

MA 18P 1608080000000000017
MODIFICATION

State of Maine



Master Agreement

Effective Date: 12/08/14

Expiration Date: 12/17/21

Master Agreement Description: Wireless WLAN Equipment - Aruba

Buyer Information

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

Issuer Information

Joan Bolduc 207-624-9904 ext. JOAN.BOLDUC@MAINE.GOV

Requestor Information

Jeff Welsh 207-624-8842 ext. jeff.welsh@maine.gov

Agreement Reporting Categories

Reason For Modification: Extension to 12/17/2021.

Authorized Departments

18B BUREAU OF INFORMATION SERVICES
ALL

Vendor Information

Vendor Line #: 1

Vendor ID

VC0000205733

Vendor Name

OPTIV SECURITY INC

Alias/DBA

Vendor Address Information

1125 17TH STREET STE 1700

DENVER, CO 80202
US

Vendor Contact Information

CAMBRA.WHITESEL@OPTIV.COM
303-298-0600 ext.
PURCHASING.OPERATIONS@OPTIV.COM

Commodity Information

Vendor Line #: 1

Vendor Name: OPTIV SECURITY INC

Commodity Line #: 1

Commodity Code: 20827

Commodity Description: Wireless WLAN Equipment - Aruba

Commodity Specifications: See attached specifications.

Commodity Extended Description:

Quantity 0.00000	UOM	Unit Price 0.000000
Delivery Days 0	Free On Board	
Contract Amount 0.00	Service Start Date 12/08/14	Service End Date 12/17/20
Catalog Name	Discount 0.0000 %	
	Discount Start Date	Discount End Date

Please see authorized signatures displayed on the next page

Request for Bids

Wireless WLAN Equipment

The State of Maine seeks to select a vendor/reseller to provide **Aruba** networks complete line of wireless (WLAN) network equipment. The vendor will provide equipment, repair/maintenance and support agreements for the equipment using discount level contract pricing. The State will enter into a Master Agreement with the selected vendor for a period of three years.

Vendors must specify their global discount as a percentage off list price.

At a minimum, vendors must be a certified Aruba partner with an office located within four (4) hours normal drive time of Augusta, Maine. All equipment must be of new manufacture.

The contract must allow for the State of Maine to purchase complete units or parts and do assembly and configuration locally with no penalty as to cost or support/maintenance level.

The selected vendor shall ensure that the State of Maine has a valid Aruba Contract ID number and Aruba Systems CCO logon/user account.

All equipment must be delivered within 14 business days from the receipt of an order. All shipping and handling cost for delivery to Augusta, Maine must be included at no additional cost.

Maintenance and Warranty

All units must come with a repair or replace and upgrade service, and all units must be automatically added to a maintenance contract as soon as the warranty expires. Maintenance costs must be prorated to the annual renewal date end of the maintenance contract. True-up for maintenance must occur on a quarterly basis. The maintenance contract rate must be made available to the State of Maine to add existing Aruba wireless equipment to maintenance coverage.

Bid Format

In addition to submitting the global discount as a percent off list for Aruba's complete line of WLAN equipment, bidders must submit bid quotes for one each of the five (5) products detailed below, including base license where applicable. Quotes must include list and net prices for the units and three years of 8 by 5 next business day depot maintenance.

Unit 1: Aruba AP-215 Wireless LAN Access Point

Aruba Wireless LAN Access Point Access point, Dual-radio 802.11n/ac 3x3 AP, integrated antennas.

Unit 2: Aruba AP-205 Wireless LAN Access Point

Aruba Wireless LAN Access point, Dual radio 802.11n/ac 2x2 AP, integrated antennas

Unit 3: Aruba AP-220-MNT-C2 ceiling mount kit

Aruba access point ceiling mount kit (rail adapters – Interlude and silhouette styles)
Color: Black.

Unit 4: Aruba 7210-US Wireless LAN Controller

Aruba 7210-US, four 10GBASE-X (SFP+), one 350 watt AC power supply, restricted regulatory domain – US

Unit 5: Aruba AirWave Management

Aruba AW-100 AirWave software to manage up to 100 devices.

Administrative

The winning vendor must enter into a formal State of Maine Contract for Special Services with a three year term and options for two one year extensions.

Wireless LAN Equipment Bid Sheet

Bidders must include the following information in their responses.

Global equipment discount level as a percentage	40% off List Price
Maintenance discount level as a percentage	0% State/Gov Discount Rate

Unit 1: Aruba AP-215 Wireless LAN Access Point

List equipment price	\$995.00
Net equipment cost after discount	\$597.00
Year 1 net maintenance cost	\$0 Lifetime Warranty
Year 2 net maintenance cost	\$0 Lifetime Warranty
Year 3 net maintenance cost	\$0 Lifetime Warranty

Unit 2: Aruba AP-205 Wireless LAN Access Point

List equipment price	\$695.00
Net equipment cost after discount	\$417.00
Year 1 net maintenance cost	\$0 Lifetime Warranty
Year 2 net maintenance cost	\$0 Lifetime Warranty
Year 3 net maintenance cost	\$0 Lifetime Warranty

Unit 3: Aruba AP-220-MNT-C2 ceiling mount kit

List equipment price	\$25.00
Net equipment cost after discount	\$15.00
Year 1 net maintenance cost	\$0
Year 2 net maintenance cost	\$0
Year 3 net maintenance cost	\$0

Unit 4: Aruba 7210-US Wireless LAN Controller

List equipment price	\$16,995.00
Net equipment cost after discount	\$10,197.00
Year 1 net maintenance cost	3 year sku pricing below
Year 2 net maintenance cost	3 year sku pricing below
Year 3 net maintenance cost	\$6,425.00

Unit 5: Aruba AirWave Management

List equipment price	\$8,995.00
Net equipment cost after discount	\$5,397.00
Year 1 net maintenance cost	3 year sku pricing below
Year 2 net maintenance cost	3 year sku pricing below
Year 3 net maintenance cost	\$4,370.00

Total net costs	\$27,418.00
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Award will be based on lowest total net costs for units 1 through 5 above

**Please note that additional licenses and services may be required to have a functional Aruba solution. Pricing for those licenses, etc. are provided on our attached quote.*



QUOTATION

Phone: 603-433-1700
 Mobile: 603-682-2290
 Sales Consultant: Matthew Keane

230 Commerce Way, Suite 100 Portsmouth, NH 03801 T: (603) 433-1700 F: (603) 334-6501

Company State of Maine
 Contact Jeff Welsh
 Address 145 State House Station
 City Augusta State ME ZIP 04333
 Phone (207) 624-8842 E-Mail jeff.welsh@maine.gov

Date: 12/4/2014
 Req.#:
 Quote No: ACO-SOM12414
 Expires: 1/3/2015
 FOB: Destination

Line#	Qty	Part #	Description	List Price	Unit Price	Extended
Aruba Hardware						
1	1	AP-215	Aruba AP-215 Wireless Access Point, 802.11n/ac, 3x3:3, dual radio, integrated antennas	\$ 995.00	\$ 597.00	\$ 597.00
2	1	AP-205	Aruba AP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, integrated antennas	\$ 695.00	\$ 417.00	\$ 417.00
3	1	AP-220-MNT-C2	Aruba Access Point Mount Kit (ceiling grid). Contains 2x ceiling grid rail adapters (for Interlude and Silhouette style rails). Color: black	\$ 25.00	\$ 15.00	\$ 15.00
4	1	7210-US	Aruba 7210 Mobility Controller with 4x 10GBase-x (SFP/SFP+) and 2x dual media (10/100/1000BASE-T or SFP) ports. Includes one 350W AC power supply. US regulatory domain (for deployments in USA only).	\$ 16,995.00	\$ 10,197.00	\$ 10,197.00
5	1	AW-100	AirWave license for 100 devices	\$ 8,995.00	\$ 5,397.00	\$ 5,397.00
Aruba Support (3 Years)						
6	1	SN3-7210-US	NBD SUPPORT FOR 7210-US (3 YEAR)	\$ 6,425.00	\$ 6,425.00	\$ 6,425.00
7	1	SA3-AW-100	SUPPORT FOR AW-100 (3 YEAR)	\$ 4,370.00	\$ 4,370.00	\$ 4,370.00
Aruba Licensing						
8	1	LIC-1-AP	Access Point License (1 Access Point License)	\$ 75.00	\$ 45.00	\$ 45.00
Aruba Support						
9	1	SN3-LIC-1-AP	SUPPORT FOR LIC-1-AP (3 YEAR)	\$ 28.00	\$ 28.00	\$ 28.00
Optional Aruba Hardware/Software						
10	1	PSU-350-AC	350W AC Power Supply. May be used as a redundant power supply or field-replaceable spare for 7200 Series, S3500-24T, S3500-48T and S3500-24F. Power cord not included- order country-specific (PC-AC-xx) power cord below.	\$ 495.00	\$ 297.00	\$ 297.00
11	1	PC-AC-NA	AC Power Cord (North America Version)			No Cost
12	1	LIC-PEFNG-1	Policy Enforcement Firewall (1 AP License)	\$ 80.00	\$ 48.00	\$ 48.00
13	1	SN3-LIC-PEFNG-1	SUPPORT FOR LIC-PEFNG-1 (3 YEAR)	\$ 30.00	\$ 30.00	\$ 30.00
Professional Services						
14	1	ADAPT-SVCS	Adaptive Professional Installation/Configuration (Daily Rate)	\$ 2,500.00	\$ 2,000.00	\$ 2,000.00
Estimated shipping charge for the above BOM						\$ 100.00
TOTAL:						\$ 29,966.00

Shipping Information

Attn: _____
 Company: _____
 Address: _____
 City, ST, Zip: _____
 Purchase Order # _____
 Date: _____
 Signature: _____

Office Use Only

Quote Valid for 30 days
 Upon Delivery Adaptive shall submit and Invoice due Net 30

Thank you for choosing Adaptive Communications!

EXTENSION OF ANNUAL CONTRACT

Commodity Item: Wireless WLAN Equipment - Aruba

Contractor: Optiv Security

Contract Period Extended To: 12/17/2021

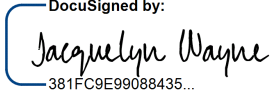
Extension Clause: The State reserves the right to extend this contract for a period of one year, with the consent of the contractor.

Agreement to Extend Contract:

In accordance with the above referenced Extension Clause, the undersigned agrees to continue in effect said Contract # MA 1608080000000000017 until December 17th, 2021 with all terms, conditions remaining as shown in the original contract.

Copy of which is acknowledged on this date.

Contractor: Optiv Security Inc.

By:  Jacquelyn Wayne
381FC9E99088435...

E-mail Address: jacquelyn.wayne@optiv.com

Date: 10/16/2020 | 10:24:55 AM PDT

Dollar value the State has spent on this contract from 12/17/2019 to present: \$8,699

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