

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

630



FORM APPROVED COUNTY COUNSEL 7/16/15
DATE
BY: GREGORY P. PRIAMOS

FROM: Riverside County Information Technology (RCIT)

SUBMITTAL DATE:
July 6, 2015

SUBJECT: Approval of the Second Amendment to the Agreement with NEXUS to finalize the CISCO voice, video, wireless and data Converged Network. [All Districts], [\$24,618,133, financed over 7 years].

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and authorize the Chairman of the Board to execute the Second Amendment to the agreement with Nexus, increasing the agreement by \$6,368,133, to a total of \$24,618,133.
2. Direct RCIT to return to the Board for approval of a Cisco lease arrangement, through Banc of America Public Capital Corp, to finance Amendment 2, in the amount of \$6,368,133, at an interest rate of 2 percent over 7 years.
3. Approve a \$966,778 loan from general fund contingency to cover the first year of debt service due in FY 15/16, to be recovered in installments together with remaining years' debt service payments through RCIT ISF rates charged to departments

BACKGROUND:

Summary

On December 18, 2012, agenda item 3.47, the Board of Supervisors was informed that the Aastra PBX phone system was in need of significant software and hardware upgrades. It was determined that implementing a Voiceover Internet Protocol (VoIP) would be more efficient than continuing to invest in an

(continued on page 2)

Steve Reneker
Chief Information Officer

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 966,778	\$ 966,778	\$ 24,618,133	\$ 966,778	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$	\$	\$	\$	

SOURCE OF FUNDS: Year 1 - Loan, Years 2 through 7 – RCIT ISF Rates
Budget Adjustment: **NO**
For Fiscal Year: FY 15/16

C.E.O. RECOMMENDATION: APPROVE
BY:
County Executive Office Signature Jennifer L. Sargent

MINUTES OF THE BOARD OF SUPERVISORS

Purchasing & Fleet Services:
Teresa Summers, Assistant Director

Departmental Concurrence

- A-30
- 4/5 Vote
- Positions Added
- Change Order

Prev. Agn. Ref.: 3.47 on 12/18/12; 3-31 on 1/29/13; 3-31 on 6/25/13; 3-32 on 6/25/13 | District: | Agenda Number:

3-60

SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11: Approval of the Second Amendment to the Agreement with NEXUS to finalize the CISCO voice, video, wireless and data Converged Network. [All Districts], [\$24,618,133, financed over 7 years].

DATE: July 6, 2015

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BACKGROUND:

Summary (continued)

aging system, therefore, the Board approved CISCO as the standard County solution for a converged network, including voice, video, wireless and data.

Currently, the Aastra PBX phone system software is not supported by the manufacturer and County staff are performing required maintenance. There is risk of a catastrophic outage should the software require a fix beyond the expertise of County staff. In addition, the Solidus Contact Center platform software is no longer being supported which is very concerning because most incoming public calls are routed through call centers and key departments, such as DPSS, Public Health and RCRMC, are big users of this system.

On January 29, 2013 (M.O. 3-31), the Board of Supervisors approved a \$15 million agreement with Nexus IS for a Cisco voice, video, wireless and data Converged Network. The agreement with Nexus intended to replace all current county phones, auto attendants, Interactive Voice Response Systems (IVR), call centers, voicemail and wireless networks in county locations with five or more employees. The agreement also provided five years of enterprise licensing to support the new phones and software/hardware.

On June 25, 2013 (M.O. 3-31), the Board of Supervisors approved Amendment 1 to the contract, in the amount of \$3,250,000, for additional equipment and services identified during an initial 30 day assessment performed by Nexus. As included in the original Form 11, the contract with Nexus was to be modified as the County's hardware requirements became known through progression of the project.

The original contract anticipated installation of the new equipment in 541 buildings in one year, almost 1.5 sites per calendar day. In hindsight, this was an unrealistic plan, given staff growth/site increases for certain departments and the amount of remediation required for many sites. The first site was cut-over to the converged network in September 2013. Today, there are approximately 80 sites remaining, including the Riverside County Regional Medical Center (RCRMC). The CNP team, composed of both RCIT and Nexus staff, recently performed an assessment of the remaining sites to be cut-over and determined the additional equipment and hours required to complete the project. The cost for this additional work is \$6.3 million, which also includes: a call recording platform for a contact center; an enterprise network management/security tool to manage the wireless network; and new business requirements of RCRMC to accommodate increased use of wireless connectivity, provide robust firewall routers and alternate switches in the telecommunication rooms to help mitigate heat issues.

Nexus and Cisco are committed to being active partners in the success of the project. CISCO sought 7-year financing for the additional expense through Banc of America Public Capital Corp, at a favorable rate of 2 percent, which would be separate from the County's line of credit. Nexus agreed to increase the discount, from 58 to 70 percent, on all additional equipment required. In addition, Cisco agreed to accept the return of all unopened equipment purchased through the original scope of work which is no longer required.

Following is a summary of items required to complete the CNP project and an approved credit for the unused, unneeded equipment:

Additional Equipment and Services	\$ 4,116,186
Contact Center Call Recording	\$ 215,605
Wireless Network Software	\$ 551,665
Equipment Credit	\$ (661,209)
Total:	\$ 4,222,247

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Following is a summary of the recommended strategic changes requested by RCRMC:

LAN Network Equipment	\$ 1,898,918
Security Equipment	\$ 130,438
Upgraded Wireless Network	\$ 116,530
Total:	\$ 2,145,886

The County has been saving approximately \$414,000 annually through reduced monitoring charges and elimination of traditional telephone company charges. When the conversion is complete and the County is no longer supporting and monitoring the trunking systems in Arlington, South County and Indio and traditional call charges are eliminated in those areas, an additional \$195,000 annually is estimated to be saved.

Impact on Residents and Businesses

Completing the implementation of the Converged Network Project will provide reliability, greater efficiency in day-to-day operations and save approximately \$609,000 annually in charges associated with operating the Aastra system.

SUPPLEMENTAL:
Additional Fiscal Information

Project Budget Summary				
Nexus Agreement	Amendment Amount	Total Nexus Contract	RCIT Project Contingency	Total Project Budget
Original Contract Award		\$15,000,000	\$1,000,000	\$ 16,000,000
Amendment 1 Increase in Nexus Contract Reduction in RCIT Contingency	\$ 3,250,000	\$18,250,000	\$ 750,000	\$ 19,000,000
Amendment 2	\$ 6,368,133	\$24,618,133	\$ 750,000	\$ 25,368,133

Contract History and Price Reasonableness

The Purchasing department, on behalf of RCIT, released a Request for Quotation (RFQ) # ITARC-164 to the current County awarded Cisco vendors. Purchasing received three bids, from Nexus, Sigmanet and Enpointe. Through the evaluation process, RCIT and Purchasing determined Nexus the lowest responsive/responsible vendor.

**COUNTY OF RIVERSIDE
AMENDMENT NO. 2 TO THE AGREEMENT
WITH NEXUS IS, Inc.**

Contractor: Nexus IS, Inc.
Effective Date of Amendment: July 21, 2015

The Agreement between the County of Riverside ("County") and Nexus IS, Inc. ("Nexus IS") effective January 29, 2013 is amended as follows:

1. In October 2014, the County and Nexus IS began a series of discussions to address, as anticipated in the Agreement, changes required to ensure successful completion of the entire project. They subsequently mutually agreed to temporarily suspend the project and conduct a comprehensive project reassessment and reconciliation. This included an in-depth reassessment of Riverside County Regional Medical Center ("RCRMC") requirements.
2. As a result of the reassessment and reconciliation process, the parties have agreed the fixed price to complete the project shall be increased to \$24,618,133. Attached as Exhibit A are schedules describing the remaining materials and work required to complete the entire project, including RCRMC requirements. These schedules and the revised fixed price are based upon information obtained during the just completed reassessment and reconciliation process.
3. The County continues to hold approximately \$1,122,892.01 as retention funds. These funds have already been earned by Nexus IS for work done and materials delivered; and the County agrees to promptly release these funds to Nexus IS. For the remainder of the project, Nexus IS will invoice the County monthly based on project materials received and project labor completed. Project invoices received by the County will be paid in full once validated and approved. The County and Nexus IS confirm they will follow the contract change management requirements in the event there are any such changes.
4. All of the terms and conditions of the original Agreement shall remain unchanged and in effect.

AGREED:

COUNTY OF RIVERSIDE

NEXUS IS, Inc.

By: _____

By: Dale M. Hardy

Name and Title: _____

Name and Title: SVP of Services

Date: _____

Date: July 14, 2015

FORM APPROVED COUNTY COUNSEL
BY: Neal R. Kipnis
NEAL R. KIPNIS

DATE 7/14/15

EXHIBIT A

(18 pages follow)

ONP/BCRMC Totals Amendment 2	
Equipment	\$ 4,021,187
One Year Smartnet	\$ 190,099
Shipping & Handling	\$ 67,034
Estimated Sales Tax (8%)	\$ 321,695
Professional Services	\$ 2,429,324

Total	\$ 7,029,339
Expected Cisco RMA Credit	\$ (661,209)
Amendment 2 Grand Total	\$ 6,368,130



Office: Murfreesboro
 Address: 25810 Jefferson Ave, Suite 110
 City/State/Zip: Murfreesboro, TN 37132
 URL: http://www.nexus.com/

Riverside, County/IT/Alesandro

Account Manager: Cynthia Gidner
 Phone Number:
 Mobile AMT
 Phone Number:



Quote Name: RCTY Budget Remaining Mktg_Equipment_7-13-2015_Special Pricing
 Quote Number: A-19839
 Valid Unit: 8/22/2015

Schedule A

LINE#	PART#	QTY	DESCRIPTION	EXT. PRICE	UNIT PRICE	MONTH	DISC.	LIST PRICE
Additional Materials				\$0.00	\$0.00			
1	Y0319 Cables			\$7,027.86	\$61.11			
2	Misc Cables	115	VG310 Cables	\$7,827.86				
3	Calabria Software Support			\$0.00	\$0.00			
4	CSP-SG-COMMAQ-LPUSR	125	Annual Platinum Support, 1 year	\$0.00	\$0.00			
5	CSP-SF-COMMAQ-LPUSR	125	Annual Platinum Support, 4 years	\$34,128.75	\$273.03			
			Additional Materials	\$41,156.60				
Analog Gateways				\$73,500.00	\$7,350.00		70.00%	\$24,500.00
6	VG350-144FX8K9	10	Cisco VG350 144 FX8 Bundle	\$0.00	Included			
7	SM-D-12FXS	20	Cisco 72 Port FX8 Double Wide Service Module	\$0.00	Included			
8	PWR-3800-AC	10	Cisco 3825G3445 AC Power Supply	\$0.00	Included			
9	HWIC-BLANK	40	Blank receptacle for HWIC slot on Cisco ISR	\$0.00	Included			
10	MEM-3900-1GB-DEF	10	1GB DRAM (612MBx12MB) for Cisco 3825G3445 ISR (Default)	\$0.00	Included			
11	MEM-CF-256MB	10	256MB Compact Flash for Cisco 1800, 2800, 3800 ISR	\$0.00	Included			
12	PVDM3-256	10	256-channel high-density voice DSP module	\$0.00	Included			
13	SL-VG350-IP8-K9	10	Cisco VG350 IP Base License	\$0.00	Included			
14	SL-VG350-UC-K9	10	Cisco VG350 Unified Communications License	\$0.00	Included			
15	VG350-FANASSY	10	Cisco VG350 Fan Assembly	\$0.00	Included			
16	VG350-SPE150K9	10	Cisco VG350 Motherboard	\$0.00	Included			
17	CAB-AC	20	AC Power Cord (North America), C13, NEMA 6-16P, 2.1m	\$0.00	\$0.00			
18	PWR-3800-AC2	10	Cisco 3825G3445 AC Power Supply (Secondary PS)	\$1,900.00	\$190.00		70.00%	\$560.00
19	SVGS3UK9-15403M	10	Cisco VG350 Series IOS UNIVERSAL	\$12,691.00	\$1,269.10	12	28.00%	\$1,715.00
20	CON-SNT-VG35014	10	SMARTNET SX50XND Cisco VG350 144 FX8 Bundle	\$47,881.80				
21	VG316	30	Module 24 FXS Port VoIP Gateway with PVDM3-64	\$145,800.00	\$1,820.00		70.00%	\$5,400.00
22	HWIC-BLANK	30	Blank receptacle for HWIC slot on Cisco ISR	\$0.00	Included			
23	SL-VG310-IP8-K9	60	Cisco VG310 IP Base License	\$0.00	Included			
24	SL-VG310-UC-K9	60	Cisco VG310 Unified Communications License	\$0.00	Included			
25	SVGS1UK9-15403M	60	Cisco VG310 UNIVERAL	\$29,803.40	\$332.28	12	28.00%	\$448.00
26	CON-SNT-VG3101CV	60	SMARTNET SX50XND Cisco VG310 - Module 24 FXS Port Voice	\$0.00	\$0.00			
27	CAB-AC	60	AC Power Cord (North America), C13, NEMA 6-15P, 2.1m	\$0.00	\$0.00			
28	MEM-CF-256MB	60	256MB Compact Flash for Cisco 1800, 2800, 3800 ISR	\$0.00	\$0.00			
			Analog Gateways	\$175,703.40				
				\$263,394.60				
Routers				\$5,117.00	\$1,568.50		70.00%	\$5,185.00
29	C2821-CME-SRST700	2	2821 UC Bundle w/ PVDM3-32, FL-CME-SRST-25, UC License PAK	\$0.00	Included			
30	PWR-2821-51-AC	2	Cisco 2821/2851 AC Power Supply	\$0.00	Included			
31	FL-CME-SRST-25	2	Communication Manager Express or SRST - 25 seat license	\$0.00	Included			
32	ISR-CCP-EXP	2	Cisco Config Pkg Express on Router Flash	\$0.00	Included			
33	MEM-2810-512MB-DEF	2	512MB DRAM for Cisco 2801-2821 ISR (Default)	\$0.00	Included			
34	MEM-CF-256MB	2	256MB Compact Flash for Cisco 1800, 2800, 3800 ISR	\$0.00	Included			
35	PVDM3-32	2	32-channel high-density voice DSP module	\$0.00	Included			
36	BL-28-IP8-K9	2	IP Base License for Cisco 2801-2851	\$0.00	Included			
37	BL-28-UC-K9	2	Unified Communication License for Cisco 2801-2851	\$0.00	Included			
38	HWIC-BLANK	2	Blank receptacle for HWIC slot on Cisco ISR	\$0.00	Included			
39	SM-D-BLANK	2	Blank receptacle for DW slot on Cisco 2801 and 3825	\$0.00	Included			
40	SM-S-BLANK	2	Removable receptacle for SM slot on Cisco 2800,3800,4400 ISR	\$0.00	Included			
41	FL-CUBE-E-5	4	Unified Border Element Enterprise License - 5 sessions	\$0.00	Included			
42	S28UK9-15403M	2	Cisco 2801-2821 IOS UNIVERAL	\$0.00	\$0.00			
43	FL-SRST	2	Cisco Survivable Remote Site Telephony License	\$0.00	\$0.00			
44	CAB-AC	2	AC Power Cord (North America), C13, NEMA 6-15P, 2.1m	\$839.50	\$419.25	12	28.00%	\$567.00
45	CON-SNT-2821CM8T	2	SMARTNET SX50XND 2821 Voice Bundle w/ UC License PAK	\$3,998.18	\$2,728.50			
46	C2851-CME-SRSTK9	8	2851 Voice Bundle w/PVDM3-32, FL-CME-SRST-25, UC Lic, FL-CUBE10	\$19,371.00	\$0.00		70.00%	\$5,625.00
47	PWR-2821-61-AC	8	Cisco 2821/2861 AC Power Supply	\$0.00	Included			
48	FL-CME-SRST-25	6	Communication Manager Express or SRST - 25 seat license	\$0.00	Included			

49	ISR-CCP-EXP	8	Cisco Config Pro Express on Router Flash	\$0.00	Included			
50	MEM-2861-512MB-DEF	8	\$12MB DRAM (1 \$12MB DIMM) for Cisco 2861 ISR (Default)	\$0.00	Included			
51	MEM-CF-256MB	8	256MB Compact Flash for Cisco 1900, 2800, 3800 ISR	\$0.00	Included			
52	PVDM3-32	8	32-channel high-density voice DSP module	\$0.00	Included			
53	SL-28-IPB-K9	8	Unified Communication License for Cisco 2801-2861	\$0.00	Included			
54	SL-28-LIC-K9	8	Blank license for HWIC slot on Cisco ISR	\$0.00	Included			
55	HWIC-BLANK	24	Removable license for SM slot on Cisco 2800,3800,4400 ISR	\$0.00	Included			
56	SM-S-BLANK	12	Unified Border Element Enterprise License - 5 sessions	\$0.00	Included			
57	FL-CUBE25	12	Cisco 2861 IOS UNIVERSAL	\$0.00	\$0.00			
58	S2861UK9-15403M	6	Cisco Survivable Remote Site Telephony License	\$0.00	\$0.00			
59	FL-SRST	8	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00			
60	CAB-AC	8	SMARTNET 8X5XNBD 2861 Voice Bundle w/ UC License PAK	\$4,381.16	\$731.86	12	28.00%	\$689.00
61	CON-SNT-2861CMST	8		\$20,762.16				
62	C3825-CME-SRST7K9	5	3825 Voice Bundle w/PVDM3-64, FL-CME-SRST-25, UC Lic, FL-CUBE25	\$18,942.50	\$3,288.50			
63	PWR-3800-AC	5	Cisco 3825/3845 AC Power Supply	\$0.00	Included			
64	3800-FANASSY	5	Cisco 3825/3845 Fan Assembly (Serial Includ)	\$0.00	Included			
65	C3800-9P100K9	5	Cisco Services Performance Engine 100 for Cisco 3825 ISR	\$0.00	Included			
66	FL-CME-SRST-25	5	Communication Manager Express or SRST - 25 seat license	\$0.00	Included			
67	ISR-CCP-EXP	5	Cisco Config Pro Express on Router Flash	\$0.00	Included			
68	MEM-3800-1GB-DEF	5	1GB DRAM (512MB+512MB) for Cisco 3825/3845 ISR (Default)	\$0.00	Included			
69	MEM-CF-256MB	5	256MB Compact Flash for Cisco 1900, 2800, 3800 ISR	\$0.00	Included			
70	PVDM3-64	5	64-channel high-density voice DSP module	\$0.00	Included			
71	SL-38-IPB-K9	5	IP Base License for Cisco 3825/3845	\$0.00	Included			
72	SL-38-LIC-K9	5	Unified Communication License for Cisco 3800 Series	\$0.00	Included			
73	HWIC-BLANK	20	Blank license for HWIC slot on Cisco ISR	\$0.00	Included			
74	SM-D-BLANK	5	Blank license for DW slot on Cisco 2851 and 3825	\$0.00	Included			
75	SM-S-BLANK	10	Removable license for SM slot on Cisco 2800,3800,4400 ISR	\$0.00	Included			
76	FL-CUBE25	5	Unified Border Element Enterprise License - 25 sessions	\$0.00	Included			
77	S38UK9-15403M	5	Cisco 3825-3845 IOS UNIVERSAL	\$0.00	\$0.00			
78	FL-SRST	5	Cisco Survivable Remote Site Telephony License	\$0.00	\$0.00			
79	PWR-3800-AC/2	5	Cisco 3825/3845 AC Power Supply (Secondary PS)	\$750.00	\$0.00			
80	CAB-AC	10	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$1,152.10	\$338.42	12	28.00%	\$1,128.00
81	CON-SNT-3825CMST	5	SMARTNET 8X5XNBD 3825 Voice Bundle UC License PAK	\$21,884.80				
82	C3845-CME-SRST7K9	7	3845 Voice Bundle w/PVDM3-64, FL-CME-SRST-25, UC Lic, FL-CUBE25	\$31,088.50	\$4,438.50			
83	HWIC-BLANK	28	Blank license for HWIC slot on Cisco ISR	\$0.00	Included			
84	SM-S-BLANK	28	Removable license for SM slot on Cisco 2800,3800,4400 ISR	\$0.00	Included			
85	3800-FANASSY	7	Cisco 3825/3845 Fan Assembly (Serial Includ)	\$0.00	Included			
86	C3800-9P100K9	7	Cisco Services Performance Engine 100 for Cisco 3845 ISR	\$0.00	Included			
87	FL-CME-SRST-25	7	Communication Manager Express or SRST - 25 seat license	\$0.00	Included			
88	FL-CUBE25	7	Unified Border Element Enterprise License - 25 sessions	\$0.00	Included			
89	ISR-CCP-EXP	7	Cisco Config Pro Express on Router Flash	\$0.00	Included			
90	MEM-3800-1GB-DEF	7	1GB DRAM (512MB+512MB) for Cisco 3825/3845 ISR (Default)	\$0.00	Included			
91	MEM-CF-256MB	7	256MB Compact Flash for Cisco 1900, 2800, 3800 ISR	\$0.00	Included			
92	PVDM3-64	7	64-channel high-density voice DSP module	\$0.00	Included			
93	PWR-3800-AC	7	Cisco 3825/3845 AC Power Supply	\$0.00	Included			
94	SL-38-IPB-K9	7	IP Base License for Cisco 3825/3845	\$0.00	Included			
95	SL-38-LIC-K9	7	Unified Communication License for Cisco 3800 Series	\$0.00	Included			
96	S38UK9-15403M	7	Cisco 3825-3845 IOS UNIVERSAL	\$0.00	\$0.00			
97	FL-SRST	7	Cisco Survivable Remote Site Telephony License	\$0.00	\$0.00			
98	CAB-AC	14	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$1,050.00	\$150.00			
99	PWR-3800-AC/2	7	Cisco 3825/3845 AC Power Supply (Secondary PS)	\$8,401.88	\$1,200.28	12	28.00%	\$1,822.00
100	CON-SNT-3845CMST	7	SMARTNET 8X5XNBD 3845 Voice Bundle UC License PAK	\$40,821.48				
101	ASR1001-5G-VPN/9	1	ASR1001 VPN Bundle, 5G Base System, AES/IG	\$12,800.00	\$12,800.00			
102	FL-ASR1001-5G	1	Upgrade from 2.5 Gbps to 5Gbps License for ASR 1001	\$0.00	Included			
103	FLSABR1-IPSEC	1	IPSEC License for ASR1000 Series	\$0.00	Included			
104	SLABR1-AES	1	Cisco ASR 1000 Advanced Enterprise Services License	\$0.00	Included			
105	SABR1001UK9-3135	1	Cisco ASR 1001 IOS XE UNIVERSAL	\$0.00	\$0.00			
106	ASR1001-PWR-AC	2	Cisco ASR1001 AC Power Supply	\$0.00	\$0.00			
107	CAB-AC-RA	2	Power Cord, 10V, Right Angle	\$300.00	\$160.00			
108	CLC-SX-NMD	2	100BASE-SX SFP transceiver module, MMF, 850nm, DOM	\$244.28	\$244.28	12	28.00%	\$330.00
109	CON-SNT-FLSABR1R	1	SMARTNET 8X6XNBD Upgrade from 2.5 Gbps to 5Gbps	\$488.40	\$488.40	12	28.00%	\$660.00
110	CON-SNT-FLSABR1R	1	SMARTNET 8X6XNBD IPSEC License for ASR 1000	\$488.40	\$488.40	12	28.00%	\$660.00
111	CON-SNT-SLABR1AM	1	SMARTNET 8X6XNBD Cisco ASR 1000 Advanced Enterprise Ser	\$1,650.00	\$1,650.00			
112	M-ASR1K-1001-5G	1	Cisco ASR1001 5G DRAM	\$1,850.00	\$0.00			
113	ASR1K-OTHER	1	ASR1K other applications for Enterprise or SP - Tracking only	\$830.28	\$0.00			
114	CON-SNT-ASR5GVPN	1	SMARTNET 8X6XNBD ASR1001 VPN Bundle, 5G Base System, AES/IG	\$830.28	\$830.28	12	28.00%	\$1,122.00
				\$18,801.28				
			Routers	\$104,928.56				
115	Router/Module							
115	VIC3-4FX8/DID	40	Four-Port Voice Interface Card - FX8 and DID	\$19,680.00	\$294.00			
116	VIC2-4FX0	80	Four-port Voice Interface Card - FX0 (Universal)	\$15,840.00	\$294.00			
117	SM-4-T1/E3	1	One-port T3/E3 Service module	\$2,806.00	\$2,806.00			
118	SM-4M-ADPTR	3	Network Module Adapter for SM Slot on Cisco 2800, 3800 ISR	\$225.00	\$75.00			
119	VVIC3-4MFT-T1/E3	17	4-Port 3rd Gen Multiservice Trunk Voice/WAN Int. Card - T1/E3	\$22,440.00	\$1,320.00			
			Routers/Module	\$51,870.00				

Item ID	Description	Quantity	Unit Price	Total Price	Notes	Percentage	Final Price
Border Switch (1 Gbps)							
120	WS-C3850-24T-E	20	\$83,000.00	\$1,660,000.00		70.00%	\$1,162,000.00
121	PWR-C1-350WAC	20	\$1.00	\$20.00	Included		
122	S3850UK9-22-08E	20	\$3.00	\$60.00	Included		
123	STACK-T1-60CM	20	\$0.00	\$0.00	Included		
124	CAB-SFWR-30CM	20	\$150.00	\$3,000.00		70.00%	\$2,100.00
125	PWR-C1-350WAC/2	20	\$3,000.00	\$60,000.00			
126	CAB-TA-NA	40	\$0.00	\$0.00			
127	CON-SNT-WBC3850TE	20	\$8,797.80	\$175,956.00		28.00%	\$126,000.00
				\$175,956.00	Border Switch (1 Gbps)		
SFPs/Multimode							
128	GLC-SX-MM-D	236	\$41,708.00	\$9,843,088.00		70.00%	\$6,990,162.00
				\$9,843,088.00	SFPs/Multimode		
SFPs/Singlemode							
129	GLC-LH-SMD	10	\$2,985.00	\$29,850.00		70.00%	\$20,895.00
				\$29,850.00	SFPs/Singlemode		
Switches/Stack Modules/Module with 0.5M Cable							
130	C2960X-STACK-E	10	\$3,885.00	\$38,850.00		70.00%	\$27,195.00
131	CAB-STX-E-0.5M	10	\$0.00	\$0.00			
				\$3,885.00	Switches/Stack Modules/Module with 0.5M Cable		
Switches/Stack Modules/Module with 1.0M Cable							
132	C3960X-STACK-E	25	\$1,962.50	\$49,062.50		70.00%	\$34,343.75
133	CAB-STX-E-1M	25	\$750.00	\$18,750.00		70.00%	\$13,125.00
				\$1,962.50	Switches/Stack Modules/Module with 1.0M Cable		
Switches/Stack Modules/Module with 3.0M Cable							
134	C2960X-STACK-E	25	\$3,885.00	\$97,125.00		70.00%	\$68,087.50
135	CAB-STX-E-3M	25	\$750.00	\$18,750.00		70.00%	\$13,125.00
				\$3,885.00	Switches/Stack Modules/Module with 3.0M Cable		
Switches/L2 Fiber Switches							
136	C8800-X-1E	2	\$20,400.00	\$40,800.00		70.00%	\$28,560.00
137	C8800-X-CVR-E	4	\$0.00	\$0.00	Included		
138	C8800-X-3KW-AC	4	\$2,400.00	\$9,600.00		70.00%	\$6,720.00
139	C8800-X-FAN	2	\$0.00	\$0.00	Included		
140	S8800XRM-151025Y	2	\$0.00	\$0.00	Included		
141	C8800-X-NEBS-PAK	2	\$300.00	\$600.00		70.00%	\$420.00
142	CAB-7513AC	4	\$0.00	\$0.00	Included		
143	C8800-CAMPUS-COLL	2	\$0.00	\$0.00	Included		
144	C8800-X-LE-1P-10G	4	\$22,800.00	\$91,200.00		75.00%	\$68,400.00
145	CON-SNT-C8800XLE	2	\$4,494.80	\$8,989.60		28.00%	\$6,491.60
				\$27,284.80	Switches/L2 Fiber Switches		
Switches/L2 Fiber Switches							
146	WS-C3850-24E-S	5	\$30,000.00	\$150,000.00		78.00%	\$117,000.00
147	PWR-C1-350WAC	5	\$0.00	\$0.00	Included		
148	S3850UK9-333E	5	\$0.00	\$0.00	Included		
149	STACK-T1-60CM	5	\$0.00	\$0.00	Included		
150	CAB-SFWR-30CM	5	\$150.00	\$750.00		70.00%	\$525.00
151	PWR-C1-350WAC/2	5	\$3,750.00	\$18,750.00		70.00%	\$13,125.00
152	C3850-NM-2-10G	5	\$2,985.00	\$14,925.00		70.00%	\$10,447.50
153	SFP-10G-SR	10	\$0.00	\$0.00	Included		
154	CAB-TA-NA	10	\$4,440.00	\$44,400.00		28.00%	\$31,960.00
155	CON-SNT-WBC3850S	5	\$41,925.80	\$209,629.00		70.00%	\$146,740.30
				\$15,000.00	Switches/L2 Fiber Switches		
156	WS-C3850-12E-S	5	\$15,000.00	\$75,000.00		70.00%	\$52,500.00
157	PWR-C1-350WAC	5	\$0.00	\$0.00	Included		
158	S3850UK9-333E	5	\$0.00	\$0.00	Included		
159	STACK-T1-60CM	5	\$0.00	\$0.00	Included		
160	CAB-SFWR-30CM	5	\$150.00	\$750.00		70.00%	\$525.00
161	PWR-C1-350WAC/2	5	\$3,750.00	\$18,750.00		70.00%	\$13,125.00
162	CAB-TA-NA	10	\$0.00	\$0.00			
163	CON-SNT-WBC3850S	5	\$2,220.00	\$11,100.00		28.00%	\$7,880.00
				\$17,875.00	Switches/L2 Fiber Switches		
Switches/C3850 Network Module							
164	C3850-NM-4-1G	23	\$3,480.00	\$80,040.00		70.00%	\$56,028.00
				\$80,040.00	Switches/C3850 Network Module		
IP Phones/Wired							
165	CP-7841-K9	8290	\$607,788.00	\$503,856,162.00		70.00%	\$352,709,733.40
166	CP-7865G	600	\$214.50	\$128,700.00		70.00%	\$90,090.00
				\$1,836,455.00	IP Phones/Wired		
IP Phones/Wall Mounts							

157	CP-7808-WALK-	300	Spares Walkout Kit for Cisco UC Phone 7800 Series	\$28,250.00	\$22.50	70.00%	\$75.00	
			IP Phones/Walk Mounts	\$20,280.00				
IP Phones/Wireless								
186	CP-7828G-W-K9-	620	Cisco 7828G Work Mode; CDM/CCME UL Req; Bat/PS Not Inc	\$106,304.00	\$315.00	70.00%	\$1,050.00	
189	CP-PWR-7828G-41A-	620	Cisco 7828G Power Supply for North America	\$8,378.80	\$13.50	70.00%	\$46.00	
170	CP-BATT-7828G-EXT-	620	Cisco 7828G Battery, Extended	\$17,878.80	\$28.50	70.00%	\$96.00	
171	CP-HDLITER-7828G-	620	Cisco 7828G Bell Holder	\$8,510.80	\$10.60	70.00%	\$36.00	
			IP Phones/Wireless	\$37,050.00				
Contingency Wireless APs								
172	AIR-CAP2700-A-K9	250	802.11ac CAP w/ClassA; 3x4:358; Int Ant; A Reg Domain	\$82,125.00	\$328.80	70.00%	\$1,085.00	
173	SWAP2700-CMB-A1-K9	250	Cisco 2700 Series Combined Unified and Autonomous (cont) SW	\$0.00	\$0.00			
174	AIR-AP-BRACKET-1	250	802.11n AP Low Profile Mounting Bracket (Default)	\$0.00	\$0.00			
175	AIR-AP-T-RAL-R	250	Calling Grid Clip for Aironet APs - recessed Mount (Default)	\$0.00	\$0.00			
176	AIR-CHNL-ADAPTER	250	T-Rail Channel Adapter for Cisco Aironet Access Points	\$375.00	\$1.50	70.00%	\$6.00	
			Contingency Wireless APs	\$83,500.00				
Call Recording/MediaSense								
177	MCP-NSW-LIC	1	Server software and licenses for Media Capture Platform	\$0.00	\$0.00			
178	MCP-BASE-LIC	1	MCP Right to Use Paper Licenses	\$0.00	Included			
179	MCP-CORE-AUD-LIC	1	MCP Right to Use Paper Licenses for Audio	\$0.00	Included			
180	MCP-SVR-EX-SW-K9	2	Server Software for MediaSense 9.X	\$1,200.00	\$600.00	70.00%	\$228.00	
181	MCP-BASE-LIC	125	Per-port Licenses For IP Media Recording	\$4,182.50	\$33.30	12	26.00%	\$46.00
182	CON-ECMU-MCPBASEV	125	SWBS UPGRADES Per-port Licenses For IP Media Recording	\$837.50	\$7.50	70.00%	\$26.00	
183	MCP-CORE-AUD-LIC	125	Licenses for Audio recording - 1 port	\$21.46	\$2.22	12	26.00%	\$28.00
184	CON-ECMU-MCPBASEL	1	SWBS UPGRADES MCP Right to Use Paper Licenses for Audio	\$2.22	\$2.22	12	26.00%	\$3.00
185	CON-ECMU-MCPCOREL	1	SWBS UPGRADES MCP Right to Use Paper Licenses for Audio	\$160.00	\$160.00	70.00%	\$60.00	
186	MCP-MED-SW-K9	1	Server Software for Expansion Media Server	\$74.00	\$74.00	12	26.00%	\$100.00
187	CON-ECMU-MEDSWK9	1	SWBS UPGRADES Server Software for Expansion Media Svr	\$0.00	\$0.00	12	26.00%	\$0.00
188	CON-ECMU-MCPNEWLC	1	SWBS UPGRADES Server software and Licenses for Media	\$0.00	\$0.00			
				\$14,985.18				
189	VMW-VSB-EP-1A-	4	VMware vSphere 5 Enterprise Plus (1 CPU), 1yr Support Require	\$7,985.00	\$1,995.00	70.00%	\$6,583.00	
190	CON-BSV1-VSBENTP1A	4	15V 24X7 VMware vSphere EnterprisePLUS, List Price is ANNUAL	\$3,382.56	\$840.64	12	26.00%	\$1,196.00
191	UCS-VMW-TERMS	4	Acceptance of Terms, Standalone VMW License for UCS Servers	\$0.00	\$0.00			
			Call Recording/MediaSense	\$11,298.18				
				\$29,211.34				
Call Recording/Celebris								
192	MDS-CLB	1	Solution Bundle for Celebris	\$0.00	\$0.00			
193	MDS-CLB-LC	1	Licenses certificate for Celebris	\$0.00	Included			
194	MDS-CLB-AOM	125	Celebris Advanced Quantity Management	\$21,582.50	\$172.50	70.00%	\$675.00	
195	SP-PRODUCTS-TERMS	1	Buyer Acceptance of SolutionPlus Terms and Conditions	\$0.00	\$0.00			
				\$21,582.50				
196	VMW-VSB-EP-1A-	4	VMware vSphere 5 Enterprise Plus (1 CPU), 1yr Support Require	\$7,985.00	\$1,995.00	70.00%	\$6,583.00	
197	CON-BSV1-VSBENTP1A	4	15V 24X7 VMware vSphere EnterprisePLUS, List Price is ANNUAL	\$3,382.56	\$840.64	12	26.00%	\$1,196.00
198	UCS-VMW-TERMS	4	Acceptance of Terms, Standalone VMW License for UCS Servers	\$0.00	\$0.00			
			Call Recording/Celebris	\$11,228.16				
				\$32,789.56				
Call Recording/UCS C Servers								
199	N23A-EP288e	1	Emulex LPe 12002, 8Gb dual port Fibre Channel HBA	\$1,040.10	\$1,040.10	70.00%	\$940.00	
200	UCS-SPR-C240M4-P1	2	UCS C240M4BX w/2x562880v3,2x16GB,MRaid,2x1200W,32G SD,RAILB	\$7,610.86	\$3,755.48	70.00%	\$12,618.25	
201	UCS-CPJ-E52860D	4	2.60 GHz E5-2860 v3(105W) 10C/25MB Cache/DDR4 2133MHz	\$0.00	Included			
202	UCS-SD-32G-S	2	32GB SD Card for UCS servers	\$0.00	Included			
203	UCSC-MRAID12G	2	Cisco 12G SAS Modular RAID Controller	\$0.00	Included			
204	UCSC-PSUHV2-1200W	4	1200W / 800W V2 AC Power Supply for 2U C-Series Servers	\$0.00	Included			
205	UCSC-PCI-S-C240M4	2	Left PCIe Riser Board (Riser 2) for C240 M4	\$0.00	Included			
206	UCS-MR-1X162RU-A	4	16GB DDR4-2133-MHz RDIMM/PC4-17000Dual rankx4/1.2v	\$0.00	Included			
207	UCSC-HS-C240M4	4	Heat sink for UCS C240 M4 rack servers	\$0.00	Included			
208	UCSC-MLOM-BLK	2	MLOM Blanking Panel	\$0.00	Included			
209	UCSC-RAILB-M4	2	Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers	\$0.00	Included			
210	UCSC-SCC3L240	2	Supercapacitor 240mm	\$0.00	Included			
211	UCS-HD117K92-E	48	1TB SAS 7.2K RPM 2.5 inch HDD/hot plug/4/16 sled mounted	\$14,040.00	\$282.50	70.00%	\$975.00	
212	UCSC-MRAID12G-10B	2	1TB SAS 7.2K RPM 2.5 inch HDD/hot plug/4/16 sled mounted	\$730.80	\$365.10	70.00%	\$1,217.00	
213	UCSC-PCI-E-RM5	4	Cisco 12Gbps SAS 1GB FBWC Cache module (Raid 0/1/5/6)	\$1,199.24	\$299.81	70.00%	\$998.38	
214	CAB-9K12A-NA	4	Initial I350 Quad Port 1Gb Adapter	\$0.00	\$0.00			
215	UCSC-PCI-E-340M4	2	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$85.80	\$44.40	70.00%	\$149.00	
216	UCSC-PCI-E-340M4	4	Right PCIe Riser Board (Riser 1) (3 x8) for 5 Pci slots	\$217.50	\$217.50	70.00%	\$725.00	
217	CON-SNTP-SPC1M4P1	12	16GB DDR4-2133-MHz RDIMM/PC4-17000Dual rankx4/1.2v	\$2,610.00	\$217.50	12	26.00%	\$600.00
			SMARTNET 24X7X4 UCS C240 M4 BFF 24 DR	\$601.32	\$450.88			
				\$27,989.32				
218	UCS-SPR-C240M4-P1	2	UCS C240M4BX w/2x562880v3,2x16GB,MRaid,2x1200W,32G SD,RAILB	\$7,610.86	\$3,755.48	70.00%	\$12,618.25	
219	UCS-CPJ-E52860D	4	2.60 GHz E5-2860 v3(105W) 10C/25MB Cache/DDR4 2133MHz	\$0.00	Included			
220	UCS-SD-32G-S	2	32GB SD Card for UCS servers	\$0.00	Included			
221	UCSC-MRAID12G	2	Cisco 12G SAS Modular RAID Controller	\$0.00	Included			
222	UCSC-PSUHV2-1200W	4	1200W / 800W V2 AC Power Supply for 2U C-Series Servers	\$0.00	Included			
223	UCSC-PCI-S-C240M4	2	Left PCIe Riser Board (Riser 2) for C240 M4	\$0.00	Included			
224	UCS-MR-1X162RU-A	4	16GB DDR4-2133-MHz RDIMM/PC4-17000Dual rankx4/1.2v	\$0.00	Included			
225	UCSC-HS-C240M4	4	Heat sink for UCS C240 M4 rack servers	\$0.00	Included			
226	UCSC-MLOM-BLK	2	MLOM Blanking Panel	\$0.00	Included			

227	UCSC-RAILB-M	2	Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers	\$0.00	Included			
228	UCSC-8CCBL2M0	2	Supersap cable 250mm	\$0.00	Included			
228	UCS-HD17TK82-E	48	1TB SAS 7.2K RPM 2.5 inch HDD/hot plug/airie sled mounted	\$14,040.00	\$282.50	70.00%	\$875.00	
230	UCSC-MRAID12G-1GB	2	Claco 12Gbps SAS 1GB FBWC Cache module (Raid D1/R6)	\$730.00	\$365.10	70.00%	\$1,217.00	
231	UCSC-PCIE-IRJ45	4	Intel I350 Quad Port 1Gb Adapter	\$1,198.24	\$298.61	70.00%	\$999.39	
232	CA8-9K12A-NA	4	Power Cord, 125VAC 10A NEMA 5-15 Plug, North America	\$0.00	\$0.00			
233	UCSC-PC-1B-240M4	2	Right PCIe Riser Board (Riser 1) (3 x8) for 3 PCI slots	\$86.00	\$44.40	70.00%	\$148.00	
234	UCS-MR-1K182RL-A	12	16GB DDR4-2133-MHz RDIMM/PC4-17000 dual rank/1.2v	\$2,810.00	\$217.50	70.00%	\$725.00	
235	CON-SNT1P-SPC4AMP1	2	SMARTNET 24X7X4 UCS C240 M4 SFF 24 DR	\$901.32	\$450.66	28.00%	\$809.00	
				\$27,689.32				
			Call Recording/UCS C Servers	\$54,201.14				
Attendant Console								
236	L-CIAC10X	1	Cisco Unified Attendant Console 10x	\$0.00	\$0.00			
237	CON-ECMU-GIACX10M	1	SWISS UPGRADES Cisco Unified Attendant Console 10x	\$0.00	\$0.00	12		
238	L-CIAC10X-ADN	8	Cisco Unified Attendant Console Advanced 10x - 1 Lb	\$4,481.00	\$748.60	70.00%	\$2,485.00	
239	CON-ECMU-GIACX10XA	8	SWISS UPGRADES Cisco Unified Attendant Console Advanced	\$2,215.56	\$399.26	12	28.00%	\$499.00
240	L-CIAC10X-ADVHA	1	Cisco Unified Attendant Console Advanced 10x Server HA	\$298.50	\$298.50	70.00%	\$996.00	
				\$7,005.06				
			Attendant Console	\$7,005.06				

Engineering Notes:

Special Pricing Valid only until 7/20/2015

SERVICES BREAKOUT:

RCRMC - \$ 414,529.12

CALABRIO - \$ 67,274.72

County of Riverside's current environment:

PCCE BA
Phone Model: 6845

Scope of Call Recording Project:

Install and Configure MediaSense (125 licenses) and Calabrio ADM (125) licenses.
Install (4) UCS C240M4S Servers, (2) To be used for Calabrio, (2) To be used for MediaSense

Newer Engineer responsibilities:

- Nexus will meet with customer for Discovery Session to gather network and system information.
- Complete RFO session with customer (Requirements Design Definition).
- Install Viewers and configure Viewers.
- Install and configure MediaSense on 2 UCS C240 M4S servers hosting 3 VMs.
-MediaSense Primary, MediaSense Secondary and MediaSense Expansion.
- Install and configure Calabrio services on 2 UCS C240 M4S Servers hosting 6 VMs:
- Base Server w/Backup CTL, Primary CTL Server, Recording Server, backup Recording Server, Recording Server, SQL Server 2008 (Enterprise Edition, 64 bit).
- Customer will provide Windows 2008 R2 OS and SQL Server 2008, Enterprise Edition, 64 bit software and the licenses for the Calabrio Servers.
- Configure (on the Calabrio Base Server) the Fibre Channel to integrate to the customer's SAN.
- Configure Cisco Unified Border Element (CUBE) for recording the Call Center Calls.
- May require more CUBE session licenses, depending on the final Dialpeer Configurations in CUBE.
- Test MediaSense and Calabrio AQM.
- Provide MediaSense training, 1 admin class (4 hours)
- Provide Calabrio AQM training (1 admin, 2 supervisors and 1 agent session).
- Provide (1) Calabrio AQM training session (personely).
- Provide a Design Definition Deliverable (DDD) document.

County of Riverside responsibilities:

- Provide technical County personnel for the Discovery Session to gather network and system information.
- Rack the new C240 M4S servers.
- Connect the new servers to County network.
- Provide connection and configuration to the existing SAN
- Provide Windows 2008 R2 OS and SQL Server 2008, Enterprise Edition, 64 bit software and the licenses for the Calabrio Servers.
- Provide Network and System information for the installation of MediaSense and Calabrio
- Provide and install the Fibre Channel jumper from the Calabrio Base Server to the County SAN.
- Provide the County SAN environment in order to ITR or more information on the final Dialpeer Configuration in CUBE) of servers for the Calabrio Server

- Provide local and remote VPN access for Nexus Engineer.
- Provide logins for the systems required by Nexus Engineer.
- Arrange training schedules.

VMware - Install

VMware ESX Server installation and configuration

Proof of concept: virtual machine creation and management

Proof of concept: templates, provisioning, migrating, managing virtual machines, roles and alerts

Knowledge transfer with the customer.

This quote includes Materials, Professional Services and Manufacturer Warranty as indicated above.

Embodied pricing understood, pending completed Scope of Work.

Equipment Total	\$2,073,885.25
Warranty & Other Services Total	\$132,514.71
Schedule A Subtotal:	\$2,206,410.06
Nexus Care Subtotal:	\$0.00
Professional Services Total:	\$90,336.15
Shipping & Handling:	\$34,574.29
Estimated Sales Tax (8%):	\$185,911.63
Total Investment:	\$3,557,232.13

Nexus Care support plan not included. Additional Managed Services will be billed at Time and Materials Rates

Customer Initials

PAYMENT TERMS:

- 100% Materials, Warranty, Shipping and Taxes Net 30
- 50% Professional Services upon Execution of Agreement
- 50% Professional Services upon Substantial Completion

\$1,405,995.36
\$475,168.08
\$475,168.08

ESTIMATED LEASE PAYMENTS: Estimated Payment is based on a 60 Month Lease

Payment for Leasing Hardware

Payment for Leasing based on purchasing 5 years of warranty currently 1 Year of warranty in the quote.

Total Lease Payment for Equipment and Warranty*

Payment for Leasing for Professional Services

Total Lease Payment for Equipment, Warranty and Professional Services*

* Nexus Care is not included in Estimated Lease Payments

Customer Initials

\$38,367.06
\$12,277.49
\$50,644.55
\$18,370.00
\$69,014.55

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that it has the ability to access each URL referenced in this quotation. Customer waives any claims or defenses to the validity or enforceability of the Terms and Conditions of Sale arising from any electronic transmission of it by Customer.
CLIENT SIGNATURES BELOW ACKNOWLEDGE THAT CLIENT HAS READ AND ACCEPTS THE TERMS AND CONDITIONS OF THE ABOVE REFERENCED CONTRACT. THE CLIENT AUTHORIZES AGENCY TO OBTAIN CREDIT INFORMATION PRIOR TO ACCEPTING THIS ORDER.

Client Name:	_____	Agency Name:	_____
Title:	_____	Title:	_____
Signature:	_____	Signature:	_____
Date:	_____	Date:	_____



COMMERCIAL DATA COMPANY

Office: Murrieta
Address: 23819 Jefferson Ave., Suite 110
City/State/Zip: Murrieta CA 92562
URL: <http://www.nexus.com/>

Riverside, County/IT/Alesandro

Account Manager: Cynil Gutierez
Phone Number:
Mobile A/c:
Phone Number:



Quote Name: RCM Budget Remaining Sites_Equipment_Professional Services_per
Quote Number:
Valid Until: 7/27/2015

Schedule A

LINE#	PART#	QTY	DESCRIPTION	EXT. PRICE	UNIT PRICE	MONTH	DISC	LIST PRICE
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Engineering Notes:

Product not included in this quote. Labor ONLY.

Labor/Services to complete the remaining CNP Sites excluded the RCRM building. The services for the RCRM are on a separate quote.

Includes:

- Discovery and Design - Network and Voice
- Installation of networking equipment
- Staging of networking equipment
- Testing and Troubleshooting
- Documentation
- Day 1 - Go Live Support
- Project Management

This Quote Includes This quote is for professional services only. Any listing of equipment is for reference purposes only and is not being sold. Installation pricing estimated, pending completed Scope of Work. Please call appropriate Sales Rep.

Equipment Total	\$0.00
Warranty & Other Services Total	\$0.00
Schedule A Subtotal:	\$0.00

Nexus Care Subtotal:	\$0.00
Professional Services Total:	\$974,588.33
Shipping & Handling:	\$0.00
Estimated Sales Tax (8%):	\$0.00
Total Investment:	\$974,588.33

Nexus Care support plan not included. Additional Managed Services will be billed at Time and Materials Rates

Customer Initials

PAYMENT TERMS:

80% Professional Services upon Execution of Agreement	\$487,279.17
80% Professional Services upon Substantial Completion	\$487,279.17

Customer Initials

ESTIMATED LEASE PAYMENTS: Estimated Payment is based on a 60 Month Lease

Payment for Leasing Hardware	\$0.00
Payment for Leasing based on purchasing 3 years w/ warranty currently 1 Year w/ warranty in the quote.	\$0.00
Total Lease Payment for Equipment and Warranty*	\$0.00
Payment for Leasing for Professional Services	\$18,828.21
Total Lease Payment for Equipment, Warranty and Professional Services*	\$18,828.21

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CLIENT SIGNATURE BELOW ACKNOWLEDGES THAT CLIENT HAS READ AND ACCEPTED THE TERMS AND CONDITIONS OF THE ABOVE RESPONSE CONTRACT. THE CLIENT AUTHORIZES NEXUS IS TO OBTAIN CREDIT INFORMATION PRIOR TO ACCEPTING THIS ORDER.

Client Name:	Name IS Name:
Title:	Title:
Signature:	Signature:
Date:	Date:



Riverside County Regional Medical Center



Office: Mariposa
 Address: 25519 Jefferson Ave, Suite 110
 City/State/Zip: Mariposa CA 92562
 URL: http://www.nexusla.com

Account Manager: Cyndi Gublers
 Phone Number: 949-365-8195
 Mobile AM: Tim Kibbi
 Phone Number: 949-365-8014

Quote Name: RCMC ISE Budgetary quote - LAN and Wireless 100K devices_rev3
 Quote Number:
 Valid Until: 03/27/15

Budgetary Pricing ONLY

LINE#	PART#	QTY	DESCRIPTION	EXT. PRICE	UNIT PRICE	MONTH	DISC.	LIST PRICE
ISE								
1	8NS-3488-KS	10	Large Secure Server for ISE, ACS and NAC Applications	\$0.00	\$0.00			
2	ISE-8NS-ACCXYGT	10	ISE 8NS Accessory Kit	\$0.00	Included			
3	8NS-4GB8R-1X041RY	80	4GB 1600 Mhz Memory Module	\$0.00	Included			
4	8NS-600GB-HDD	20	600 GB Hard Disk Drives	\$0.00	Included			
5	8NS-650W-PSU	20	650W power supply for C-series rack servers + cord (config)	\$0.00	Included			
6	8NS-CPU-2B05-E5	20	2.4 GHz E5-2609V0W 4C/10MB Cache/DDR3 1600MHz	\$0.00	Included			
7	8NS-N20X-ASPCID1	10	Broadcom 5703 Dual Port 10/100/1Gb NIC w/TOE, iSCSI	\$0.00	Included			
8	8NS-RAID-11-C220	10	Mezzanine RAID for C220	\$0.00	Included			
9	8NS-U3S-SSL-CATD	10	Cavium Card	\$0.00	Included			
10	8NS-U3S-TPM	10	Trusted Platform Module for UCS servers	\$85,070.00	\$6,667.00		70.00%	\$22,860.00
11	8W-3485-IE-K9	10	Cisco ISE Software for 8NS-3485-K9	\$0.00	\$0.00			
12	CAS-8K12A-RA	20	Power Cord, 1.25VAC 15A NEMA 5-15 Plug, North America	\$24,878.80	\$2,487.88	12	28.00%	\$3,262.00
13	CON-SNT-8NS3485	10	SMARTNET 8XG1N8D Large Secure Server	\$93,848.80	\$26,250.00		70.00%	\$67,600.00
14	L-ISE-88E-100K=	1	Cisco Identity Services Engine 100000 Endpoint Base License	\$29,360.00	\$0.00			
15	L-8E-APX-6-50K=	1	Cisco ISE 50K Endpoint Apex Subscription License	\$49,500.00	\$49,500.00	12	70.00%	\$145,000.00
16	ISE-APX-1YR-50K	1	Cisco ISE 1-Yr 50K Endpoint Apex License	\$49,600.00	\$0.00			
17	L-ISE-PLS-8-100K=	1	Cisco ISE 100K Endpoint Plus Subscription License	\$120,000.00	\$120,000.00	12	70.00%	\$400,000.00
18	ISE-PLS-1YR-100K	1	Cisco ISE 1-Yr 100K Endpoint Plus License	\$120,000.00	\$0.00			
			ISE	\$369,599.80				
AnyConnect								
19	L-AC-APX-1YR-0	1	Cisco AnyConnect 1-Yr Apex Subscription License Group	\$0.00	\$0.00			
20	L-AC-APX-S-1Y-50K	1	Cisco AnyConnect 1-Yr 50K User Apex (ASA License Key)	\$0.00	Included			
21	AC-APX-1YR-50K-S	1	Cisco AnyConnect 1-Yr 50K User Apex License	\$0.00	\$0.00			
22	AC-APX-1YR-50K	1	Cisco AnyConnect 1-Yr 50K User Apex Subscription	\$26,040.00	\$26,040.00	12	70.00%	\$68,600.00
			AnyConnect	\$26,040.00				

Engineering Notes:

This is a budgetary quote for an Enterprise ISE Solution to cover both the LAN and Wireless Users. - 100,000 Total Devices

ISE - Identity Services Engine

The Cisco Identity Services Engine (ISE) helps IT professionals meet enterprise mobility challenges and secure the evolving network across the entire attack continuum.

The Cisco ISE is the market-leading security policy management platform that unifies and automates highly secure access control to enforce role-based access to network and network resources.

Cisco ISE is the market-leading security policy management platform that unifies and automates highly secure access control to enforce role-based access to network and network resources. It delivers superior user and device visibility to enable simplified enterprise mobility experiences, and it shares vital contextual data with integrated ecosystem partner solutions using Cisco Platform Exchange Grid (pxGrid) technology to accelerate the identification, mitigation, and remediation of threats.

Included:

- (10) ISE Appliances
- 100K Base Licenses
- 100K Plus Licenses
- 50K Apex Licenses

(2) Management nodes

- (2) Monitor nodes
- (5) Policy Nodes (20K users each)
- (1) Policy Node - for redundancy

Cisco ISE License Package Descriptions:

Base - Perpetual

- Basic network access: AAA, IEEE-802.1X
- Guest Management
- Link encryption (MACSec)
- TrustSec
- ISE Application Programming Interface

- Plus - Subscription based (1 year)
- Bring Your Own Device (BYOD) with built-in Certificate Authority Services
 - Probing and Feed Services
 - Endpoint Protection Service (EPS)
 - Cisco pxGrid

- Apex - Subscription based (1 year)
- Third Party Mobile Device Management (MDM)
 - Posture Compliance

Cisco AnyConnect Apex Licenses (1-Year Term)

The Apex license tier provides the following services:
 ? VPN compliance and posture agent in conjunction with the Cisco Adaptive Security Appliance

Identity Services Engine Apex licenses are required in addition to AnyConnect Apex licenses to enable posture capabilities in the Identity Services Engine

The AnyConnect Secure Mobility Client offers an ASA Posture Module and an ISE Posture Module. Both provide the Cisco AnyConnect Secure Mobility Client with the ability to assess an endpoint's compliance for things like antivirus, antispymware, and firewall software installed on the host. You can then restrict network access until the endpoint is in compliance or can elevate local user privileges so they can establish remediation practices. ISE Posture performs a client-side evaluation. The client receives the posture requirement policy from the headend, performs the posture data collection, compares the results against the policy, and sends the assessment results back to the headend. Even though ISE actually determines whether or not the endpoint is compliant, it relies on the endpoint's own evaluation of the policy.

Support for endpoint posture assessment and remediation for wired, wireless, and VPN environment is available in conjunction with Cisco Identity Services Engine 1.3 (with Apex license for those solutions).

Endpoints can be validated for compliance checking status of various antivirus, personal firewall, or antispymware products. Out-of-compliance endpoints undergo additional system checks or remediation actions.

This Quote Includes Materials, Professional Services and Manufacturer Warranty as Indicated Above.
 Installation pricing estimated, pending completed scope of work.

Equipment Total	\$280,780.00
Warranty & Other Services Total	\$24,878.00
Schedule A Subtotal:	\$305,658.00
Nexus Care Subtotal:	\$0.00
Professional Services Total:	\$207,919.28
Shipping & Handling:	\$4,848.00
Estimated Sales Tax (8%):	\$23,280.00
Total Investment:	\$551,684.88

Next Business Day support plan not included. Additional Managed Services will be billed at Time and Materials Rates

Customer Initials

PAYMENT TERMS:

100% Net 30 on all equipment and warranties - Progress Payment on Professional Services as completed

\$831,664.88

Customer Initials

ESTIMATED LEASE PAYMENTS: Estimated Payment is based on a 36 Month Lease

Payment for Leasing Hardware

\$5,379.06

Payment for Leasing based on purchasing 5 years of warranty currently 1 Year of warranty in the quote.

\$2,305.07

Total Lease Payment for Equipment and Warranty*

\$7,684.13

Payment for Leasing for Professional Services

\$4,019.08

Total Lease Payment for Equipment, Warranty and Professional Services*

\$11,703.21

* Next Business Day support plan not included in Estimated Lease Payments

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CLIENT SIGNATURE BELOW ACKNOWLEDGES THAT CLIENT HAS READ AND ACCEPTS THE TERMS AND CONDITIONS OF THE ABOVE REFERENCED CONTRACT. THE CLIENT AUTHORIZES NEXUS IS TO OBTAIN CREDIT INFORMATION PRIOR TO ACCEPTING THIS ORDER.

Client Name: _____	Know Me Name: _____
Title: _____	Title: _____
Signature: _____	Signature: _____
Date: _____	Date: _____



Riverside County Regional Medical Center



Office: Murfelo
 Address: 25519 Jefferson Ave, Suite 110
 City/State/Zip: Murfelo CA 92552
 URL: <http://www.nexus.com>

Account Manager: Cynid Ouliero
 Phone Number: (949) 365-6195
 Inside A/c: Tom Kild
 Phone Number: 949-365-6014

Quote Name: RCRMC - A-198274 - V16 - LAN Upgrade - 1YR
 Quote Number: A-198274
 Valid Until: 03/2015

Schedule A

LINE#	PART#	QTY	DESCRIPTION	EXT. PRICE	UNIT PRICE	MOON	D/C	LIST PRICE
Hospital Core Upgrade								
1	N7K-F342XP-25=	4	Nexus 7000 F3-Series 48 Port 10GbE (SFP+)	\$48,000.00	\$12,000.00		70.00%	\$40,000.00
2	N7K-SUP2=	4	Nexus 7000 - Supervisor 2 Enhance, Includes 8GB USB Flash	\$48,000.00	\$12,000.00		70.00%	\$40,000.00
3	N7K-USB-8GB	4	Nexus 7K USB Flash Memory - 8GB (Log Flash)	\$0.00	Included			
4	N7KSR9-82	4	Claco NX-OS Release 8.2 for SUP2 Nexus 7000	\$0.00	\$0.00			
				\$48,000.00				
5	N7K-F248XT-45=	2	Nexus 7000 F2-Series 48 Port 1/10GbE-T (RJ-45) Enhanced	\$24,000.00	\$12,000.00		70.00%	\$40,000.00
6	N7K-C7010-FAB-3=	10	Nexus 7000 - 10 Slot Chassis - 110Gbps/Slot Fabric Module	\$36,000.00	\$3,600.00		70.00%	\$12,000.00
			Hospital Core Upgrade	\$156,000.00				
Hospital Distribution Switches								
7	C8800-X-LE	2	Claco Catalyst 8800-X-Chassis (Standard Tables)	\$20,400.00	\$10,200.00		70.00%	\$34,000.00
8	C8800-X-CVR-E	4	Catalyst 8800-X port card enhanced slot cover	\$0.00	Included			
9	C8800-X-LE-16P10G	4	Claco Catalyst 8800-X Multi Rate Port Card (Standard Tables)	\$32,400.00	\$8,100.00		70.00%	\$19,000.00
10	C8800-X-3KW-AC	4	Claco Catalyst 8800-X 3KW AC Power Supply	\$2,400.00	\$600.00		70.00%	\$2,000.00
11	C8800-X-FAN	2	Claco Catalyst 8800-X Fan Tray	\$0.00	\$0.00			
12	S880AEG8-16201SY	2	Claco Catalyst 8800-X Fan Tray	\$6,000.00	\$3,000.00		70.00%	\$10,000.00
13	SFP-10G-SR	4	Claco CAT8800-X 10G ADVENT SERVICES FULL ENCRYPT	\$0.00	\$0.00			
14	CAB-7513AC	2	10GBASE-SR SFP Module	\$1,184.00	\$296.00		70.00%	\$865.00
15	C8800-X-NEBS-PAK	2	AC POWER CORD NORTH AMERICA (110V)	\$0.00	\$0.00			
16	C8800-CAMPUS-D8T	2	Mandatory Air Dam sat for 8800-X to meet thermal requirement	\$60.00	\$30.00		70.00%	\$100.00
17	CON-SNTP-C8800LE	2	Catalyst 8800 Campus Distribution Deployment, For Tracking D SMARTNET 24X7X4 Claco Catalyst 8800	\$7,127.88	\$3,563.94	12	28.00%	\$4,818.00
			Hospital Distribution Switches	\$68,001.88				
			Hospital Distribution Switches	\$69,001.88				
Hospital Distribution Transceivers								
18	SFP-10G-SR=	36	10GBASE-SR SFP Module	\$11,363.80	\$298.80		70.00%	\$885.00
			Hospital Distribution Transceivers	\$11,363.80				
Hospital Distribution Patch Cables								
19	GENR-LCSTDPMM8M	36	GENERIC LCST DPLX MM 82.5u FIBER PATCHCORD, 8M	\$626.82	\$16.48			
20	GENR-LCSTDPMM8M	4	GENERIC LCST DPLX MM 82.5u FIBER PATCHCORD, 8M	\$62.58	\$15.65			
			Hospital Distribution Patch Cables	\$689.40				
Hospital Access Switches								
21	WS-C3850-12K48U-E	107	Claco Catalyst 3850 48 Port (12 mGig+36 Gg) LPOE IP Base	\$401,130.00	\$4,560.00		70.00%	\$15,300.00
22	PWR-C1-1100WAC	107	1100W AC Config 1 Power Supply	\$0.00	Included			
23	S3850UKB-37E	107	CAT3850 Universal k8 Image	\$0.00	\$0.00			
24	STACK-T1-50CM	107	50CM Type 1 Stacking Cable	\$0.00	\$0.00			
25	CAB-SFWR-30CM	107	Catalyst 3750X and 3850 Stack Power Cable 30 CM	\$0.00	\$0.00			
26	CAB-TA-NA	214	North America AC Type A Power Cable	\$0.00	\$0.00			
27	PWR-C1-1100WAC2	107	1100W AC Config 1 Secondary Power Supply	\$49,150.00	\$460.00		70.00%	\$1,500.00
				\$639,280.00				
28	WS-C3850-12K48U-E	30	Claco Catalyst 3850 48 Port (12 mGig+36 Gg) LPOE IP Base	\$137,700.00	\$4,590.00		70.00%	\$15,300.00
29	PWR-C1-1100WAC	30	1100W AC Config 1 Power Supply	\$0.00	Included			
30	S3850UKB-37E	30	CAT3850 Universal k8 Image	\$0.00	\$0.00			
31	STACK-T1-50CM	30	50CM Type 1 Stacking Cable	\$0.00	\$0.00			
32	CAB-SFWR-30CM	30	Catalyst 3750X and 3850 Stack Power Cable 30 CM	\$0.00	\$0.00			
33	CAB-TA-NA	60	North America AC Type A Power Cable	\$0.00	\$0.00			
34	C3850-NM-2-10G	30	Claco Catalyst 3850 2 x 10GE Network Module	\$22,500.00	\$750.00		70.00%	\$2,500.00
35	PWR-C1-1100WAC2	30	1100W AC Config 1 Secondary Power Supply	\$13,500.00	\$450.00		70.00%	\$1,500.00
				\$173,700.00				
36	WS-C3850-12K48U-E	38	Claco Catalyst 3850 48 Port (12 mGig+36 Gg) LPOE IP Base	\$174,420.00	\$4,590.00		70.00%	\$15,300.00
37	PWR-C1-1100WAC	38	1100W AC Config 1 Power Supply	\$0.00	Included			
38	S3850UKB-37E	38	CAT3850 Universal k8 Image	\$0.00	\$0.00			
39	STACK-T1-50CM	38	50CM Type 1 Stacking Cable	\$0.00	\$0.00			
40	CAB-SFWR-30CM	38	Catalyst 3750X and 3850 Stack Power Cable 30 CM	\$0.00	\$0.00			
41	CAB-TA-NA	76	North America AC Type A Power Cable	\$0.00	\$0.00			
42	C3850-NM-2-10G	38	Claco Catalyst 3850 2 x 10GE Network Module	\$28,000.00	\$750.00		70.00%	\$2,500.00
43	PWR-C1-1100WAC2	38	1100W AC Config 1 Secondary Power Supply	\$17,100.00	\$450.00		70.00%	\$1,500.00
				\$229,020.00				

Item #	Description	Qty	Unit Price	Total Price	Material	Installation	Warranty	Notes
Hospital Access/Transceivers								
44	SFP-10G-SR=	38						
45	SFP-10G-SR=	18						
Hospital Access/Patch Cables								
46	GNR-LC8TDPMNM3M	36						
47	GNR-LC8TDPMNM3M	14						
CPC Access/Switches								
48	WS-C3850-12X48U-B	24						
49	PWR-C1-1100WAC	24						
50	S3850UK9-37E	24						
51	STACK-T1-30CM	24						
52	CAB-SPWR-30CM	24						
53	CAB-TA-NA	24						
54	PWR-C1-1100WAC/2	24						
55	WS-C3850-12X48U-B	10						
56	PWR-C1-1100WAC	10						
57	S3850UK9-37E	10						
58	STACK-T1-30CM	10						
59	CAB-SPWR-30CM	10						
60	CAB-TA-NA	20						
61	C3850-NA-2-10G	10						
62	PWR-C1-1100WAC/2	10						
63	WS-C3850-12X48U-B	8						
64	PWR-C1-1100WAC	8						
65	S3850UK9-37E	8						
66	STACK-T1-30CM	8						
67	CAB-SPWR-30CM	8						
68	CAB-TA-NA	16						
69	C3850-NA-2-10G	8						
70	PWR-C1-1100WAC/2	8						
CPC Access/Transceivers								
71	SFP-10G-SR=	8						
CPC Access/Patch Cables								
72	GNR-LC8CDPMNM3M	8						
73	GNR-LC8CDPMNM3M	4						
Spares/Switches								
74	WS-C3850-12X48U-B	5						
75	PWR-C1-1100WAC	5						
76	S3850UK9-37E	5						
77	STACK-T1-30CM	5						
78	CAB-SPWR-30CM	5						
79	CAB-TA-NA	10						
80	C3850-NA-2-10G	5						
81	PWR-C1-1100WAC/2	5						
Spares/Transceivers								
82	SFP-10G-SR=	5						
Wireless/Controllers								
83	AIR-CT5524-K9	1						
84	AIR-CT5520-SW-B.1	1						
85	AIR-SZL-C220M4	1						
86	AIR-CT5520S3	1						
87	AIR-CT870-NIC-K9	1						
88	AIR-WR-1X081RU-A	4						
89	AIR-SD-320-S	1						
90	AIR-SD2400K92-EV	1						
91	AIR-TP43-001	1						
92	AIR-PSU1-770W	1						
93	LIC-CT5520-DTLS-K9	1						
94	CAB-9K12A-NA	1						
95	CON-SNT-ART562D	1						
96	LIC-CY530-UPD	1						

87	LIC-CT5520-1A	150	Cisco 5520 Wireless Controller 1 AP Addtl License	\$9,000.00	\$90.00	70.00%	\$200.00	
88	AIR-CT5520-SB-K9	1	Cisco 5520 Wireless Controller supporting 60 APs w/ rack kit	\$9,990.00				
90	AIR-CT5520-SW-8.1	1	Cisco 5520 Wireless Controller SW Rel. 8.1	\$7,500.00	\$7,500.00	70.00%	\$26,000.00	
100	LIC-CT5520-80A	1	Cisco 5520 Wireless Controller 80 AP Licenses	\$0.00				
101	AIR-B2L-C220M4	1	Cisco 5520 Wireless Controller Security Base	\$0.00				
102	AIR-CPU-E5280UD	1	1.80 GHz E5-280N v3/85W 6C/16MB Cache/DDR4 1600MHz	\$0.00				
104	AIR-MR-1X081R1U-A	1	PCIe Network Interface 200	\$0.00				
105	AIR-SD-32G-S	1	16GB DDR4-2133-MHz RDIMM/PCI-17000/hybrid rmtch/41.2v	\$0.00				
106	AIR-SD240G0K02-EV	1	32GB 80 Card for UCS servers	\$0.00				
107	AIR-TPM2-001	1	240GB 2.5 inch Enterprise Value 8G SATA SSD	\$0.00				
108	AIR-PSU1-770W	1	Trusted Platform Module 1.2 for UCS (SPI-based)	\$0.00				
109	CAB-K12A-NA	1	770W AC Hot-Plug Power Supply for 5520 Controller	\$0.00				
110	CON-SMT-ART5520	1	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$0.00				
			SMARTNET RKSXNBD Cisco 5520 Wireless Controller support	\$2,405.00	\$2,405.00	12	28.00%	\$3,260.00
				\$9,995.00				
			Wireless Controllers	\$29,528.00				
Wireless/Access Points								
111	AIR-CAP3702-A-K9	200	802.11ac Cbrt AP 4x4/3SS w/CleanAir; Int Ant; A Reg Domain	\$89,700.00	\$448.50	70.00%	\$1,485.00	
112	AIR-AP-BRACKET-1	200	802.11n AP Low Profile Mounting Bracket (Default)	\$0.00				
113	AIR-AP-T-RAIL-R	200	Calling Crkl Clip for Almost APs - Recessed Mount (Default)	\$0.00				
114	8WAP3700-RCOVRY-K9	200	Cisco 3700 Series IOS WIRELESS LAN RECOVERY	\$0.00				
				\$89,700.00				
			Wireless/Access Points	\$89,700.00				
ISE								
115	SNB-3495-K9	2	Large Secure Server for ISE, ACS and NAC Applications	\$0.00	\$0.00			
116	ISE-SNS-ACCYKIT	2	ISE SNS Accessory Kit	\$0.00				
117	SNS-4GB8R-1X041R1Y	16	4GB 1800 Mhz Memory Module	\$0.00				
118	SNS-600GB-HDD	4	600 GB Hard Disk Drive	\$0.00				
119	SNS-650W-PSU	4	650W power supply for C-series rack servers + cord (configur	\$0.00				
120	SNS-CPU-2903-E3	4	2.4 GHz EP-2903/85W 4C/10MB Cache/DDR3 1600MHz	\$0.00				
121	SNS-N200-ABPCD1	2	Dreadnought 5700 Dual Port 10/100/1Gb NIC w/70E (SIC)	\$0.00				
122	SNS-RAID-11-C220	2	Mez@rtha RAID for C220	\$0.00				
123	SNS-UCS-3SL-CATO	2	Cevium Card	\$0.00				
124	SNS-UCS-TPM	2	Trusted Platform Module for UCS servers	\$0.00				
125	SW-3495-ISE-K9	2	Cisco ISE Software for SNB-3495-K9	\$13,704.00	\$6,857.20	70.00%	\$22,880.00	
126	CAB-K12A-NA	4	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$0.00	\$0.00			
127	CON-SMT-SNS3495	2	SMARTNET RKSXNBD Large Secure Server	\$4,875.76	\$2,437.88	12	26.00%	\$3,382.00
				\$18,789.76				
128	L-ISE-8BE-10K-	1	Cisco Identity Services Engine 10000 EndPoint Base License	\$7,500.00	\$7,500.00	70.00%	\$25,000.00	
129	L-ISE-PLS-8-8K-	1	Cisco ISE 8K Endpoint Plus Subscription License	\$0.00	\$0.00			
130	ISE-PLS-1YR-8K-	1	Cisco ISE 1-Yr 8K Endpoint Plus License	\$7,200.00	\$7,200.00	12	70.00%	\$24,000.00
				\$7,200.00				
131	L-ISE-APX-8-8K-	1	Cisco ISE 8K Endpoint Apex Subscription License	\$0.00	\$0.00			
132	ISE-APX-1YR-8K-	1	Cisco ISE 1-Yr 8K Endpoint Apex License	\$5,220.00	\$5,220.00	12	70.00%	\$17,400.00
				\$5,220.00				
			ISE	\$38,869.76				
ASA with FirePOWER								
133	ASA5585-S10F40-BUN	1	ASA 5585-X EP S10F40 w/ FirePOWER Evcs. Chassis-Subst.	\$0.00	\$0.00			
134	ASA5585-BLANK-HD	4	ASA 5585-X Hard Drive Blank Slot Cover	\$0.00				
135	ASA5585-ENCR-K9	2	ASA 5585 Strong Encryption Licenses (3DES/AES)	\$0.00				
136	ASA5585-FAN	2	ASA 5585-X Fan Module	\$0.00				
137	SF-ASA-X-8.3.2-K8	2	ASA 8.3.2 Software Image for ASA 5500-X Series, 5585-X	\$0.00				
138	ASA-SBP-10-INC	2	ASA 5585-X SBP-10 w/ 8GE, 2SFP, Ind w/ bundle	\$0.00				
139	ASA5585-PWR-AC	2	ASA 5585-X AC Power Supply	\$0.00				
140	ASA-SFR-40-INC-K9	2	ASA 5585-X FirePOWER SFP-40, 8GE, 4SFP+	\$0.00				
141	SF-ASA-FPS-4-K9	2	Cisco FirePOWER Software v5.4 for ASA 5500-X	\$0.00				
142	ASA5585-40CTRL-LIC	2	Cisco ASA5585-40 Control License	\$0.00				
143	ASA5585-S10F40-K9	2	ASA 5585-X EP SBP-10, FP SFP-40, 14GE, 8SFP+, 1AC, 3DEBAES	\$58,197.00	\$29,098.50	70.00%	\$86,895.00	
144	CAB-AC-2500W-LB1	2	Power Cord, 250Wac 16A, straight 8806 NEMA 6-20 plug, US	\$0.00	\$0.00			
145	CON-09-A5585S10	2	ONSITE RKSXNBD ASA 5585-X SBP-10, FirePOWER SFP-40, 12GE	\$14,356.00	\$7,178.00	12	26.00%	\$8,700.00
146	L-ASA5585-40-TA1Y	2	Cisco ASA5585-40 FirePOWER IPS License	\$0.00	\$0.00			
147	L-ASA5585-40-TA1Y	2	Cisco ASA5585-40 FirePOWER IPS 1Yr Subscription	\$10,800.00	\$5,400.00	12	70.00%	\$16,800.00
				\$83,353.89	\$41,676.95	70.00%	\$21,590.00	
148	F8780-K9	1	Cisco FireSIGHT Management Center 750 Chassis, 1U	\$8,477.00	\$8,477.00			
149	SF-F88.3.1-K9	1	Cisco FireSIGHT Management Center Software v3.1	\$0.00				
150	F8780-FSIGHT-LIC	1	Cisco FireSIGHT Management Center 750 Software Licenses	\$0.00				
151	CAB-AC	1	AC Power Cord (North America), 013, NEMA 6-15P, 2.1m	\$0.00	\$0.00			
152	CON-SMT-F8750	1	SMARTNET RKSXNBD FireSIGHT F8750	\$1,817.34	\$1,817.34	12	26.00%	\$2,561.00
				\$8,477.00				
			ASA with FirePOWER	\$91,747.34				
AnyConnect								
153	L-AC-APX-1YR-8	1	Cisco AnyConnect 1-Yr Apex Subscription License Group	\$0.00	\$0.00			
154	L-AC-APX-8-1Y-10K	1	Cisco AnyConnect 1-Yr 10K User Apex (ASA License Key)	\$0.00				
155	AC-APX-1YR-10K-8	1	Cisco AnyConnect 1-Yr 10K User Apex License	\$0.00				

158	AC-APX-1YR-10K	1	Cisco AnyConnect 1-Yr 10K User Apex Subscription	\$5,840.00	\$5,840.00	12	70.00%	\$18,800.00
				<u>\$5,840.00</u>				
			AnyConnect	\$5,840.00				

Engineering Notes:

This quote is for a LAN upgrade of the Riverside Regional Medical Center and the adjacent CPC building

Overview:

- Upgrade the two distribution layer 6509s with 6880s (5-year Smartnet included)
- Upgrade the medical center access layer (16 IDF closets) with 3850 48-port, stackable, full PoE, multi-gig switches with (2) 2x10G modules per stack (16 stacks)
- Upgrade CPC (4 IDF closets) with 3850 switches with (2) 2x10G modules per stack (4 stacks)
- 30 additional switches for the hospital's WAPs and IP Phones have been added with (30) 2x10G modules
- 10 additional switches for CPC's WAPs and IP Phones have been added with (10) 2x10G modules
- (8) spare 3850 switches have been added with (8) 2x10G modules
- (5) spare SFP-10G-SR transceivers have been added

The 3850 includes Cisco Catalyst MultiGigabit technology
Cisco Catalyst MultiGigabit technology allows enterprises to easily prepare their networks for the five-fold increase in wireless bandwidth from 11ac Wave 1 to Wave 2. This technology delivers speeds of 1G, 2.5G, 5G, and 10G on existing Cat 6 / 6E cabling.

- (2) Wireless 5520 Controllers
- (200) 3702 Wireless APs

- ASA Firewall with FirePower pair
 - This will replace the existing Firewall
 - Cisco FireSIGHT Management Center 750 Chassis
 - (2) Cisco ASA 5585-X with FirePOWER Services

Cisco ASA with FirePOWER Services brings distinctive threat-focused next-generation security services to the Cisco ASA 5500-X Series Next-Generation Firewalls. It provides comprehensive protection from known and advanced threats, including protection against targeted and persistent malware attacks. Cisco ASA with FirePOWER Services is centrally managed by the Cisco FireSIGHT Management Center, which provides security teams with comprehensive visibility into and control over activity within the network. Such visibility includes users, devices, communication between virtual machines, vulnerabilities, threats, client-side applications, files, and web sites. Heuristic, actionable indications of compromise (IoCs) correlate distributed network and endpoint event information and provide further visibility into malware infections. Cisco's enterprise-class management tools help administrators reduce complexity with unmatched visibility and control across NGFW deployments. Cisco FireSIGHT Management Center also provides content awareness with malware file trajectory that aids infection scoping and root cause determination to speed time to remediation.

- Upgrade the Nexus 7010 Core Switches (2)

This Quote includes Materials, Professional Services and Manufacturer Warranty as indicated above. Installation pricing estimated, pending completed scope of work.

Equipment Total	\$1,898,531.58
Warranty & Other Services Total	\$32,705.76
Schedule A Subtotal:	\$1,931,237.34

Nexus Care Subtotal:	\$0.00
Professional Services Total:	\$296,510.00
Shipping & Handling:	\$27,814.13
Estimated Sales Tax (5%):	\$155,822.55
Total Investment:	\$2,149,883.89

Nexus Care Support Plan not included. Additional Managed Services will be billed as Time and Materials Rates

PAYMENT TERMS:
100% Net 30 on all equipment and warranties • Progress Payment on Professional Services as completed

Customer Subtotal
\$2,149,883.89

ESTIMATED LEASE PAYMENTS: Estimated Payment is based on a 60 Month Lease

Payment for Leasing Hardware
 Payment for Leasing based on purchasing 5 years of warranty currently 1 Year of warranty in the quote.
 Total Lease Payment for Equipment and Warranty*
 Payment for Leasing Professional Services*
 Total Lease Payment for Equipment, Warranty and Professional Services*
 * Nexus Care is not included in Estimated Lease Payments

Customer Subtotal	\$30,645.83
	\$3,030.19
	\$33,676.02
	\$5,731.54
	\$39,407.56

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CLIENT SIGNATURE BELOW ALSO IMPLIES THAT CLIENT HAS READ AND ACCEPTED THE TERMS AND CONDITIONS OF THE ABOVE REFERENCED CONTRACT. THE CLIENT AUTHORIZES NEXUS IS TO OBTAIN CREDIT INFORMATION PRIOR TO ACCEPTING THIS ORDER.

Client Name:	Nexus IS Name:
Title:	Title:
Signature:	Signature:
Date:	Date: