



11824 Jollyville Rd. Suite 400  
Austin, Tx 78759

Quote Number: OP-208028.4

## Sales Quote

Today's Date: 10/04/2024

### Customer:

County of El Paso  
Bruno Tabarani  
[B.Tabarani@epcountytexas.gov](mailto:B.Tabarani@epcountytexas.gov)  
  
TIPS 210101

### Account Manager:

Sequel Data Systems  
Nancy Ward  
[nancy.ward@sequeldata.com](mailto:nancy.ward@sequeldata.com)  
Office: 512-918-8841  
Fax: 512-519-7868

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			<b>SDWAN Project</b>			
			<b>Fortinet</b>			
1	FG-600F-BDL-809-60	2	FortiGate-600F Hardware plus 5 Year FortiCare Premium and FortiGuard Enterprise Protection	\$ 96,720.75	\$ 57,168.41	\$ 114,336.82
2	FG-120G-BDL-950-60	8	FORTIGATE-120G HARDWARE PLUS 5 YEAR FORTICARE PREMIUM AND FORTIGUARD UNIFIED THREAT PROTECTION (UTP)	\$ 13,500.00	\$ 7,979.40	\$ 63,835.20
3	FG-90G-BDL-950-60	29	FORTIGATE-90G HARDWARE PLUS 5 YEAR FORTICARE PREMIUM AND FORTIGUARD UNIFIED THREAT PROTECTION (UTP)	\$ 9,675.00	\$ 5,718.57	\$ 165,838.53
4	SP-RACKTRAY-02	29	Rack mount tray for all FortiGate E series and F series desktop models and backward compatible with SP-RackTray-01. For list of compatible FortiGate products, visit Documentation website.	\$ 188.00	\$ 121.22	\$ 3,515.38
5	SP-FG60E-PDC-5	6	Pack of 5 AC power adaptors for FG/FWF 60E/61E, 60F/61F, 70/71F, 80E/81E, and 80/81F, power cable SP-FG60CPCOR-XX sold separately	\$ 428.00	\$ 275.97	\$ 1,655.82
6	FC1-10-FMGVS-258-01-60	4	FortiManager-VM Subscription License with Support 5 Year Subscription license for 10 devices/vdms managed by FortiManager VM S-series, including FortiCare Premium.	\$ 2,017.60	\$ 1,515.44	\$ 6,061.76
7	FC2-10-AZVMS-465-01-60	1	FortiAnalyzer-VM Subscription License with Support 5 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 44,275.00	\$ 33,255.44	\$ 33,255.44
8	SP-FG60CPCOR-US	30	6ft power cord, C6 inlet, US for FG/FWF-40C, FG/FWF-60C, FG/FWF-60D, FG/FWF-60E series, FG/FWF-60F series, FG-70D, FG-70F series, FG-80D, FG80E series, FG/FWF-80F series; FG/FWF-90D, FG-90/91E	\$ 10.00	\$ 6.44	\$ 193.20
9	FN-TRAN-SFP+SR	60	10GE SFP+ transceiver module, short range) for all systems with SFP+ and SFP/SFP+ slots	\$ 104.40	\$ 67.32	\$ 4,039.20
10	FN-TRAN-SFP28-SR	8	25GE SFP28 transceiver module, short range	\$ 795.68	\$ 513.06	\$ 4,104.48
					<b>Total</b>	<b>\$396,835.83</b>

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Sequel Data Systems

Nancy Ward

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Office: 512-918-8841

Fax: 512-519-7868

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
<b>SDWAN Project</b>						
<b>Cisco</b>						
1	GLC-LH-SMD=	1	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	\$ 1,213.46	\$ 497.52	\$ 497.52
2	GLC-SX-MMD=	1	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	\$ 612.63	\$ 355.33	\$ 355.33
3	SFP-10G-SR-S=	60	10GBASE-SR SFP Module, Enterprise-Class	\$ 860.98	\$ 309.95	\$ 18,597.00
4	C9300-24T-E	8	Catalyst 9300 24-port data only, Network Essentials	\$ 5,993.48	\$ 2,996.74	\$ 23,973.92
5	CON-SNT-C93002TE	8	SNTC-8X5XNBD Catalyst 9300 24-port data only, Network	\$ 2,149.30	\$ 1,671.08	\$ 13,368.64
6	C9300-DNA-E-24	8	C9300 DNA Essentials, 24-Port Term Licenses	\$ -	\$ -	\$ -
7	C9300-DNA-E-24-5Y	8	C9300 DNA Essentials, 24-Port, 5 Year Term License	\$ 1,206.54	\$ 699.79	\$ 5,598.32
8	C9300-NW-E-24	8	C9300 Network Essentials, 24-port license	\$ -	\$ -	\$ -
9	SC9300UK9-1712	8	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	\$ -	\$ -	\$ -
10	PWR-C1-350WAC-P	8	350W AC 80+ platinum Config 1 Power Supply	\$ -	\$ -	\$ -
11	PWR-C1-350WAC-P/2	8	350W AC 80+ platinum Config 1 Secondary Power Supply	\$ 768.88	\$ 445.95	\$ 3,567.60
12	CAB-TA-NA	16	North America AC Type A Power Cable	\$ -	\$ -	\$ -
13	C9300-SSD-NONE	8	No SSD Card Selected	\$ -	\$ -	\$ -
14	STACK-T1-50CM	8	50CM Type 1 Stacking Cable	\$ 118.29	\$ 68.61	\$ 548.88
15	C9K-ACC-RBFT	8	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	\$ -	\$ -	\$ -
16	C9K-ACC-SCR-4	8	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$ -	\$ -	\$ -
17	CAB-GUIDE-1RU	8	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$ -	\$ -	\$ -
18	C9300-NM-8X	8	Catalyst 9300 8 x 10GE Network Module	\$ 3,016.36	\$ 1,568.51	\$ 12,548.08
19	NETWORK-PNP-NONE	8	Network Plug-n-Play Opt Out SKU	\$ -	\$ -	\$ -
20	C9300-SPWR-NONE	8	No Stack Power Cable Selected	\$ -	\$ -	\$ -
21	C9300X-12Y-E	4	Catalyst 9300X 12x25G Fiber Ports, modular uplink Switch	\$ 20,109.05	\$ 11,663.25	\$ 46,653.00
22	CON-SNT-C9300X12	4	SNTC-8X5XNBD Catalyst 9300X 12x25G Fiber Ports, modul	\$ 7,205.00	\$ 5,601.89	\$ 22,407.56
23	C9300X-DNA-12Y-E	4	C9300 DNA Essentials, Term License	\$ -	\$ -	\$ -
24	C9300-DNA-L-E-5Y	4	DNA Essentials 5 Year License	\$ 1,206.54	\$ 699.79	\$ 2,799.16
25	PWR-C1-715WAC-P	4	715W AC 80+ platinum Config 1 Power Supply	\$ -	\$ -	\$ -
26	PWR-C1-715WAC-P/2	4	715W AC 80+ platinum Config 1 SecondaryPower Supply	\$ 1,478.61	\$ 857.59	\$ 3,430.36
27	CAB-TA-NA	8	North America AC Type A Power Cable	\$ -	\$ -	\$ -
28	C9300X-NW-E-12	4	C9300 Network Essentials, 12-port license	\$ -	\$ -	\$ -
29	STACK-T1-50CM	4	50CM Type 1 Stacking Cable	\$ 118.29	\$ 68.61	\$ 274.44
30	C9300-SSD-NONE	4	No SSD Card Selected	\$ -	\$ -	\$ -
31	C9K-ACC-RBFT	4	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	\$ -	\$ -	\$ -
32	C9K-ACC-SCR-4	4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$ -	\$ -	\$ -
33	CAB-GUIDE-1RU	4	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$ -	\$ -	\$ -
34	C9300X-NM-2C	4	Catalyst 9300 2 x 40G/100G Network Module QSFP+/QSFP28	\$ 3,016.36	\$ 1,749.49	\$ 6,997.96
35	NETWORK-PNP-NONE	4	Network Plug-n-Play Opt Out SKU	\$ -	\$ -	\$ -
36	C9300-SPWR-NONE	4	No Stack Power Cable Selected	\$ -	\$ -	\$ -
37	SFP-10G-SR-S	8	10GBASE-SR SFP Module, Enterprise-Class	\$ 860.98	\$ 327.17	\$ 2,617.36
38	SFP-25G-SR-S	8	25GBASE-SR SFP Module	\$ 1,176.98	\$ 447.25	\$ 3,578.00
39	QSFP-40G-ER4	4	QSFP 40GBASE-ER4 Transceiver Module, LC, 40KM	\$ 44,352.28	\$ 15,966.82	\$ 63,867.28
<b>Total</b>						<b>\$231,680.41</b>



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Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			SDWAN Project			
			FS.com			
1	40233	20	3m (10ft) LC UPC to LC UPC Duplex OM4 Multimode Riser (OFNR) 2.0mm Fiber Optic Patch Cable	\$ 6.50	\$ 6.15	\$ 123.00
2	40236	20	5m (16ft) LC UPC to LC UPC Duplex OM4 Multimode Riser (OFNR) 2.0mm Fiber Optic Patch Cable	\$ 8.70	\$ 8.25	\$ 165.00
3	88533	20	0.5m (1.6ft) LC UPC to LC UPC Duplex OM4 Multimode Riser (OFNR) 2.0mm Fiber Optic Patch Cable	\$ 4.10	\$ 3.90	\$ 78.00
4	74092	20	1ft (0.3m) Cat6 28AWG Snagless Unshielded (UTP) PVC CM Slim Ethernet Network Patch Cable, White	\$ 2.60	\$ 2.45	\$ 49.00
5	72225	56	6ft (1.8m) Cat6 28AWG Snagless Unshielded (UTP) PVC CM Slim Ethernet Network Patch Cable, Red	\$ 3.90	\$ 3.70	\$ 207.20
6	72226	96	16ft (4.9m) Cat6 28AWG Snagless Unshielded (UTP) PVC CM Slim Ethernet Network Patch Cable, Red	\$ 6.00	\$ 5.70	\$ 547.20
					Total	\$1,169.40



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Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
Lease 4						
Cisco						
1	C9200-48P-E	150	Catalyst 9200 48-port PoE+, Network Essentials	\$ 8,696.90	\$ 3,304.82	\$ 495,723.00
2	CON-L1NBD-C92048PE	150	CX LEVEL 1 8X5XNBD Catalyst 9200 48-port PoE+, Network Essen	\$ 3,550.00	\$ 2,760.13	\$ 414,019.50
3	C9200-DNA-E-48	150	C9200 Cisco DNA Essentials, 48-Port Term Licenses	\$ -	\$ -	\$ -
4	CON-L1SWT-C92E48	150	CX LEVEL 1 SW SUB C9200 Cisco DNA Esse	\$ 375.00	\$ 291.56	\$ 43,734.00
5	C9200-DNA-E-48-5Y	150	C9200 Cisco DNA Essentials, 48-Port, 5 Year Term License	\$ 2,212.01	\$ 1,282.97	\$ 192,445.50
6	C9200-NW-E-48	150	C9200 Network Essentials, 48-port license	\$ -	\$ -	\$ -
7	C9200-NM-NONE	150	No Network Module Selected	\$ -	\$ -	\$ -
8	PWR-C6-1KWAC/2	150	1KW AC Config 6 Power Supply - Secondary Power Supply	\$ 2,539.91	\$ 1,473.15	\$ 220,972.50
9	CAB-C15-CBN	300	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$ -	\$ -	\$ -
10	C9200-STACK-KIT	150	Cisco Catalyst 9200 Stack Module	\$ 1,604.66	\$ 786.28	\$ 117,942.00
11	C9200-STACK	300	Catalyst 9200 Stack Module	\$ -	\$ -	\$ -
12	NETWORK-PNP-LIC	150	Network Plug-n-Play Connect for zero-touch device deployment	\$ -	\$ -	\$ -
13	C9K-ACC-RBFT	150	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	\$ -	\$ -	\$ -
14	C9K-ACC-SCR-4	150	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$ -	\$ -	\$ -
15	CAB-GUIDE-1RU	150	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$ -	\$ -	\$ -
16	STACK-T4-50CM	150	50CM Type 4 Stacking Cable	\$ -	\$ -	\$ -
17	C9200-NM-4X=	84	Catalyst 9200 4 x 10G Network Module	\$ 2,688.38	\$ 1,021.58	\$ 85,812.72
18	GLC-LH-SMD=	30	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	\$ 1,213.46	\$ 497.52	\$ 14,925.60
19	GLC-TE=	12	1000BASE-T SFP transceiver module for Category 5 copper wire	\$ 557.02	\$ 228.38	\$ 2,740.56
20	RCKMNT-19-CMPCT=	1	19in RackMount for Catalyst 3560,2960,ME-3400 Compact Switch	\$ 88.72	\$ 51.46	\$ 51.46
21	SFP-10G-LR-S=	30	10GBASE-LR SFP Module, Enterprise-Class	\$ 2,458.75	\$ 885.15	\$ 26,554.50
22	SFP-10G-SR-S=	105	10GBASE-SR SFP Module, Enterprise-Class	\$ 860.98	\$ 309.95	\$ 32,544.75
23	STACK-T4-3M=	56	3M Type 4 Stacking Cable	\$ 403.26	\$ 233.89	\$ 13,097.84
24	C9200CX-12P-2X2G-E	6	Catalyst 9000 Compact Switch 12-Port PoE+, 240W, Essentials	\$ 2,677.32	\$ 1,311.89	\$ 7,871.34
25	CON-L1NBD-C920CXPO	6	CX LEVEL 1 8X5XNBD Catalyst 9000 Compact Switch 12-Port PoE	\$ 1,095.00	\$ 851.36	\$ 5,108.16
26	C9200CX-DNA-E-12	6	C9200CX Cisco DNA Essentials, 12-Port Term Licenses	\$ -	\$ -	\$ -
27	CON-L1SWT-C9200CPD	6	CX LEVEL 1 SW SUB C9200CX Cisco DNA Essentials, 12-Port Te	\$ 65.00	\$ 50.54	\$ 303.24
28	C9200CX-DNAE12-5Y	6	C9200CX Cisco DNA Essentials, 5Y Term License, 12P	\$ 602.00	\$ 349.16	\$ 2,094.96
29	C9200CX-NW-E-12	6	C9200CX Network Essentials, 12-port license	\$ -	\$ -	\$ -
30	CAB-C15-CBN	6	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$ -	\$ -	\$ -
31	NETWORK-PNP-LIC	6	Network Plug-n-Play Connect for zero-touch device deployment	\$ -	\$ -	\$ -
32	RACKMNT-19-CMPACT	6	19 in Rackmount for 9200CX switches	\$ 88.72	\$ 51.46	\$ 308.76
33	SCAT9200CXUK9-1712	6	Cisco Catalyst 9200CX XE 17.12 UNIVERSAL	\$ -	\$ -	\$ -
Total						\$1,676,250.39

Phone: 512-918-8841

Prices Good for 30 Days

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Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			<b>Downtown Jail</b>			
			<b>Cisco</b>			
1	C9200-48P-E	8	Catalyst 9200 48-port PoE+, Network Essentials	\$ 8,696.90	\$ 3,304.82	\$ 26,438.56
2	CON-L1NBD-C92048PE	8	CX LEVEL 1 8X5XNBD Catalyst 9200 48-port PoE+, Network Essen	\$ 3,550.00	\$ 2,760.13	\$ 22,081.04
3	C9200-DNA-E-48	8	C9200 Cisco DNA Essentials, 48-Port Term Licenses	\$ -	\$ -	\$ -
4	CON-L1SWT-C92E48	8	CX LEVEL 1 SW SUB C9200 Cisco DNA Esse	\$ 375.00	\$ 291.56	\$ 2,332.48
5	C9200-DNA-E-48-5Y	8	C9200 Cisco DNA Essentials, 48-Port, 5 Year Term License	\$ 2,212.01	\$ 1,282.97	\$ 10,263.76
6	C9200-NW-E-48	8	C9200 Network Essentials, 48-port license	\$ -	\$ -	\$ -
7	C9200-NM-NONE	8	No Network Module Selected	\$ -	\$ -	\$ -
8	PWR-C6-1KWAC/2	8	1KW AC Config 6 Power Supply - Secondary Power Supply	\$ 2,539.91	\$ 1,473.15	\$ 11,785.20
9	CAB-C15-CBN	16	Cabinet Jumper Power Cord, 250 VAC 13A, C14-C15 Connectors	\$ -	\$ -	\$ -
10	C9200-STACK-KIT	8	Cisco Catalyst 9200 Stack Module	\$ 1,604.66	\$ 786.28	\$ 6,290.24
11	C9200-STACK	16	Catalyst 9200 Stack Module	\$ -	\$ -	\$ -
12	NETWORK-PNP-LIC	8	Network Plug-n-Play Connect for zero-touch device deployment	\$ -	\$ -	\$ -
13	C9K-ACC-RBFT	8	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	\$ -	\$ -	\$ -
14	C9K-ACC-SCR-4	8	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$ -	\$ -	\$ -
15	CAB-GUIDE-1RU	8	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	\$ -	\$ -	\$ -
16	STACK-T4-50CM	8	50CM Type 4 Stacking Cable	\$ -	\$ -	\$ -
17	SFP-10G-LR-S=	16	10GBASE-LR SFP Module, Enterprise-Class	\$ 2,458.75	\$ 885.15	\$ 14,162.40
					<b>Total</b>	<b>\$93,353.68</b>

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Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			SDWAN Project			
			Sequel Professional Services			
			Sequel Professional Services - Business Hours			
1	SPS-BH	136	Sequel Professional Services - Business Hours	\$ 525.00	\$ 195.00	\$ 26,520.00
2	SPS-AF	148	Sequel Professional Services - After Hours	\$ 525.00	\$ 292.50	\$ 43,290.00
3	SPM	80	Sequel Project Management	\$ 525.00	\$ 146.25	\$ 11,700.00
			Lease 4			
			Sequel Professional Services			
			Sequel Professional Services - Business Hours			
4	SPS-BH	667	Sequel Professional Services - Business Hours	\$ 525.00	\$ 195.00	\$ 130,065.00
					Total	\$211,575.00



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Item	Part #	Qty.	Description	Unit Price	Ext. Price	
			SDWAN Project			
			Project Total			
			Fortinet Total			\$ 396,835.83
			Cisco Total			\$ 231,680.41
			FS.com Total			\$ 1,169.40
			Lease 4			\$ 1,676,250.39
			Downtown Jail			\$ 93,353.68
			Sequel Professional Services			\$ 211,575.00
				Total	\$2,610,864.71	