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El Paso County Agenda Item Details

Item Title:	Purchasing - Approve and authorize the Purchase of Countywide Network Equipment Leasing 4 through the Information Technology Department
Submitted By:	Karen Davidson, Purchasing Agent
Department:	Purchasing
Department Phone Number:	915-273-3349
Subject:	<p>Approve and authorize the Purchase of Countywide Network Equipment Leasing 4 through the Information Technology Department using TIPS Contract 210101 awarded to Sequel Data Systems Inc. of Austin, Texas in the amount \$2,610,864.71 and DIR Contract DIR-CPO-5033 awarded to Summus Industries, Inc/Summus Financial Services of Sugar Land, TX for \$2,897,900.46 (leasing of network equipment). Funding is available in GF-ITD-RENT/LEASES-HARWARE. Purchasing approved January 30, 2025.</p>
Background:	<p>The Information Technology Department (ITD) administers the technology infrastructure that provides County employees with access to many technology-based solutions. Network hardware equipment (network switches, network routers, etc.,) servicing all the County of El Paso locations have reached the end of its standard support service and commenced the state of End-of-Life Technology (EOL). End of Life Technology is a product, which no longer receives extended maintenance support from its manufacturer such as faulty system replacements, software updates, bug fixes, and security patches. Refreshing the indicated equipment with the recommended new replacement will ensure the County complies with the Criminal Justice Information Service (CJIS) Security standards and continues to have the ability to update new network equipment with cybersecurity patches and replace faulty equipment through the vendor's return merchandise authorization (RMA) process. ITD plans on Leasing this equipment and will continue to replace aged network equipment annually through Leasing.</p> <p>To ensure the County is obtaining the overall best value, to</p>

include pricing and terms, the Purchasing Department reviewed available cooperative contracts and determined that TIPS Contract 210101 and DIR-CPO-5033 conforms to the County's needs.

TIPS: 210101 Term: May 31, 2026
DIR-CPO-5033 Term: January 19, 2027

Fiscal Impact:

Fiscal Impact Historical

Fiscal Impact Projected
Annual Payment: \$560,883.96 (5 years)
Security Deposit: \$46,740.33 (One-Time Cost)
Interim Rent: \$46,740.33 (One Time Cost)

Funding available in:
GF-ITD-RENT/LEASES-HARWARE
COGF-1000-0000000-431-10-11140-0001-00000-600702-

Long Account Number: Amount:

Long Account Number: COGF-1000-0000000-431-10-11140-0001-00000-600702- Amount:

Budget or Unbudgeted Match:

Recommendation:

Approve and authorize the Purchase of Countywide Network Equipment Leasing 4 through the Information Technology Department using TIPS Contract 210101 awarded to Sequel Data Systems Inc. of Austin, Texas in the amount \$2,610,864.71 and DIR Contract DIR-CPO-5033 awarded to Summus Industries, Inc/Summus Financial Services of Sugar Land, TX for \$2,897,900.46 (leasing of network equipment). Funding is available in GF-ITD-RENT/LEASES-HARWARE. Purchasing approved 1/30/2025.

Prior Action:

N/A

Strategic Plan:

Goal:

null

Objective:

Strategic Plan Information:

**Estimated Time Needed
For This Item:**



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Prior Action:

N/A

Strategic Plan:

Goal:

null

Objective:

Strategic Plan Information:

**Estimated Time Needed
For This Item:**

EL PASO COUNTY PURCHASING REVIEW FORM

Procurement Item			
Agenda Date:		Department:	
Item Description:			
<u>Item Information</u> <div style="display: flex; justify-content: space-between;"> <div> Specs Bid Award Contract Contract Amendment Other RFP RFI RFQ </div> <div style="text-align: center;"> Price Bid </div> <div style="text-align: center;"> Construction </div> </div>		<u>Previous PRP Action</u> <div style="display: flex; justify-content: space-between;"> <div style="text-align: center;"><u>Date</u></div> <div style="text-align: center;"><u>Approved for CC</u></div> <div style="text-align: center;"><u>Returned To Dept.</u></div> </div>	

ACTION TAKEN BY PROCUREMENT REVIEW PANEL

Reviewed and Accepted (as is) for Commissioners Court Action
Recommend Award to Vendor and accept for Commissioners Court Action
Return to Department for further action/information/documentation (*reason specified below)
Not Accepted/Other (*reason specified below)

Item requires contract/contract review. Dept. needs to contact County Attorney's Office for more information.

Placement on Commissioners Court Agenda By:

Department Purchasing Department

Auditor's Verification of Funds:

Funds Verified No Funds

This procurement item has been reviewed by the Procurement Review Panel. Said review should not be relied upon by any person or entity other than the County of El Paso, its officers, and employees.

Panel Members

County Contract Administrator/Designee: Accept | Not Accept: _____

County Auditor/Designee Accept | Not Accept: _____

County Purchasing Agent/Designee Accept | Not Accept: _____

County Department Head Accept | Not Accept: _____

County Attorney Reviewer: Approved for further action: Y / N: _____

Subject Matter Expert (as needed) Accept | Not Accept: _____

Other Meeting Attendees (PLEASE PRINT NAME):

1.) _____ 2.) _____ 3.) _____
4.) _____ 5.) _____ 6.) _____

EL PASO COUNTY PURCHASING REVIEW FORM

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Countywide Network Equipment Leasing 4 through the Information Technology Department

TIPS 210101

Contract Term: 05/31/2026

Sequel Data Systems Inc.

Austin, TX

Description	Total Cost
Network Hardware, Accessories, Licenses and Support (Capital Cost)	\$2,610,864.71

DIR-CPO-5033

Contract Term: 1/19/27

Summus Industries, Inc

Sugar Land, TX

Summus Financial Services

Sugar Land, TX

Description	Monthly Total	Annual Payment
Leasing of Network Equipment	\$46,740.33	\$560,883.96
Security Deposit: If no Event of Default has occurred, this security deposit may be applied toward the total amounts due pursuant to Schedule.	One-Time Cost	\$46,740.33
Interim Rent: This lease is subject to interim rent, an additional prorated charge of the monthly payment. Interim rent will be prorated and will not exceed \$46,740.33.	One-Time Cost	\$46,740.33
60 Month Term Lease Total		\$2,804,419.80
One Time Cost Total		\$93,480.66
Grand Total		\$2,897,900.46

Suzi Esquivel

Approved (Print Name)

01/28/2025

Date

Suzi Esquivel
Approved (Signature)



Countywide Network Equipment Leasing 4 through the Information Technology Department

TIPS 210101

Contract Term: 05/31/2026

Sequel Data Systems Inc.

Austin, TX

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Grand Total		\$2,897,900.46

Suzi Esquivel

Approved (Print Name)

01/28/2025

Date

Suzi Esquivel

Approved (Signature)



EMAIL PO & VENDOR QUOTE TO: TIPSPO@TIPS-USA.COM

PO AND QUOTE MUST REFERENCE VENDOR TIPS CONTRACT NUMBER

ATTACH PO AS A PDF - ONLY ONE PO (WITH QUOTE) PER ATTACHMENT

Notice:

Many Vendors utilize specific warranties, subscription agreements, license agreements, EULA's, etc. ("Supplemental Agreements") when you purchase specific goods or services from that Vendor. Since the Supplemental Agreements do not necessarily apply to every Member, every jurisdiction, or every purchase, TIPS does NOT now negotiate the terms of those agreements on Members' behalf. If you are required to sign such a supplementary agreement by the TIPS Vendor, TIPS strongly encourages Members not to proceed with a purchase until they have carefully reviewed and negotiated all applicable Supplemental Agreements. TIPS recommends you work with your entity's legal counsel to ensure compliance with the legal requirements of your entity and your jurisdiction.

[TIPS Purchase Order Procedure here](#)

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CONTACTS

PRINT PROFILE



Print

VENDOR **Sequel Data Systems**

11824 Jollyville Rd, Suite 400 Austin TX,78759

WEBSITE www.sequeldata.comSERVICE/PRODUCTS
DESCRIPTION

Sequel Data Systems is located just north of Austin Texas, where we dream big, work hard, and give our hearts to everything we do. Established in 1986 as a Digital Equipment Corporation VAR, we have grown to become one of the largest enterprise-focused Value-Added Reseller and IT Consulting firms in Texas. We also have a professional services team that delivers the intangible project benefits of customer service, communication, and great relationships with most hardware and software vendors. This means you'll experience a high level of support from us while also leveraging great relationships with software and hardware vendors to get the attention your project needs.

CONTRACT: **210101** **Technology Solutions, Products and Services**End Date: May-31-2026 **EDGAR COMPLIANCE:** [View Doc.](#)



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CONTRACT: **210101** **Technology Solutions, Products and Services**End Date: May-31-2026 **EDGAR COMPLIANCE:** [View Doc.](#)



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Contract Number

DIR-CPO-5033Contract Term Date: **01/19/24** ⓘContract Expiration Date: **01/19/27** ⓘ

Vendor Information

[Summus Industries, Inc](#)Vendor ID: **1760533392500**HUB Type: **Black American Male**RFO: **DIR-CPO-TMP-442**Contract Status: **Active****VENDOR CONTACT:**[Christopher Canady](#)

Phone: (281) 640-1765

Fax: (281) 640-1766

[Vendor Website](#) **DIR CONTACT:**[Suzanne Carson](#)

Phone: (512) 475-4948

Contract Overview

Summus Industries, Inc. offers End-User IT Outsourcing (managed services) for information technology assets through this contract. Managed services include: Provisioning of Equipment; Desktop Outsourcing; and Asset Tracking. Support Services include: Service Desk; On -Site MAC; Remote Support; Standard and Ad Hoc Reporting Documentation; Break/Fix/Maintenance; and Unwind/End of Engagement services. Technology Services include: Mobility; HVD; Network Management; Software and Security Services. Contracts may be used by state and local government, public education, other public entities in Texas, as well as public entities outside the state. Resellers are not available for this contract.

Contract Details & Ordering Information

Products & Services

[Commodity Codes](#)[Brands](#)[Contract Documents](#)[How to Order](#)[Resellers](#)**MORE INFORMATION**[Vendor Website](#)

Visit this Vendor's website to view the latest product, service, and pricing information.

Products & Services

This contract offers the following products and services. Please contact the Vendor for the latest information.

- Break/Fix Services
- Managed Services - Computers
- Network Services
- Technical Services
- Computer Operations Services
- Mobile Device Management
- Security Services

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Through our various program areas, DIR helps State Agencies, local government, and other organizations save money with the purchasing power of Texas.

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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
TIPS 210101

Account Manager:

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

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			SDWAN Project			
			Fortinet			
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
					Total	\$396,835.83



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@epcountytx.gov

TIPS 210101

Account Manager:

Sequel Data Systems

Nancy Ward

nancy.ward@sequeldata.com

Office: 512-918-8841

Fax: 512-519-7868

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
SDWAN Project						
Cisco						
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
Total						\$231,680.41

Phone: 512-918-8841

Prices Good for 30 Days

Fax: 512.519.7868



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
TIPS 210101

Account Manager:

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

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

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Today's Date: 10/04/2024

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TIPS 210101

Account Manager:

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Fax: 512-519-7868

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			Downtown Jail			
			Cisco			
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
					Total	\$93,353.68

Phone: 512-918-8841

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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	



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Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			SDWAN Project			
			Fortinet			
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
					Total	\$396,835.83



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TIPS 210101

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Office: 512-918-8841

Fax: 512-519-7868

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
SDWAN Project						
Cisco						
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
Total						\$231,680.41

Phone: 512-918-8841

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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

Fax: 512.519.7868



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

TIPS 210101

Account Manager:

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

Item	Part #	Qty.	Description	List Price	Unit Price	Ext. Price
			Downtown Jail			
			Cisco			
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
					Total	\$93,353.68

Phone: 512-918-8841

Prices Good for 30 Days

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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

TIPS 210101

Account Manager:

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

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



11824 Jollyville Rd. Suite 400
Austin, Tx 78759

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Sales Quote

Today's Date: 10/04/2024

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TIPS 210101

Account Manager:

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Office: 512-918-8841
Fax: 512-519-7868

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	