



ROANOKE COUNTY

Purchasing Division

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November 1, 2019

IFB # 2020-035
Network Equipment for Roanoke County Public Schools

ADDENDUM NO. 1

Revised Price Form and Answers to Vendor Questions

Due Date & Time:
December 3, 2019, 2:00 PM
(Local Prevailing Time)

IFB # 2020-035
Network Equipment for Roanoke County Public Schools
ADDENDUM NO. 1

- 1. Vendor Questions** – Please see below for questions submitted by prospective bidders, and the answers provided by Roanoke County/RCPS as we are able.
 - a. Is the past award tabulation available?**
Yes; please see Attachment B to this addendum for a copy of the bid tabulation from IFB 2019-049.
 - b. All parts seem to be the same, just with varying parameters in the build.**
Yes; we are requesting all switches to be the same part.
 - c. Both C93000-NM-8X and C9300-NM-4G cannot be in the build. The quantity in the build doesn't match the quantity of the main SKU. Please review and provide correct quantities/SKUs.**
A revised price form is provided as Attachment A to this addendum.
- 2. Revised Price Form** – Please see Attachment A to Addendum No. 1 for the revised price form. This updated form should be used for bid submittals, replacing the original document. Failure to submit this revised price form may result in disqualification of a bid response.

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**ATTACHMENT A TO
ADDENDUM NO. 1 TO IFB # 2020-035
Network Equipment for RCPS**

Revised Price Form

REVISED PRICE FORM – PART 1
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS

| CLEARBROOK ELEMENTARY SCHOOL | | | | |
|-------------------------------------|---|------------|-------------------|--------------------|
| Part Number | Description | QTY | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 8 | | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 8 | | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | | |
| STACK-T1-50CM= | 50CM Type 1 Stacking Cable | 8 | | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 1 | | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 6 | | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 3 | | |
| TOTAL | | | | |
| GLENVAR ELEMENTARY SCHOOL | | | | |
| Part Number | Description | QTY | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 9 | | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 9 | | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 2 | | |
| STACK-T1-50CM= | 50CM Type 1 Stacking Cable | 9 | | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 1 | | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 2 | | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 2 | | |
| TOTAL | | | | |
| NORTHSIDE MIDDLE SCHOOL | | | | |
| Part Number | Description | QTY | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 17 | | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 17 | | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | | |
| STACK-T1-50CM= | 50CM Type 1 Stacking Cable | 17 | | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 6 | | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 3 | | |
| TOTAL | | | | |

PRICE FORM & SIGNATURE PAGE – PART 2
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS

| WILLIAM BYRD MIDDLE SCHOOL | | | | |
|-----------------------------------|---|------------|-------------------|--------------------|
| Part Number | Description | QTY | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 20 | | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 20 | | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | | |
| STACK-T1-50CM= | 50CM Type 1 Stacking Cable | 20 | | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 6 | | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 3 | | |
| TOTAL | | | | |
| HIDDEN VALLEY HIGH SCHOOL | | | | |
| Part Number | Description | QTY | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 24 | | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 24 | | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 11 | | |
| STACK-T1-50CM= | 50CM Type 1 Stacking Cable | 24 | | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 5 | | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 18 | | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 8 | | |
| TOTAL | | | | |

**ATTACHMENT B TO
ADDENDUM NO. 1 TO IFB # 2020-035
Network Equipment for RCPS**

2019-049 Bid Tabulation



County of Roanoke
Finance Department - Purchasing Division
Kate Hoyt, Buyer

Office Address: 5204 Bernard Drive Suite 300-F | Roanoke, Virginia | 24018
 Mail Address: P O Box 29800 | Roanoke, Virginia | 24018-0798
 (540) 283-8149 | khoyt@roanokecountyva.gov

IFB #2019-049 Network Equipment for RCPS

November 19, 2018

| CAVE SPRING ELEMENTARY | | SYCOM TECHNOLOGIES | | POMEROY | | SPACEBOUND SOLUTIONS | | QUESTIVITY INC | | ELECTRONACA INC | | |
|------------------------|---|--------------------|--------------|--------------------|--------------|----------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 13 | \$4,531.50 | \$58,909.50 | \$4,825.25 | \$62,728.25 | \$6,128.73 | \$79,673.49 | \$6,191.67 | \$80,491.71 | \$5,538.50 | \$72,000.50 |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 13 | \$1,170.00 | \$15,210.00 | \$1,245.85 | \$16,196.05 | \$1,582.40 | \$20,571.20 | \$1,598.64 | \$20,782.32 | \$1,430.00 | \$18,590.00 |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | \$1,110.90 | \$4,443.60 | \$1,267.40 | \$5,069.60 | \$1,552.49 | \$6,209.96 | \$1,269.60 | \$5,078.40 | \$1,402.50 | \$5,610.00 |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 3 | \$886.50 | \$2,659.50 | \$943.96 | \$2,831.88 | \$1,200.71 | \$3,602.13 | \$935.75 | \$2,807.25 | \$1,083.50 | \$3,250.50 |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 5 | \$933.75 | \$4,668.75 | \$994.30 | \$4,971.50 | \$1,262.89 | \$6,314.45 | \$985.63 | \$4,928.15 | \$1,141.25 | \$5,706.25 |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$87.75 | \$87.75 | \$100.84 | \$100.84 | \$103.15 | \$103.15 | \$100.10 | \$100.10 | \$123.75 | \$123.75 |
| | | | TOTAL | \$85,979.10 | TOTAL | \$91,898.12 | TOTAL | \$116,474.38 | TOTAL | \$114,187.93 | TOTAL | \$105,281.00 |

| FORT LEWIS ELEMENTARY | | SYCOM TECHNOLOGIES | | POMEROY | | SPACEBOUND SOLUTIONS | | QUESTIVITY INC | | ELECTRONACA INC | | |
|-----------------------|---|--------------------|--------------|--------------------|--------------|----------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 8 | \$4,531.50 | \$36,252.00 | \$4,825.25 | \$38,602.00 | \$6,128.73 | \$49,029.84 | \$6,191.67 | \$49,533.36 | \$5,538.50 | \$44,308.00 |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 8 | \$1,170.00 | \$9,360.00 | \$1,245.85 | \$9,966.80 | \$1,582.40 | \$12,659.20 | \$1,598.64 | \$12,789.12 | \$1,430.00 | \$11,440.00 |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 3 | \$1,110.90 | \$3,332.70 | \$1,267.40 | \$3,802.20 | \$1,552.49 | \$4,657.47 | \$1,269.60 | \$3,808.80 | \$1,402.50 | \$4,207.50 |
| C9300-NM-4M | Cisco Catalyst 9300 4x10GE network module | 2 | \$790.00 | \$1,580.00 | \$954.60 | \$1,909.20 | \$962.46 | \$1,924.92 | \$940.10 | \$1,880.20 | \$825.00 | \$1,650.00 |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$886.50 | \$1,773.00 | \$943.96 | \$1,887.92 | \$1,200.71 | \$2,401.42 | \$935.75 | \$1,871.50 | \$1,083.50 | \$2,167.00 |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 3 | \$933.75 | \$2,801.25 | \$994.30 | \$2,982.90 | \$1,262.89 | \$3,788.67 | \$985.63 | \$2,956.89 | \$1,141.25 | \$3,423.75 |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$87.75 | \$87.75 | \$100.84 | \$100.84 | \$103.15 | \$103.15 | \$100.10 | \$100.10 | \$123.75 | \$123.75 |
| | | | TOTAL | \$55,186.70 | TOTAL | \$59,251.86 | TOTAL | \$74,564.67 | TOTAL | \$72,939.97 | TOTAL | \$67,320.00 |

| MOUNT PLEASANT ELEMENTARY | | SYCOM TECHNOLOGIES | | POMEROY | | SPACEBOUND SOLUTIONS | | QUESTIVITY INC | | ELECTRONACA INC | | |
|---------------------------|---|--------------------|--------------|--------------------|--------------|----------------------|--------------|---------------------|--------------|---------------------|--------------|--------------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 13 | \$4,531.50 | \$58,909.50 | \$4,825.25 | \$62,728.25 | \$6,128.73 | \$79,673.49 | \$6,191.67 | \$80,491.71 | \$5,538.50 | \$72,000.50 |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 13 | \$1,170.00 | \$15,210.00 | \$1,245.85 | \$16,196.05 | \$1,582.40 | \$20,571.20 | \$1,598.64 | \$20,782.32 | \$1,430.00 | \$18,590.00 |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 3 | \$1,110.90 | \$3,332.70 | \$1,267.40 | \$3,802.20 | \$1,552.49 | \$4,657.47 | \$1,269.60 | \$3,808.80 | \$1,402.50 | \$4,207.50 |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$886.50 | \$1,773.00 | \$943.96 | \$1,887.92 | \$1,200.71 | \$2,401.42 | \$935.75 | \$1,871.50 | \$1,083.50 | \$2,167.00 |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 2 | \$933.75 | \$1,867.50 | \$994.30 | \$1,988.60 | \$1,262.89 | \$2,525.78 | \$985.63 | \$1,971.26 | \$1,141.25 | \$2,282.50 |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$87.75 | \$87.75 | \$100.84 | \$100.84 | \$103.15 | \$103.15 | \$100.10 | \$100.10 | \$123.75 | \$123.75 |
| | | | TOTAL | \$81,180.45 | TOTAL | \$86,703.86 | TOTAL | \$109,932.51 | TOTAL | \$109,025.69 | TOTAL | \$99,371.25 |

| HIDDEN VALLEY MIDDLE SCHOOL | | SYCOM TECHNOLOGIES | | POMEROY | | SPACEBOUND SOLUTIONS | | QUESTIVITY INC | | ELECTRONACA INC | | |
|-----------------------------|---|--------------------|--------------|--------------------|--------------|----------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 15 | \$4,531.50 | \$67,972.50 | \$4,825.25 | \$72,378.75 | \$6,128.73 | \$91,930.95 | \$6,191.67 | \$92,875.05 | \$5,538.50 | \$83,077.50 |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 15 | \$1,170.00 | \$17,550.00 | \$1,245.85 | \$18,687.75 | \$1,582.40 | \$23,736.00 | \$1,598.64 | \$23,979.60 | \$1,430.00 | \$21,450.00 |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | \$1,110.90 | \$4,443.60 | \$1,267.40 | \$5,069.60 | \$1,552.49 | \$6,209.96 | \$1,269.60 | \$5,078.40 | \$1,402.50 | \$5,610.00 |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$886.50 | \$1,773.00 | \$943.96 | \$1,887.92 | \$1,200.71 | \$2,401.42 | \$935.75 | \$1,871.50 | \$1,083.50 | \$2,167.00 |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 4 | \$933.75 | \$3,735.00 | \$994.30 | \$3,977.20 | \$1,262.89 | \$5,051.56 | \$985.63 | \$3,942.52 | \$1,141.25 | \$4,565.00 |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$87.75 | \$87.75 | \$100.84 | \$100.84 | \$103.15 | \$103.15 | \$100.10 | \$100.10 | \$123.75 | \$123.75 |
| | | | TOTAL | \$95,561.85 | TOTAL | \$102,102.06 | TOTAL | \$129,433.04 | TOTAL | \$127,847.17 | TOTAL | \$116,993.25 |

| NORTHSIDE HIGH SCHOOL | | SYCOM TECHNOLOGIES | | POMEROY | | SPACEBOUND SOLUTIONS | | QUESTIVITY INC | | ELECTRONACA INC | | |
|-----------------------|---|--------------------|--------------|---------------------|--------------|----------------------|--------------|---------------------|--------------|---------------------|--------------|---------------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 16 | \$4,531.50 | \$72,504.00 | \$4,825.25 | \$77,204.00 | \$6,128.73 | \$98,059.68 | \$6,191.67 | \$99,066.72 | \$5,538.50 | \$88,616.00 |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 16 | \$1,170.00 | \$18,720.00 | \$1,245.85 | \$19,933.60 | \$1,582.40 | \$25,318.40 | \$1,598.64 | \$25,578.24 | \$1,430.00 | \$22,880.00 |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 10 | \$1,110.90 | \$11,109.00 | \$1,267.40 | \$12,674.00 | \$1,552.49 | \$15,524.90 | \$1,269.60 | \$12,696.00 | \$1,402.50 | \$14,025.00 |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 8 | \$886.50 | \$7,092.00 | \$943.96 | \$7,551.68 | \$1,200.71 | \$9,605.68 | \$935.75 | \$7,486.00 | \$1,083.50 | \$8,668.00 |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 18 | \$933.75 | \$16,807.50 | \$994.30 | \$17,897.40 | \$1,262.89 | \$22,732.02 | \$985.63 | \$17,741.34 | \$1,141.25 | \$20,542.50 |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$87.75 | \$87.75 | \$100.84 | \$100.84 | \$103.15 | \$103.15 | \$100.10 | \$100.10 | \$123.75 | \$123.75 |
| | | | TOTAL | \$126,320.25 | TOTAL | \$135,361.52 | TOTAL | \$171,343.83 | TOTAL | \$162,668.40 | TOTAL | \$154,855.25 |

| CAVE SPRING ELEMENTARY | | | | ENCORE TECHNOLOGY GROUP LLC | | CDW GOVERNMENT LLC | | ABS TECHNOLOGY | |
|------------------------|---|-----|------------|-----------------------------|--------------|--------------------|-------------|----------------|-------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 13 | \$5,950.45 | \$77,355.85 | \$4,632.20 | \$60,218.60 | \$4,637.24 | \$60,284.12 | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 13 | \$1,536.36 | \$19,972.68 | \$1,196.00 | \$15,548.00 | \$1,197.30 | \$15,564.90 | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | \$1,562.95 | \$6,251.80 | \$1,216.70 | \$4,866.80 | \$1,174.28 | \$4,697.12 | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 3 | \$1,164.09 | \$3,492.27 | \$906.20 | \$2,718.60 | \$874.95 | \$2,624.85 | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 5 | \$1,226.14 | \$6,130.70 | \$954.50 | \$4,772.50 | \$955.54 | \$4,777.70 | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$112.51 | \$112.51 | \$103.50 | \$103.50 | \$101.36 | \$101.36 | |
| | | | | TOTAL | \$113,315.81 | TOTAL | \$88,228.00 | TOTAL | \$88,050.05 |

| FORT LEWIS ELEMENTARY | | | | ENCORE TECHNOLOGY GROUP LLC | | CDW GOVERNMENT LLC | | ABS TECHNOLOGY | |
|-----------------------|---|-----|------------|-----------------------------|-------------|--------------------|-------------|----------------|-------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 8 | \$5,950.45 | \$47,603.60 | \$4,632.20 | \$37,057.60 | \$4,637.24 | \$37,097.92 | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 8 | \$1,536.36 | \$12,290.88 | \$1,196.00 | \$9,568.00 | \$1,197.30 | \$9,578.40 | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 3 | \$1,562.95 | \$4,688.85 | \$1,216.70 | \$3,650.10 | \$1,174.28 | \$3,522.84 | |
| C9300-NM-4M | Cisco Catalyst 9300 4x10GE network module | 2 | \$933.64 | \$1,867.28 | \$726.80 | \$1,453.60 | \$870.75 | \$1,741.50 | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$1,164.09 | \$2,328.18 | \$906.20 | \$1,812.40 | \$874.95 | \$1,749.90 | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 3 | \$1,226.14 | \$3,678.42 | \$954.50 | \$2,863.50 | \$955.54 | \$2,866.62 | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$112.51 | \$112.51 | \$103.50 | \$103.50 | \$101.36 | \$101.36 | |
| | | | | TOTAL | \$72,569.72 | TOTAL | \$56,508.70 | TOTAL | \$56,658.54 |

| MOUNT PLEASANT ELEMENTARY | | | | ENCORE TECHNOLOGY GROUP LLC | | CDW GOVERNMENT LLC | | ABS TECHNOLOGY | |
|---------------------------|---|-----|------------|-----------------------------|--------------|--------------------|-------------|----------------|-------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 13 | \$5,950.45 | \$77,355.85 | \$4,632.20 | \$60,218.60 | \$4,637.24 | \$60,284.12 | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 13 | \$1,536.36 | \$19,972.68 | \$1,196.00 | \$15,548.00 | \$1,197.30 | \$15,564.90 | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 3 | \$1,562.95 | \$4,688.85 | \$1,216.70 | \$3,650.10 | \$1,174.28 | \$3,522.84 | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$1,164.09 | \$2,328.18 | \$906.20 | \$1,812.40 | \$874.95 | \$1,749.90 | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 2 | \$1,226.14 | \$2,452.28 | \$954.50 | \$1,909.00 | \$955.54 | \$1,911.08 | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$112.51 | \$112.51 | \$103.50 | \$103.50 | \$101.36 | \$101.36 | |
| | | | | TOTAL | \$106,910.35 | TOTAL | \$83,241.60 | TOTAL | \$83,134.20 |

| HIDDEN VALLEY MIDDLE SCHOOL | | | | ENCORE TECHNOLOGY GROUP LLC | | CDW GOVERNMENT LLC | | ABS TECHNOLOGY | |
|-----------------------------|---|-----|------------|-----------------------------|--------------|--------------------|-------------|----------------|-------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 15 | \$5,950.45 | \$89,256.75 | \$4,632.20 | \$69,483.00 | \$4,637.24 | \$69,558.60 | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 15 | \$1,536.36 | \$23,045.40 | \$1,196.00 | \$17,940.00 | \$1,197.30 | \$17,959.50 | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 4 | \$1,562.95 | \$6,251.80 | \$1,216.70 | \$4,866.80 | \$1,174.28 | \$4,697.12 | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 2 | \$1,164.09 | \$2,328.18 | \$906.20 | \$1,812.40 | \$874.95 | \$1,749.90 | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 4 | \$1,226.14 | \$4,904.56 | \$954.50 | \$3,818.00 | \$955.54 | \$3,822.16 | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$112.51 | \$112.51 | \$103.50 | \$103.50 | \$101.36 | \$101.36 | |
| | | | | TOTAL | \$125,899.20 | TOTAL | \$98,023.70 | TOTAL | \$97,888.64 |

| NORTHSIDE HIGH SCHOOL | | | | ENCORE TECHNOLOGY GROUP LLC | | CDW GOVERNMENT LLC | | ABS TECHNOLOGY | |
|-----------------------|---|-----|------------|-----------------------------|--------------|--------------------|--------------|----------------|--------------|
| Part Number | Description | QTY | Unit Price | Total Price | Unit Price | Total Price | Unit Price | Total Price | |
| C9300-48P-EDU | Cisco Catalyst 9300 48 Port Full PoE+ | 16 | \$5,950.45 | \$95,207.20 | \$4,632.20 | \$74,115.20 | \$4,637.24 | \$74,195.84 | |
| C9300-NW-A-48-EDU | C9300 Network Advantage, 48-port license | 16 | \$1,536.36 | \$24,581.76 | \$1,196.00 | \$19,136.00 | \$1,197.30 | \$19,156.80 | |
| C9300-NM-8X | Cisco Catalyst 9300 8x10GE network module | 10 | \$1,562.95 | \$15,629.50 | \$1,216.70 | \$12,167.00 | \$1,174.28 | \$11,742.80 | |
| PWR-C1-1100WAC | 1100W AC Config 1 Power Supply | 8 | \$1,164.09 | \$9,312.72 | \$906.20 | \$7,249.60 | \$874.95 | \$6,999.60 | |
| SFP-10G-LR-S= | 10GBASE-LR SFP module, Enterprise Class | 18 | \$1,226.14 | \$22,070.52 | \$954.50 | \$17,181.00 | \$955.54 | \$17,199.72 | |
| STACK-T1-1M= | 1M Type 1 Stacking Cable | 1 | \$112.51 | \$112.51 | \$103.50 | \$103.50 | \$101.36 | \$101.36 | |
| | | | | TOTAL | \$166,914.21 | TOTAL | \$129,952.30 | TOTAL | \$129,396.12 |



ROANOKE COUNTY

Purchasing Division
5204 Bernard Drive, Suite 300-F, P.O. Box 29800
Roanoke, Virginia 24018-0798
TEL: (540) 772-2061 FAX: (540) 772-2074

November 19, 2018

NON-RESPONSIVE BIDS

BID NUMBER: 2019-049

TITLE: Network Equipment for Roanoke County Public Schools

The bid response received from Alliance Technology Group is considered non-responsive. The bid submission received did not include a completed price form with pricing for certified Cisco items as required by the specifications of IFB 2019-049. Pricing and specifications for HP items was provided in lieu of the required Cisco equipment. Therefore, this bid response is considered disqualified as non-responsive and will not be included in the bid tabulation.

The bid response received from Bay Pointe Technology, LTD is considered non-responsive. The bid submitted did not utilize the revised, updated price form provided in Addendum 1 to IFB 2019-049 to include Northside High School instead of Burton Center for Arts & Technology. By using the outdated unrevised price form, this submission does not meet the requirements of the Invitation for Bid.

Kate Hoyt
Buyer
(540) 283-8149