

# *Glassboro Public Schools*



## **MEMO**

---

To: Mark Silverstein

From: Lisa Ridgway

Date: May 13, 2022

Re: Resolution – Network Upgrades – ARP ESSER Funds

---

Be it Resolved that the approve the purchase of the stated Phase II network switch upgrades using ARP ESSER III funds as budgeted. This part of the upgrade is not eligible for e-rate pricing.

Vendor: Core BTS

Quote # Q-36310

State Contract #M7000, State PO #87720 NASPO ValuePoint, Vendor #V00000956

Amount Not to Exceed: \$314,327.98



**Bill To:**  
Glassboro Board of Education  
560 Joseph Bowe Boulevard  
Glassboro, New Jersey 08028  
United States

**Ship To:**  
Glassboro Board of Education  
560 Joseph Bowe Boulevard  
Glassboro, New Jersey 08028  
United States

**Quote Number:** Q-36310  
**Quote Date:** 04/05/2022  
**Expiration Date:** 05/05/2022

**Client:** Glassboro Board of Education  
**Account Number:** 0013770  
**Payment Terms:** Net 30  
**Primary Contact:** George Weeks  
**Quote Name:** Phase II Network/Voice Upgrade v3

**Quoted by:** Jennifer Koloch  
**P** (484) 875-3204 | **E** jennifer.koloch@corebts.com

**Account Manager:** Michele Kramer  
**P** 908-566-0906 | **E** michele.kramer@corebts.com

#### Security Switches

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
13	C9300-48U-EDU	Catalyst 9300 48-port UPOE, K12		Prepaid	\$4,856.85	\$63,139.05
13	C9300-NW-E-48	C9300 Network Essentials, 48-port license		Prepaid	\$0.00	\$0.00
13	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply		Prepaid	\$0.00	\$0.00
13	CAB-TA-NA	North America AC Type A Power Cable		Prepaid	\$0.00	\$0.00
13	C9300-SSD-NONE	No SSD Card Selected		Prepaid	\$0.00	\$0.00
13	C9300-DNA-E-48	C9300 DNA Essentials, 48-Port Term Licenses	60	Prepaid	\$0.00	\$0.00
13	C9300-DNA-E-48-5Y	60 months - C9300 DNA Essentials, 48-Port, 5 Year Term License	60	Prepaid	\$820.65	\$10,668.45
13	NETWORK-PNP-LIC	Network Plug-n-Play License for zero-touch device deployment		Prepaid	\$0.00	\$0.00
13	C9300-SPS-NONE	No Secondary Power Supply Selected		Prepaid	\$0.00	\$0.00
13	NM-BLANK-T1	Cisco Catalyst Type 1 Network Module Blank		Prepaid	\$0.00	\$0.00
13	PWR-C1-BLANK	Config 1 Power Supply Blank		Prepaid	\$0.00	\$0.00
13	C9300-NM-NONE	No Network Module Selected		Prepaid	\$0.00	\$0.00
13	C9300-STACK-NONE	No Stack Cable Selected		Prepaid	\$0.00	\$0.00
13	C9300-SPWR-NONE	No Stack Power Cable Selected		Prepaid	\$0.00	\$0.00
13	SC9300UK9-175	Catalyst 9300 XE 17.5 UNIVERSAL		Prepaid	\$0.00	\$0.00
					<b>Subtotal:</b>	<b>\$73,807.50</b>

#### Phones

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
50	CP-8865-K9=	Cisco IP Phone 8865		Prepaid	\$341.16	\$17,058.00
50	CON-SNT-CP8865KP	SNTC-8X5XND Cisco IP Phone 8865	60	Prepaid	\$81.25	\$4,062.50
					<b>Subtotal:</b>	<b>\$21,120.50</b>

#### Call Manager Servers

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
2	BE7H-M5-K9	Cisco Business Edition 7000H (M5) Appliance, Export Restr SW		Prepaid	\$21,431.22	\$42,862.44
2	CON-SNTE-BE79M5KH	SNTC-8X5X4 Cisco Business Edition 7000H (M5) Applia	60	Prepaid	\$2,528.86	\$5,057.72
4	BE7K-PSU	Cisco UCS 1050W AC Power Supply for Rack Server		Prepaid	\$0.00	\$0.00

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
4	BE7K-NIC1	Intel i350 Quad Port 1Gb Adapter		Prepaid	\$0.00	\$0.00
2	BE7K-PCIERISER	Riser 1B incl 3 PCIe slots (x8, x8, x8); all slots from CPU1		Prepaid	\$0.00	\$0.00
2	BE7K-RAIDCTRLR	Cisco 12G Modular RAID controller with 4GB cache		Prepaid	\$0.00	\$0.00
48	BE7K-DISK	300GB 12G SAS 10K RPM SFF HDD		Prepaid	\$0.00	\$0.00
2	R2XX-RAID5	ENABLE RAID 5 SETTING		Prepaid	\$0.00	\$0.00
4	BE7K-CPU	2.6 GHz 6132/140W 14C/19.25MB Cache/DDR4 2666MHz		Prepaid	\$0.00	\$0.00
4	CAB-N5K6A-NA	CAB-N5K6A-NA		Prepaid	\$0.00	\$0.00
2	BE6/7K-VIRTBASP-7X	Cisco BE Embedded Virt. Basic Plus 7x, BE6K/7K only		Prepaid	\$1,091.23	\$2,182.46
2	CON-ECMU-BE67KVSP	SWSS UPGRADES Cisco BE Embedded Virt. Basic Plus 7x, B	60	Prepaid	\$975.00	\$1,950.00
24	BE7K-RAM-M5-NEW	16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v		Prepaid	\$0.00	\$0.00
					<b>Subtotal:</b>	<b>\$52,052.62</b>

#### Voice Routers

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
4	ISR4331-VSEC/K9	Cisco ISR 4331 Bundle with UC & Sec Lic PVD4-32 CUBE-10		Prepaid	\$3,578.30	\$14,313.20
4	CON-SSSNE-SSR4331V	SOLN SUPP 8X5X4 Cisco ISR 4331 Bundle with UC Sec Lic, PVD	60	Prepaid	\$4,919.33	\$19,677.32
4	SL-4330-IPB-K9	IP Base License for Cisco ISR 4330 Series		Prepaid	\$0.00	\$0.00
4	SL-4330-UC-K9	Included Unified Communication License for Cisco ISR 4330 Series		Prepaid	\$0.00	\$0.00
4	PVDM4-32U64	PVDM4 32-channel to 64-channel factory upgrade		Prepaid	\$702.16	\$2,808.64
4	PWR-4330-AC	AC Power Supply for Cisco ISR 4330		Prepaid	\$0.00	\$0.00
4	CAB-AC	Power Cord, 110V		Prepaid	\$0.00	\$0.00
4	SL-4330-SEC-K9	SL-4330-SEC-K9		Prepaid	\$0.00	\$0.00
4	SM-S-BLANK	Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR		Prepaid	\$0.00	\$0.00
4	NIM-4FXO	4-port Network Interface Module - FXO (Universal)		Prepaid	\$438.85	\$1,755.40
4	NIM-4FXSP	4-Port Network Interface Module - FXS, FXS-E and DID		Prepaid	\$438.85	\$1,755.40
4	SISR4300UK9-169	Cisco ISR 4300 Series IOS XE Universal		Prepaid	\$0.00	\$0.00
4	MEM-4300-4GU8G	4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4330/4350		Prepaid	\$658.28	\$2,633.12
4	MEM-FLSH-4UBG	4G to 8G eUSB Flash Memory Upgrade for Cisco ISR 4300		Prepaid	\$438.85	\$1,755.40
2	ISR4351-VSEC/K9	Cisco ISR 4351 Bundle with UC & Sec Lic PVD4-64 CUBE-25		Prepaid	\$8,013.08	\$16,026.16
2	CON-SSSNE-ISR4351VS	SOLN SUPP 8X5X4 Cisco ISR 4351 Bundle with UC Sec Lic, PVD	60	Prepaid	\$11,291.41	\$22,582.82
2	SL-4350-IPB-K9	IP Base License for Cisco ISR 4350 Series		Prepaid	\$0.00	\$0.00
2	SL-4350-UC-K9	Unified Communication License for Cisco ISR 4350 Series		Prepaid	\$0.00	\$0.00
2	PVDM4-64U128	PVDM4 64-channel to 128-channel factory upgrade		Prepaid	\$1,404.32	\$2,808.64
2	PWR-4450-AC	AC Power Supply for Cisco ISR 4450 and ISR4350		Prepaid	\$0.00	\$0.00
2	CAB-AC	Power Cord, 110V		Prepaid	\$0.00	\$0.00
2	SL-4350-SEC-K9	Security License for Cisco ISR 4350 Series		Prepaid	\$0.00	\$0.00
2	POE-COVER-4450	Cover for empty POE slot on Cisco ISR 4450		Prepaid	\$0.00	\$0.00
6	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400		Prepaid	\$0.00	\$0.00
4	SM-S-BLANK	Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR		Prepaid	\$0.00	\$0.00
2	MEM-4300-4GU16G	Included 4G to 16G DRAM Upgrade (8G+8G) for Cisco ISR 4330, 4350		Prepaid	\$877.70	\$1,755.40
2	MEM-FLSH-4U16G	Included 4G to 16G eUSB Flash Memory Upgrade for Cisco ISR 4350, 4330		Prepaid	\$658.28	\$1,316.56

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
2	TE-R-SW	TE agent for IOSXE on Enterprise Routing		Prepaid	\$0.00	\$0.00
2	SISR4300UK9-176	Cisco ISR 4300 Series IOS XE Universal		Prepaid	\$0.00	\$0.00
1	L-CUBE	Cisco Unified Border Element (CUBE) - E-delivery - top level		Prepaid	\$0.00	\$0.00
1	CON-ECMU-LCUBE001	SWSS UPGRADES Cisco Unified Border Element (CUBE) - E-	12	Prepaid	\$0.00	\$0.00
50	CUBE14-T-ENH	CUBE V14 - 1 Enhanced Trunk Session License		Prepaid	\$54.59	\$2,729.50
50	CON-ECMU-CUBETRDE	SWSS UPGRADES CUBE Redundant Trunk Single Session - 1	12	Prepaid	\$16.07	\$803.50
					<b>Subtotal:</b>	<b>\$92,721.06</b>

#### UPS

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	SFTWES103Y-DIGI	EcoStruxure IT Expert 3 Year Digital 10 node subscription	36	Prepaid	\$1,427.28	\$1,427.28
14	SMTL1500RM3UC	SMART UPS LION SHORT DEPTH 1500VA 120V		Prepaid	\$1,829.65	\$25,615.10
14	AP9641	Network Management Card 3 with PowerChute Network Shutdown & Environmental Monitoring		Prepaid	\$465.02	\$6,510.28
1	SFTWES53Y-DIGI	EcoStruxure IT Expert 3 Year Digital 5 node subscription	36	Prepaid	\$713.64	\$713.64
					<b>Subtotal:</b>	<b>\$34,266.30</b>

#### Professional Services

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	CORE-PS-UC-PM-ADV-FF	Unified Communications Project Management Advisory Services		Prepaid	\$40,360.00	\$40,360.00
					<b>Subtotal:</b>	<b>\$40,360.00</b>

#### Contract / Freight

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	NJ-CONTRACT-21-TELE-01506	NASPO ValuePoint State of New Jersey Cisco PA#21-TELE-01506, Master Agreement#AR3227 (2021-2024)		Prepaid	\$0.00	\$0.00
1	CORE-NOFGHT	No freight charge to client		Prepaid	\$0.00	\$0.00
					<b>Subtotal:</b>	<b>\$0.00</b>

**First Invoice Amount:** \$314,327.98  
**Quote Subtotal:** \$314,327.98  
**Estimated Sales Tax:** \$0.00  
**Quote Total:** \$314,327.98

#### Notes:

Accepted by:

Printed name:

Date:

To ensure fastest processing, please send purchase order/signed quote to purchase.orders@corebts.com and CC the two individuals listed above or fax to (317) 573-1665. If changes are required, please request a revised quote. Thank you for your business!

By accepting this quote you agree to Core's Standard Terms and Conditions which can be found at <https://corebts.com/legal/T&C>.

This proposal is confidential, and shall not be used or disclosed, in whole or in part, for any purpose other than evaluation within the client organization. This quote shall expire on the "Expiration Date" above. Notwithstanding the foregoing, all product and pricing information is based on the latest information available and is subject to change without notice, including at any time prior to the expiration of the quote. All prices are in U.S. dollars. Prices and tax rates are valid in the U.S. only and are subject to change. Sales tax is based on the "ship to" address on your purchase order. Please indicate your taxability status on your purchase order. Product availability is subject to change and cannot be guaranteed. All shipments are FOB origin. Appropriate freight charges will be added at the time of invoice. Please note that this quote may include items which may be subject to vendor restocking fees if returned, or may not be returnable if not defective (all returns are subject to vendor RMA approval). Core passes through all vendor restocking terms and fees without modification, markup, or additional fees.