



**Master Agreement**

**Effective Date:** 12/08/14

**Expiration Date:** 12/17/20

**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**

**Authorized Departments**

18B BUREAU OF INFORMATION SERVICES

**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:**

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

## **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 | <b>\$27,418.00</b> |
|-----------------|--------------------|

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](mailto: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            |
|--|-----|-----------------|--|--------------|--------------|---------------------|
| <b>Aruba Hardware</b>                              |     |                 |  |              |              |                     |
| 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         |
| <b>Aruba Support (3 Years)</b>                     |     |                 |  |              |              |                     |
| 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         |
| <b>Aruba Licensing</b>                             |     |                 |  |              |              |                     |
| 8  | 1   | LIC-1-AP        | Access Point License (1 Access Point License)  | \$ 75.00     | \$ 45.00     | \$ 45.00            |
| <b>Aruba Support</b>                               |     |                 |  |              |              |                     |
| 9  | 1   | SN3-LIC-1-AP    | SUPPORT FOR LIC-1-AP (3 YEAR)  | \$ 28.00     | \$ 28.00     | \$ 28.00            |
| <b>Optional Aruba Hardware/Software</b>            |     |                 |  |              |              |                     |
| 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            |
| <b>Professional Services</b>                       |     |                 |  |              |              |                     |
| 14   | 1   | ADAPT-SVCS      | Adaptive Professional Installation/Configuration (Daily Rate)  | \$ 2,500.00  | \$ 2,000.00  | \$ 2,000.00         |
| <b>Estimated shipping charge for the above BOM</b> |     |                 |  |              |              | \$ 100.00           |
| <b>TOTAL:</b>                                      |     |                 |  |              |              | <b>\$ 29,966.00</b> |

### 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!*