



MEMO

TO: Cass County Commission
FROM: Bob Henderson, IT Director
DATE: March 9th, 2022
SUBJECT: Purchase of Network Switching Equipment

Dear Commissioners,

Enclosed is a quote to replace **all** existing network switches in Cass County with Extreme Networks gear.

Background: There are approx. 49 network switches located throughout the various county facilities. Of these, 21 of them have reached end of support by the manufacturer, having reached end of sale years ago. This information was priorly pointed out in the 2022 budget proposal by Mr. Schmaltz.

In a **change** from the initial proposal, over the past 3 months I have worked with my network and security teams to do a vendor comparison of three major switch vendors in our region. This involved numerous sales calls and demos, hands on lab exercises, in depth design discussion and more. In the end, we have decided to propose the attached proposal from High Point Networks for Extreme Networks Fabric.

Extreme Networks Fabric is a different switching platform that allows us to have a higher degree of automation, security, and insights into our network. By utilizing these features, we should be able to not only improve performance in our network environment, but also increase resiliency to better serve our County. The proposed solution also includes 3 years of licensing and support for all equipment, compared to our existing piecemeal setup. Estimated renewal of this software and support is slated to be approx. **\$5000 less** than our existing fleet's limited support model.

This is an existing, budgeted request under line item 101-1801-412.74-14. The vendor selected for this project holds the ND State Contact for Network Equipment, allowing us to bypass the RFP process. For due diligence, we did solicit 3 proposals from alternative vendors, including our incumbent. Extreme Networks was the middle of the road solution.

SUGGESTED MOTION:

Move to authorize the IT Director to purchase a fleet of Extreme Network switches, supporting software, accessories, and 3 years of support from High Point Networks for **\$272,244.00**.

Bob Henderson
Information Technology Department

Extreme Fabric Switches

Prepared for:

Cass County Government
Attn: Bob Henderson
211 9th St S
Fargo, ND 58103

Prepared by:

High Point Networks, LLC
Kyle Bishop
Direct: 701-499-5234
kyle@highpointnetworks.com



Extreme (3-year Support)

Qty	Item	Description	Price	Ext. Price
Anex				
6	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$21,180.00
6	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$815.00	\$4,890.00
6	XNACPWR-920W	920W AC Power Supply	\$517.00	\$3,102.00
12	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$132.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$338.00	\$338.00
Core				
2	VSP7400-48Y-8C-AC-F	VSP 7400 48 x 10/25Gbps SFP28 ports 8 x 100Gbps QSFP28 ports 8-core CPU 16GB RAM 128GB SSD Single 750W AC PSU six fans 4-post rack mount kit Front to Back Airflow	\$11,506.00	\$23,012.00
2	97004-H35313	EW NBD AHR H35313	\$4,311.00	\$8,622.00
2	VSP-PRMR-LIC-P	VSP 7400 Premier Feature License Includes Insight license	\$1,874.00	\$3,748.00
2	XNACPWR-750W-F	AC 750W PSU Front to Back Airflow for use in VSP7400 SLX9150 SLX9250 X695	\$662.00	\$1,324.00
4	10061	Pwr Cord10ANEMA 5-15PIEC320-C13	\$7.00	\$28.00
2	10413	100Gb QSFP28-QSFP28 Direct Attach Passive Copper Cable 3m	\$261.00	\$522.00
Courthouse				
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$522.00	\$1,566.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
11	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$38,830.00

Extreme Fabric Switches

Extreme (3-year Support)

Qty	Item	Description	Price	Ext. Price
11	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$815.00	\$8,965.00
11	XNACPWR-920W	920W AC Power Supply	\$517.00	\$5,687.00
28	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$308.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$338.00	\$338.00
EOC				
2	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$4,592.00
2	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$522.00	\$1,044.00
2	XNACPWR-600W	600W AC Power Supply	\$423.00	\$846.00
4	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$44.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$338.00	\$338.00
HWY				
4	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$14,120.00
4	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$815.00	\$3,260.00
4	XNACPWR-920W	920W AC Power Supply	\$517.00	\$2,068.00
8	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$88.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$338.00	\$338.00
Jail				
2	VSP4900-12MXU-12XE-B1	Extreme Networks Virtual Services Platform 4900 Series VSP4900-12MXU-12XE - Bundle - switch - L3 - managed - 12 x 100/1000/2.5G/5G/10GBase-T (PoE+) + 12 x 1 Gigabit / 10 Gigabit SFP+ - front to back airflow - rack-mountable - PoE (720 W)	\$7,301.00	\$14,602.00
2	97004-VSP4900-12MXU-12XE-B1	EW NBD AHR VSP4900-12MXU-12XE-B1	\$1,647.00	\$3,294.00
2	10941	1100 Watt AC PoE Power Supply module with Front-to-Back airflow	\$571.00	\$1,142.00

Extreme Fabric Switches

Extreme (3-year Support)

Qty	Item	Description	Price	Ext. Price
2	VSP-PRMR-L-LIC-P	VSP 4900 Premier Feature License for 1 Chassis	\$1,410.00	\$2,820.00
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$522.00	\$1,566.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
8	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$28,240.00
8	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$815.00	\$6,520.00
8	XNACPWR-920W	920W AC Power Supply	\$517.00	\$4,136.00
26	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$286.00
LEC				
3	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$10,590.00
3	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$815.00	\$2,445.00
3	XNACPWR-920W	920W AC Power Supply	\$517.00	\$1,551.00
6	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$66.00
1	5000-PRMRLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$338.00	\$338.00
XIQ, NAC, Fabric Manager, and Analytics				
9	XIQ-PILS-C-EW	XIQ Pilot SaaS EW SaaS Support - ExtremeCloud IQ Pilot SaaS Subscription and EW SaaS Support for One (1) Device This Term: 1095 Days	\$198.00	\$1,782.00
40	XIQ-PILS-C-EWDELAY	XIQ Pilot SaaS EW SaaS Support 1 Year Delay This Term: 1095 Days	\$198.00	\$7,920.00
2	XIQ-NACS-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks This Term: 730 Days	\$4,620.00	\$9,240.00

Subtotal: \$265,302.00

Extreme Fabric Switches

Optics

Qty	Item	Description	Price	Ext. Price
7	10071H	1000BASE-SX SFP 10 Pack Industrial Temp	\$368.00	\$2,576.00
4	10051H	1000BASE-SX SFP MMF 220 550 meters LC connector Industrial Temp	\$62.00	\$248.00
4	10052H	1000BASE-LX SFP MMF 220 550 meters SMF 10km LC connector Industrial Temp	\$125.00	\$500.00
4	10053H	1000BASE-ZX SFP SMF 70km LC Connector Industrial Temp	\$498.00	\$1,992.00
4	10301	10 Gigabit Ethernet SFP+ module 850nm MMF 26-300m link LC connector	\$149.00	\$596.00
4	10302	10 Gigabit Ethernet SFP+ module 1310nm SMF 10km link LC connector	\$249.00	\$996.00
2	10304	10 Gigabit Ethernet SFP+ passive cable assembly 1m length.	\$17.00	\$34.00

Subtotal: \$6,942.00

Extreme (1-year Support)

***Optional Items**

Qty	Item	Description	Price	Ext. Price
Anex				
6	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$21,180.00
6	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$272.00	\$1,632.00
6	XNACPWR-920W	920W AC Power Supply	\$517.00	\$3,102.00
12	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$132.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$113.00	\$113.00
Core				
2	VSP7400-48Y-8C-AC-F	VSP 7400 48 x 10/25Gbps SFP28 ports 8 x 100Gbps QSFP28 ports 8-core CPU 16GB RAM 128GB SSD Single 750W AC PSU six fans 4-post rack mount kit Front to Back Airflow	\$11,506.00	\$23,012.00
2	97004-H35313	EW NBD AHR H35313	\$1,437.00	\$2,874.00
2	VSP-PRMR-LIC-P	VSP 7400 Premier Feature License Includes Insight license	\$1,874.00	\$3,748.00
2	XNACPWR-750W-F	AC 750W PSU Front to Back Airflow for use in VSP7400 SLX9150 SLX9250 X695	\$662.00	\$1,324.00
4	10061	Pwr Cord10ANEMA 5-15PIEC320-C13	\$7.00	\$28.00
2	10413	100Gb QSFP28-QSFP28 Direct Attach Passive Copper Cable 3m	\$261.00	\$522.00
Courthouse				

Extreme Fabric Switches

Extreme (1-year Support)

*Optional Items

Qty	Item	Description	Price	Ext. Price
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$174.00	\$522.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
11	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$38,830.00
11	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$272.00	\$2,992.00
11	XNACPWR-920W	920W AC Power Supply	\$517.00	\$5,687.00
28	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$308.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$113.00	\$113.00
EOC				
2	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$4,592.00
2	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$174.00	\$348.00
2	XNACPWR-600W	600W AC Power Supply	\$423.00	\$846.00
4	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$44.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$113.00	\$113.00
HWY				
4	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$14,120.00
4	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$272.00	\$1,088.00

Extreme Fabric Switches

Extreme (1-year Support)

*Optional Items

Qty	Item	Description	Price	Ext. Price
4	XNACPWR-920W	920W AC Power Supply	\$517.00	\$2,068.00
8	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$88.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$113.00	\$113.00
Jail				
2	VSP4900-12MXU-12XE-B1	VSP4900-12MXU-12XE with 1100W PSU Bundle	\$7,301.00	\$14,602.00
2	97004-VSP4900-12MXU-12XE-B1	EW NBD AHR VSP4900-12MXU-12XE-B1	\$549.00	\$1,098.00
2	10941	1100 Watt AC PoE Power Supply module with Front-to-Back airflow	\$571.00	\$1,142.00
2	VSP-PRMR-L-LIC-P	VSP 4900 Premier Feature License for 1 Chassis	\$1,410.00	\$2,820.00
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$174.00	\$522.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
8	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$28,240.00
8	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$272.00	\$2,176.00
8	XNACPWR-920W	920W AC Power Supply	\$517.00	\$4,136.00
26	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$286.00
LEC				
3	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$10,590.00
3	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$272.00	\$816.00
3	XNACPWR-920W	920W AC Power Supply	\$517.00	\$1,551.00
6	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$66.00

Extreme Fabric Switches

Extreme (1-year Support)

***Optional Items**

Qty	Item	Description	Price	Ext. Price
1	5000- PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$113.00	\$113.00
XIQ, NAC, Fabric Manager, and Analytics				
9	XIQ-PILS-C-EW	XIQ Pilot SaaS EW SaaS Support - ExtremeCloud IQ Pilot SaaS Subscription and EW SaaS Support for One (1) Device This Term: 1095 Days	\$66.00	\$594.00
40	XIQ-PILS-C-EWDELAY	XIQ Pilot SaaS EW SaaS Support 1 Year Delay This Term: 1095 Days	\$66.00	\$2,640.00
2	XIQ-NACS-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks This Term: 730 Days	\$1,540.00	\$3,080.00

***Optional Amount:** \$223,445.00

Extreme (5-year Support)

***Optional Items**

Qty	Item	Description	Price	Ext. Price
Anex				
6	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$21,180.00
6	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$1,360.00	\$8,160.00
6	XNACPWR-920W	920W AC Power Supply	\$517.00	\$3,102.00
12	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$132.00
1	5000- PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$565.00	\$565.00
Core				
2	VSP7400-48Y-8C-AC-F	VSP 7400 48 x 10/25Gbps SFP28 ports 8 x 100Gbps QSFP28 ports 8-core CPU 16GB RAM 128GB SSD Single 750W AC PSU six fans 4-post rack mount kit Front to Back Airflow	\$11,506.00	\$23,012.00
2	97004-H35313	EW NBD AHR H35313	\$7,185.00	\$14,370.00
2	VSP-PRMR-LIC-P	VSP 7400 Premier Feature License Includes Insight license	\$1,874.00	\$3,748.00
2	XNACPWR-750W-F	AC 750W PSU Front to Back Airflow for use in VSP7400 SLX9150 SLX9250 X695	\$662.00	\$1,324.00
4	10061	Pwr Cord10ANEMA 5-15PIEC320-C13	\$7.00	\$28.00
2	10413	100Gb QSFP28-QSFP28 Direct Attach Passive Copper Cable 3m	\$261.00	\$522.00

Extreme Fabric Switches

Extreme (5-year Support)

*Optional Items

Qty	Item	Description	Price	Ext. Price
Courthouse				
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$870.00	\$2,610.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
11	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$38,830.00
11	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$1,360.00	\$14,960.00
11	XNACPWR-920W	920W AC Power Supply	\$517.00	\$5,687.00
28	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$308.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$565.00	\$565.00
EOC				
2	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$4,592.00
2	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$870.00	\$1,740.00
2	XNACPWR-600W	600W AC Power Supply	\$423.00	\$846.00
4	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$44.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$565.00	\$565.00
HWY				
4	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$14,120.00
4	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$1,360.00	\$5,440.00

Extreme Fabric Switches

Extreme (5-year Support)

*Optional Items

Qty	Item	Description	Price	Ext. Price
4	XNACPWR-920W	920W AC Power Supply	\$517.00	\$2,068.00
8	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$88.00
1	5000-PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$565.00	\$565.00
Jail				
2	VSP4900-12MXU-12XE-B1	VSP4900-12MXU-12XE with 1100W PSU Bundle	\$7,301.00	\$14,602.00
2	97004-VSP4900-12MXU-12XE-B1	EW NBD AHR VSP4900-12MXU-12XE-B1	\$2,745.00	\$5,490.00
2	10941	1100 Watt AC PoE Power Supply module with Front-to-Back airflow	\$571.00	\$1,142.00
2	VSP-PRMR-L-LIC-P	VSP 4900 Premier Feature License for 1 Chassis	\$1,410.00	\$2,820.00
3	5420F-24P-4XE	ExtremeSwitching 5420F 24 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slot. Includes 1 year XIQ Pilot cloud subscription.	\$2,296.00	\$6,888.00
3	97000-5420F-24P-4XE	EW Software & TAC - 5420F-24P-4XE COTERM: This Term: 1095 Days	\$870.00	\$2,610.00
3	XNACPWR-600W	600W AC Power Supply	\$423.00	\$1,269.00
8	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$28,240.00
8	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$1,360.00	\$10,880.00
8	XNACPWR-920W	920W AC Power Supply	\$517.00	\$4,136.00
26	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$286.00
LEC				
3	5420F-48P-4XE	ExtremeSwitching 5420F 48 10/100/1000BASET FDX/HDX PoE+ 2 stacking/SFP-DD 4 10G unpopulated SFP+ MACsec capable internal fixed PSU fans 1 unpopulated modular PSU slots. Includes 1 year XIQ Pilot cloud subscription.	\$3,530.00	\$10,590.00
3	97000-5420F-48P-4XE	EW Software & TAC - 5420F-48P-4XE COTERM: This Term: 1095 Days	\$1,360.00	\$4,080.00
3	XNACPWR-920W	920W AC Power Supply	\$517.00	\$1,551.00
6	10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	\$11.00	\$66.00

Extreme Fabric Switches

Extreme (5-year Support)

*Optional Items

Qty	Item	Description	Price	Ext. Price
1	5000- PRMLIC-P	Perpetual Premier License for 5000 Series Switches - VOUCHER	\$624.00	\$624.00
1	97000-5000-PRMR-LIC	EW Software & TAC - 5000-PRMR-LIC COTERM: This Term: 1095 Days	\$565.00	\$565.00
XIQ, NAC, Fabric Manager, and Analytics				
9	XIQ-PILS-C-EW	XIQ Pilot SaaS EW SaaS Support - ExtremeCloud IQ Pilot SaaS Subscription and EW SaaS Support for One (1) Device This Term: 1095 Days	\$330.00	\$2,970.00
40	XIQ-PILS-C-EWDELAY	XIQ Pilot SaaS EW SaaS Support 1 Year Delay This Term: 1095 Days	\$330.00	\$13,200.00
2	XIQ-NACS-1K-EW	ExtremeNAC SW Subscription for 1000 End-Systems for 1Year ExtremeWorks This Term: 730 Days	\$7,700.00	\$15,400.00

***Optional Amount:** \$307,233.00

Quote Summary

Description	Amount
Extreme (3-year Support)	\$265,302.00
Optics	\$6,942.00

Total: \$272,244.00

*Optional Items

Description	Amount
Extreme (1-year Support)	\$223,445.00
Extreme (5-year Support)	\$307,233.00

Optional Subtotal: \$530,678.00

For questions related to your quotation, please contact us using the information above. By signing below, the undersigned accepts High Point Networks Master Service Agreement and represents that he or she is authorized to execute the agreement on behalf of the customer. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. All product will be invoiced once confirmation of shipment is received. All licensing and subscription orders will be invoiced immediately upon customer approval. Payment for all other orders are due in 30 days subject to credit approval. Credit card usage as a form of payment may be accepted on pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. This offer to sell the listed products is subject to product availability and High Point Networks standard terms and condition and prices are subject to change without notice. Please consult your Account Representative prior to placing an order for timely, updated pricing. High Point Networks reserves the right to adjust pricing based on any error or omission. Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

Signature _____

Date _____