
| 4. Internetwork Engineering
13777 Ballantyne Corporate Place
Suite 305
Charlotte, NC 28277 | Point of Contact:
Phone Number:
Email: | Chris Applegate
(704) 943-5626
capplegate@ineteng.com |
| 5. INX
1000 Perimeter Park Dr Ste H
Morrisville, NC 27560 | Point of Contact:
Phone Number:
Email: | Wendy Weber
(919) 228-6109
wendy.weber@inxi.com |
| 6. NWN
860 Aviation Parkway, Suite 1000
Morrisville, NC 27560 | Point of Contact:
Phone Number:
Email: | Shannon Ludwig
(919) 653-4422
SLudwig@nwnit.com |
| 7. Presidio
5001 South Miami Blvd.
Durham, NC 27703 | Point of Contact:
Phone Number:
Email: | Ron Perez
(407) 409-8203
rwperetz@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 INSURANCE

The Vendor(s) shall procure and maintain insurance for protection from claims under workers' compensation acts, claims for damages because of bodily injury including personal injury, sickness or disease or death of any and all employees or of any person other than such employees, and from claims or damages because of injury to or destruction of property including loss of use resulting therefrom; and any other insurance prescribed by laws, rules, regulations, ordinances, codes or orders, as well as insurance required by Lead Purchasing Agent. Certificates indicating that all such insurances are in effect will be provided to Lead Purchasing Agent.

Such policies (other than Worker's Compensation) shall name Lead Purchasing Agent, **as additional insured.** Such policies shall provide that they may not be cancelled or modified (and that any expiration, cancellation or modification shall be of no force or effect) without thirty (30) days prior written notice to each Insured Party by certified, registered or express mail, and shall require the insurance carrier to defend any suit or proceeding against any Insured Party arising out of any claim covered thereby, even if such claim is groundless, false or fraudulent.

All such insurance shall be in form and substance satisfactory to Lead Purchasing Agent, and shall be maintained with responsible insurance carriers licensed to do business in the State of North Carolina. Simultaneously with the execution hereof, the Vendor(s) have deposited with Lead Purchasing Agent certificates of insurance evidencing the insurance coverage required hereunder. Hereafter, certifications of renewal shall be deposited with Lead Purchasing Agent not less than five (5) days before the scheduled date of expiration.

All insurance required to be maintained hereunder must provide coverage on an "occurrence" basis.

The Lead Purchasing Agent shall require that each of its Vendor(s) for these Products carry insurance coverage, and agree to the indemnity and hold harmless provisions of this Contract. Before entering into any Contract with any Vendor(s), the Lead Purchasing Agent shall ascertain Vendor(s)' insurance requirements and shall cause the Vendor(s) to provide Lead Purchasing Agent with a certificate of insurance. **(The Lead Purchasing Agent shall be named as ADDITIONAL INSURED in all applicable policies.)**

The provisions of Section 2.2 - INSURANCE shall survive the expiration or termination of this Contract.

2.3 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 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.

2.4 NON-DISCRIMINATION

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

2.5 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.

2.6 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.

2.7 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.

2.9 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.

2.10 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.

2.11 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 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 ADDRESS 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 August 21, 2010 shall be for the duration of the Contract, contingent upon Lead Purchasing Agent's satisfaction and Vendor 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 as a separate line item.

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

4.0 IT/TELECOM NETWORKING PRODUCT CATEGORIES

The broad product categories included herein are established to provide Vendor 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.

4.1 CATEGORIES (Table Summarizes the discount percentage).

Category One – Local Area Network Switching/Routing/Bridging Devices		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	42.5%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%
Category Two – Metropolitan Area Wide Area Switching/Routing/Bridging Devices		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	42.5%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%
Category Three – Basic IP Telephony and VoIP functionality ; Software, high availability servers, station equipment, softphone clients, etc.		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	43.5%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%

Category Four – Advanced IP Telephony/VoIP functionality Contact Center, Unified Messaging, Multi-Media Conferencing, Presence		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21% Education 33%
INX	43.5%	Govt 20% Education 32%
NWN Corporation	42%	Govt 20% Education 30%
Presidio	41%	25%
Category Five – Network Security Products Firewalls, Intrusion Detection, Intrusion Protection/Prevention		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21% Education 33%
INX	43.5%	Govt 20% Education 32%
NWN Corporation	42%	Govt 20% Education 30%
Presidio	41%	25%
Category Six – Transport Products Point to Point to Multipoint Wireless Transport Systems (licensed and unlicensed spectrum) Optical Transport/Dense Wave Division Multiplexing Systems		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21% Education 33%
INX	42.5%	Govt 20% Education 32%
NWN Corporation	42%	Govt 20% Education 30%
Presidio	41%	25%

Category Seven – Monitoring and Management Solutions		
Vendor	Equipment	Maintenance
At-Net	42%	29%
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	42%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%
Category Eight – Other IP Network Centric Solutions		
Vendor	Equipment	Maintenance
At-Net	Per Transaction	Per Transaction
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	42%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%
Category Nine – IT/Telecom Networking Related OEM Products		
Vendor	Equipment	Maintenance
At-Net	Per Transaction	Per Transaction
CDW-G	41%	22% and 30%
Insight Public Sector	40.7%	20.2%
Internetwork Engineering	42%	State/Local 21%
		Education 33%
INX	42%	Govt 20%
		Education 32%
NWN Corporation	42%	Govt 20%
		Education 30%
Presidio	41%	25%

Category Ten – Manufacturer Maintenance Plans		
<u>Vendor</u>		<u>Maintenance</u>
At-Net		Govt 20% Academic 30% Other 29%
CDW-G		22% and 30%
Insight Public Sector		20.2%
Internetwork Engineering		State/Local 21% Education 33%
INX		Govt 20% Education 32%
NWN Corporation		Govt 20% Education 30%
Presidio		25%
Category Eleven – Tandberg Products		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	22%	18%Zcore-2% core 1 yr 18%
CDW-G	Endpoint32%, Infrastructure 38% Software Accessories 48% Other promos 8%	2%
Insight Public Sector	2%	
Internetwork Engineering	23-33%	3-13%
INX	24-44%	0-14%
NWN Corporation	25-35%	5-15%
Presidio	37%	12%
Category Twelve – Web Ex Products		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	8%	TBD
CDW-G	8%	
Insight Public Sector	6.1%	
Internetwork Engineering	8%	
INX	9.5%	9.5%
NWN Corporation	5%	
Presidio	Varies	Varies
Category Thirteen – Iron Port Products		
<u>Vendor</u>	<u>Equipment</u>	<u>Maintenance</u>
At-Net	17%	17%
CDW-G	25%	
Insight Public Sector	23.4%	
Internetwork Engineering	Products 20% Services & Training 8%	
INX	16%	16%
NWN Corporation	25%	
Presidio	24%	

4.2 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.

4.3 INSTALLATION

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

CATEGORY ONE-Local Area Network Switching/Routing/Bridging Devices

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$148/hr	\$148/hr
	Advanced Tech Architect	\$178/hr	\$178/hr
NWN		\$125/hr	\$150/hr
Presidio		\$125/hr	\$125/hr

CATEGORY TWO-Metropolitan Area Wide Area Switching/Routing/Bridging Devices

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Tech Architect	\$178/hr	\$178/hr
NWN		\$125/hr	\$175/hr
Presidio		\$125/hr	\$125/hr

CATEGORY THREE-BASIC IP TELEPHONY & VOIP FUNCTIONALITY

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Tech Architect	\$178/hr	\$178/hr
NWN		\$125/hr	\$150/hr
Presidio		\$125/hr	\$125/hr

CATEGORY FOUR- ADVANCED IP TELEPHONY/VOIP FUNCTIONALITY

Vendor		Installation	Monthly Maintenance
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Tech Architect	\$198/hr	\$198/hr
NWN		\$125/hr	\$200/hr
Presidio		\$125/hr	\$125/hr

CATEGORY FIVE-NETWORK SECURITY PRODUCTS (FIREWALLS, INTRUSTION DENTENTION, INTRUSION PROTECTION/PREVENTION)

Vendor		Installation	IS/BSW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		\$125/hr	\$150/hr
Presidio		\$125/hr	\$125/hr

CATEGORY SIX-TRANSPORT PRODUCTS

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$198/hr	\$198/hr
NWN		\$100/hr	\$150/hr
Presidio		\$125/hr	\$125/hr

CATEGORY SEVEN-MONITORING AND MANAGEMENT SOLUTIONS

Vendor		Installation	Initial W/Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		\$125/hr	\$175/hr
Presidio		\$125/hr	\$125/hr

CATEGORY EIGHT-OTHER IP NETWORK CENTRIC SOLUTIONS

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		\$150/hr	\$200/hr
Presidio		\$125/hr	\$125/hr

CATEGORY NINE-IT/TELECOM NETWORKING RELATED OEM PRODUCTS

Vendor		Installation	Monthly/Onsite
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$198/hr	\$198/hr
NWN		\$150/hr	\$200/hr
Presidio		\$125/hr	\$125/hr

CATEGORY TEN-MANUFACTURER MAINTENANCE PLANS

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	N/A	N/A
	Sys. Engineer/Senior Sys. Engineer	N/A	N/A
	Advanced Technologies	N/A	N/A
NWN		N/A	N/A
Presidio		\$125/hr	\$125/hr

CATEGORY ELEVEN-TANDBERG PRODUCTS

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		N/A	N/A
Presidio		\$125/hr	\$125/hr

CATEGORY TWELVE-WEBEX PRODUCTS

Vendor		Installation	Initial SW Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	N/A	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		N/A	N/A
Presidio		\$125/hr	\$125/hr

CATEGORY THIRTEEN-IRONPORT PRODUCTS

Vendor		Installation	Initial Configuration
At-Net	Junior Engineer	\$135/hr	\$135/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$165/hr	\$165/hr
CDW-G	Junior Engineer	\$110/hr	\$110/hr
	Mid-Level Engineer	\$140/hr	\$140/hr
	Project Manager	\$150/hr	\$150/hr
	Senior Engineer	\$175/hr	\$175/hr
Insight Public Sector	Sr. Systems Engineer	\$90/hr	\$90/hr
	Project Manager	\$125/hr	\$125/hr
	Consultant	\$130/hr	\$130/hr
	Sr. Consultant	\$150/hr	\$150/hr
	Technical Architect	\$175/hr	\$175/hr
Internetwork Engineering		\$95/hr	\$155/hr
INX	Junior Engineer	\$84/hr	N/A
	Sys. Engineer/Senior Sys. Engineer	\$158/hr	\$158/hr
	Advanced Technologies	\$178/hr	\$178/hr
NWN		N/A	N/A
Presidio		\$125/hr	\$125/hr

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.

Signatory 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.

At-Net
9625-D Southern Pine Rd.
Charlotte, NC 28273

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541


Name Jeffrey S. King

President
Title

10/27/2010
Date

WITNESS

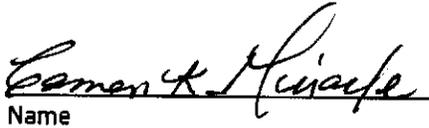

Name

Office Mgr.
Title

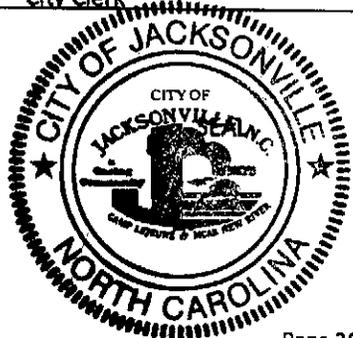

Richard L. Woodruff

City Manager
Title

11-1-10
Date


Name

City Clerk
Title



Signatory 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.

CDW Government LLC "CDW-G"
2 Enterprise Drive
Suite 404
Shelton CT 06484

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541

Tara Barbieri
Name

Director, Program Sales
Title

Date Tara Barbieri 11/16/2010

WITNESS

Alicia She
Name

Contract Support Specialist
Title

Reviewed

By:

AZ

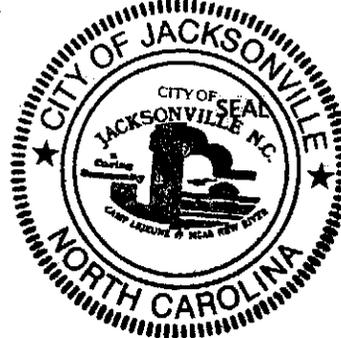
Richard L. Woodruff
Richard L. Woodruff

City Manager
Title

Date 11-16-10

Canon K. Hulse
Name

City Clerk
Title



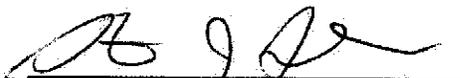
Signatory Page – Master Convenience Contract

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.

Insight Public Sector Inc.
444 Scott Drive
Bloomington, IL 60108

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541


Name Steve Sibon

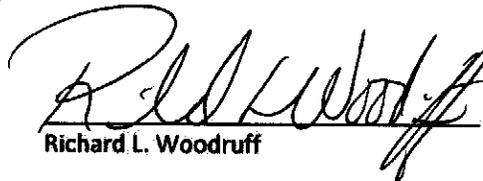
Vice President, Specialty Services
Title

11/1/2010
Date

WITNESS

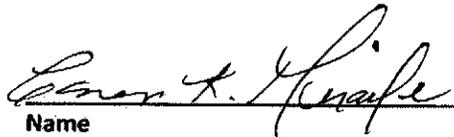

Name Pam Potter

Proposal Manager
Title


Richard L. Woodruff

City Manager
Title

11-3-10
Date


Name

City Clerk
Title



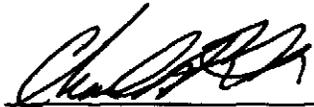
Signatory Page – Master Convenience Contract

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, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541



Name Charles C. STRICKER, JR.

President/CTO

Title

November 3, 2010

Date

WITNESS

Christopher Applegate

Name

V.P. Engineering

Title



Richard L. Woodruff

City Manager

Title

11-8-2010

Date

Conor K. Hinkle

Name

City Clerk

Title



Signatory 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.

INX
64010 Southwest FRWY
Houston TX 77074

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541

[Signature]
Name

[Signature]
Richard L. Woodruff

R. M.
Title

City Manager
Title

10/29/10
Date

11-8-2010
Date

WITNESS

[Signature] (Wendy Weber)
Name

[Signature]
Name

Account Manager
Title

City Clerk
Title



Signatory 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
860 Aviation Parkway, Suite 1000
Morrisville, NC 27560

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541

Shawn Ludwig
Name
VP of Sales
Title
10/28/10
Date

Richard L. Woodruff
Richard L. Woodruff
City Manager
Title
11-1-10
Date

WITNESS
Michael [Signature]
Name
Senior Sales Ops
Title

[Signature]
Name
City Clerk
Title



Signatory 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
5001 South Miami Blvd.
Durham, NC 27703

City of Jacksonville, NC
Lead Purchasing Agent for NCLGISA
PO Box 128
Jacksonville, NC 28541

Kirk Sawyer
Name

CFO, PRESIDIO SOUTH
Title

18 Nov 2010
Date

WITNESS

[Signature]
Name

MANAGER, CIJ
Title

[Signature]
Name

City Manager
Title

11-22-10
Date

[Signature]
Name

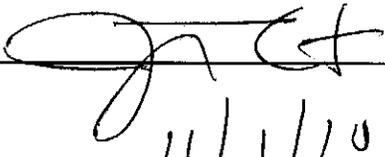
City Clerk
Title



CERTIFICATE OF CITY'S ATTORNEY

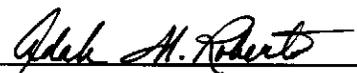
I, the undersigned, John T. Carter Jr., the duly authorized and acting legal representative of THE CITY OF JACKSONVILLE, NORTH CAROLINA, do hereby certify as follows:

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(NWN Corporation, Presidio, INX, Internetwork Engineering, Insight Public Sector, CDW-G, At-Net Services, Inc.)** 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.

Signature 
Date 11/1/10

APPROVAL BY CITY FINANCE OFFICER

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

Signature 
Date November 1, 2010

*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.