

Prepared by Logicalis for
Mount Vernon Community School Corporation

Proposal for E-Rate Category 2 FCC 470 # 220014614

Proposal_MTVE70570A
SPIN: 143004779
Contract/Funding Year: 2022

February 23, 2022

Our partners



Contents

Logicalis Overview 4

 Company Overview 4

 Our Solutions & Services 5

 Certifications and Contracts 5

Proposed Pricing 6

Appendices..... 7

February 23, 2022

Greg Rollo, Director of Technology
Mount Vernon Community School Corporation
1806 W State Road 234
Fortville, IN 46040

Dear Greg:

On behalf of Logicalis, please find enclosed our proposal for Mount Vernon Community School Corporation – E-Rate Category 2 in response to FCC 470 # 220014614. We are confident that Logicalis can effectively assist Mount Vernon Community School Corporation in its improvements to business processes.

We have received the RFP in detail and our attached response confirms that we have the industry knowledge and resource to provide the solution products requested on this RFP.

- Logicalis is a Cisco/Meraki Gold Plus Partner and has been selling Cisco equipment for over 20 years.
- We have attached a document showing certifications and connections.

Our proposal encompasses the requirements in your RFP with a solution incorporating robust products and professional services. I look forward to speaking with you regarding this proposal.

Please feel free to contact me directly with any questions.

Thank you for the opportunity to help you with your current business needs.

Sincerely,

Leslie Kern, Account Executive – GovEd
O: 317-853-1924
M: 317-696-7054
3815 River Crossing, STE 50
Indianapolis, IN 46240
Leslie.Kern@us.logicalis.com

Logicalis Overview

Company Overview

Logicalis is an international solution provider helping shape, support and implement our customers' digital transformation. We embrace change, help our customers adapt to change, and lead the change.

We are Architects of Change.

Our Mission

We strive to make technology a business asset, not a business problem, by simplifying solutions and driving business transformation that delivers extraordinary user experience and value.

Local Support

- Logicalis U.S. (New York Headquarters)
- \$400 million in revenue
- 830+ employees
- Offices in 21 cities
- 3 cloud data centers
- 3 managed service provider centers

Practices and Offerings

- Cloud-Data Center
- Security
- IoT & Analytics
- Networking
- Collaboration

The Logicalis Approach

Logicalis designs, supports, and executes on our customers' digital transformation by blending their vision with our technological expertise and industry insights.

How We Engage with Customers

- Point of View – 1-hour cloud overview
- Executive Briefing – 1-day overview of Logicalis offerings
- Workshops – 1-day customized deep dive
- Planning & Road Mapping – Consultative strategy-building session
- Demonstrations – Deep dive into specific technologies
- Consulting – Project-based planning and implementation

Services for Business Growth

- Consulting – Alignment of technology with business goals
- Strategy – Results-driven strategy refinement and design
- Technology – Solution design with today's leading technologies
- Professional – Solution implementation via certified expert engineers
- Managed – Day-to-day operational support of hybrid cloud solutions
- End-User – Service desk, adoption, collaboration, and other support

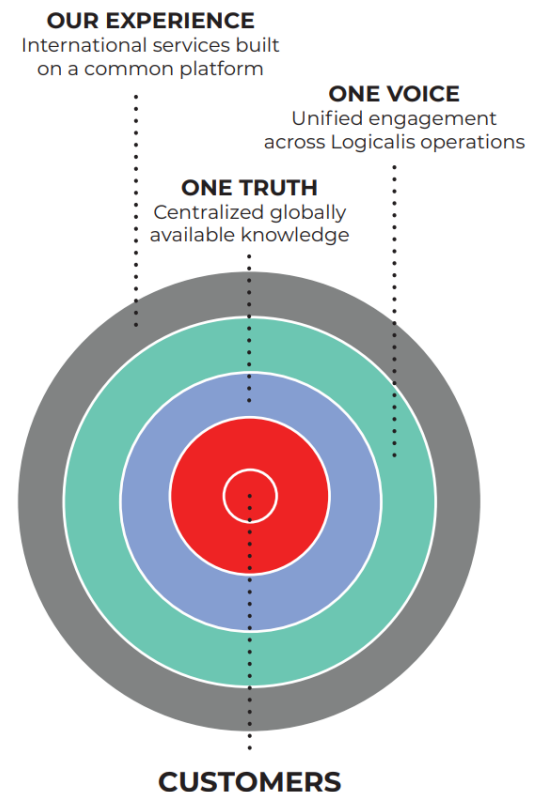
Vertical Expertise

We serve all industries and have made significant investments in:

- Healthcare
- Education
- State & Local Government
- Industrial

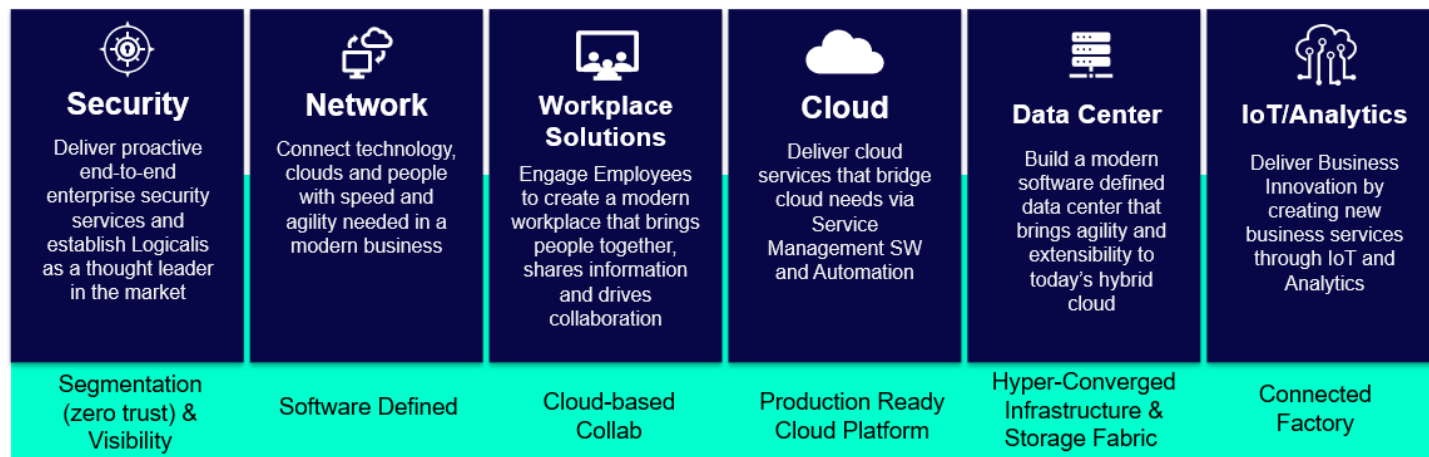
Committed to Customer Success

We improve the value that customers receive from our solutions and services and believe that our business will grow when we help their business grow.



Our Solutions & Services

Logicalis offers a range of extensible services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. Below is an overview of our focus areas. All of our focus solutions provide a full range of assessments and health checks, perfect for those who need help determining what the next steps are.



Certifications and Contracts

CISCO SYSTEMS

- CCIE (Internetworking Expert)
- CCNA (Network, Wireless, Security Associate)
- CCNP (Routing, Switching, Collaboration Professional)
- CCDA (Design Associate)
- CCDP (Design Professional)
- CCVP (Voice Professional)
- CSE (Sales Expert)

STATE CONTRACT

- State of Indiana - Data Communications Network Hardware #QPA 12921

1GPA Cooperative –

- Technology & AV Solutions 16-11PV-12
- Internal Connections Network Equipment 19-07PV-03
- Fire & Safety Products and Services 21-07P-13

SPIN NUMBER

- 143004779

Proposed Pricing

- Taxes are exempt.
- Shipping is free, unless noted otherwise on the quote.
- Logicalis, Inc. can accept SPI or BEAR Billing.
- Location of equipment can determine eligibility.
- Reimbursement amount for SKU's could be affected by USAC policy. USAC will determine true eligibility for SKU's.
- Please see detailed quote below.

**FY22 - eRate - #220014614 - Cisco
Quotation # 2022-133221v1**

Prepared By Logicalis for:
**Mt. Vernon Community School
Corporation**

*To the attention of :
Greg Rollo
Mt. Vernon Community School Corporation
1806 W State Road 234
Fortville, IN 46040-9563
Tel: (317) 485-3100
Email: greg.rollo@mvcsc.k12.in.us*

February 17, 2022

Pricing Summary

The following is a price summary of Logicalis' proposed solution.

Price Summary	Amount
Hardware	\$42,599.13
Software	\$12,007.45
Grand Total	\$54,606.58

Estimated E-rate Funding Amounts

Allocation	Amount
USAC Portion	\$54,606.58
Non USAC Portion	\$0.00



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at www.us.logicalis.com

To address your most pressing challenges during COVID-19, Logicalis has instituted Rapid Deployment Services designed to support your needs to deploy remote workers, maintain security and infrastructure readiness, and provide supplemental IT staff support. All services are designed to be delivered remotely by a Logicalis Engineer. Find out more at <http://bit.ly/3b6Gnzp>

FY22 - eRate - #220014614 - Cisco
Quotation # 2022-133221v1

Customer Name & Address	Logicalis Account Executive
Greg Rollo Mt. Vernon Community School Corporation 1806 W State Road 234 Fortville, IN 46040-9563 (317) 485-3100 greg.rollo@mvcsc.k12.in.us	Leslie Kern 3815 River Crossing, STE 50 Indianapolis, IN 46240 +1 3178531924 leslie.kern@us.logicalis.com
Bill To Address	Ship to Address
Mt. Vernon Community School Corporation 1806 W State Road 234 Fortville, IN 46040-9563	Mt. Vernon Community School Corporation Mt. Comfort Elementary School 5694 W 300 N Greenfield, IN 46140-8310

Quotation expiration date: September 30, 2022

This Quotation adheres to the pricing requirements of the Indiana Quantity Purchase Agreement #12921 contract.

SPIN: 143004779, Funding Year: 2022 / Year 25

9300 Switches - Item 1- 4 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
1	1	C9300-48P-EDU	Catalyst 9300 48-port PoE+; K12	\$4,406.05	\$4,406.05
2	1	C9300-NW-A-48	C9300 Network Advantage; 48-port license	\$0.00	\$0.00
3	1	SC9300UK9-175	Cisco Catalyst 9300 XE 17.5 UNIVERSAL UNIVERSAL	\$0.00	\$0.00
4	1	PWR-C1-715WAC-P	715W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00
5	1	C9300-SPS-NONE	No Secondary Power Supply Selected	\$0.00	\$0.00
6	1	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
7	1	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00
8	1	PWR-C1-BLANK	Config 1 Power Supply Blank	\$0.00	\$0.00
9	1	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	\$0.00
10	1	C9300-DNA-A-48	C9300 DNA Advantage; 48-Port Term Licenses	\$0.00	\$0.00
11	1	C9300-DNA-A-48-5Y	C9300 DNA Advantage; 48-Port; 5 Year Term License	\$2,748.55	\$2,748.55
12	1	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	\$0.00	\$0.00
13	1	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	\$0.00	\$0.00

9300 Switches - Item 1- 4 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
14	1	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	\$0.00	\$0.00
15	1	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	\$0.00	\$0.00
16	1	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	\$0.00
17	1	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	\$0.00	\$0.00
18	1	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$1,116.05	\$1,116.05
19	1	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00
20	1	C9300-SPWR-NONE	No Stack Power Cable Selected	\$0.00	\$0.00
21	1	C9300-STACK-NONE	No Stack Cable Selected	\$0.00	\$0.00
22	1	C9300-48P-EDU	Catalyst 9300 48-port PoE+; K12	\$4,406.05	\$4,406.05
23	1	C9300-NW-A-48	C9300 Network Advantage; 48-port license	\$0.00	\$0.00
24	1	SC9300UK9-175	Cisco Catalyst 9300 XE 17.5 UNIVERSAL UNIVERSAL	\$0.00	\$0.00
25	1	PWR-C1-715WAC-P	715W AC 80+ platinum Config 1 Power Supply	\$0.00	\$0.00
26	1	C9300-SPS-NONE	No Secondary Power Supply Selected	\$0.00	\$0.00
27	1	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
28	1	C9300-SSD-NONE	No SSD Card Selected	\$0.00	\$0.00
29	1	PWR-C1-BLANK	Config 1 Power Supply Blank	\$0.00	\$0.00
30	1	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	\$0.00
31	1	C9300-DNA-A-48	C9300 DNA Advantage; 48-Port Term Licenses	\$0.00	\$0.00
32	1	C9300-DNA-A-48-5Y	C9300 DNA Advantage; 48-Port; 5 Year Term License	\$2,748.55	\$2,748.55
33	1	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	\$0.00	\$0.00
34	1	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	\$0.00	\$0.00
35	1	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	\$0.00	\$0.00
36	1	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	\$0.00	\$0.00
37	1	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	\$0.00
38	1	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	\$0.00	\$0.00

9300 Switches - Item 1- 4 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
39	1	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00
40	1	NM-BLANK-T1	Cisco Catalyst Type 1 Network Module Blank	\$0.00	\$0.00
41	1	C9300-NM-NONE	No Network Module Selected	\$0.00	\$0.00
42	1	C9300-SPWR-NONE	No Stack Power Cable Selected	\$0.00	\$0.00
43	1	C9300-STACK-NONE	No Stack Cable Selected	\$0.00	\$0.00
Products Subtotal					\$15,425.25
9300 Switches - Item 1- 4 from RFP Total					\$15,425.25

Module SFPs - Item 5 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
44	8	SFP-10G-SR=	10GBASE-SR SFP Module	\$451.59	\$3,612.72
Products Subtotal					\$3,612.72
Module SFPs - Item 5 from RFP Total					\$3,612.72

Module SFP - Item 6 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
45	1	GLC-ZX-SMD=	1000BASE-ZX SFP transceiver module; SMF; 1550nm; DOM	\$1,800.31	\$1,800.31
Products Subtotal					\$1,800.31
Module SFP - Item 6 from RFP Total					\$1,800.31

Cable Patch - Item 7 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
46	4	GBLCC-D4-03	LC/SC 10G MM DPLX AQUA 3M	\$13.26	\$53.04
Products Subtotal					\$53.04
Cable Patch - Item 7 from RFP Total					\$53.04

Cable Power - Item 8 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
47	9	CAB-TA-NA=	North America AC Type A Power Cable	\$21.88	\$196.92
<i>Products Subtotal</i>					\$196.92
<i>Cable Power - Item 8 from RFP Total</i>					\$196.92

Cable Stacking - Item 9 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
48	2	STACK-T1-50CM=	50CM Type 1 Stacking Cable	\$45.96	\$91.92
<i>Products Subtotal</i>					\$91.92
<i>Cable Stacking - Item 9 from RFP Total</i>					\$91.92

9200L Switches - Item 10-12 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
49	7	C9200L-48P-4X-EDU	Catalyst 9200L 48-port PoE+ only; 4x10G uplinks; K12	\$3,184.03	\$22,288.21
50	7	C9200L-NW-E-48	C9200L Network Essentials; 48-port license	\$0.00	\$0.00
51	7	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
52	7	PWR-C5-BLANK	Config 5 Power Supply Blank	\$0.00	\$0.00
53	7	C9200L-DNA-E-48	C9200L Cisco DNA Essentials; 48-port Term license	\$0.00	\$0.00
54	7	C9200L-DNA-E-48-5Y	C9200L Cisco DNA Essentials; 48-port; 5 Year Term license	\$930.05	\$6,510.35
55	7	C9200L-STACK-KIT	Cisco Catalyst 9200L Stack Module	\$652.62	\$4,568.34
56	14	C9200-STACK	Catalyst 9200 Stack Module	\$0.00	\$0.00
57	7	STACK-T4-50CM	50CM Type 4 Stacking Cable	\$0.00	\$0.00
58	7	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00
<i>Products Subtotal</i>					\$33,366.90
<i>9200L Switches - Item 10-12 from RFP Total</i>					\$33,366.90

Cable Patch - Item 13 from RFP					
Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
59	4	GBLCC-D4-02	LC/SC 10G MM DPLX AQUA 2M	\$14.88	\$59.52
<i>Products Subtotal</i>					\$59.52
<i>Cable Patch - Item 13 from RFP Total</i>					\$59.52

Grand Total	
Products Subtotal:	\$54,606.58
Grand Total:	\$54,606.58

Terms and Conditions

Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

Terms Applicable for Product Sales

1. To the extent applicable, the terms of the Indiana Quantity Purchase Agreement #12921 are incorporated herein by reference. For all other terms not addressed in the previously stated contract, Logicalis Terms of Sale, found on our website at www.us.logicalis.com/tcsales apply and are incorporated herein by reference.
2. Any variation in quantity or requested delivery may result in price changes.
3. Prices are subject to change without notice in the event the Product's manufacturer/distributor changes the price to Logicalis.
4. Shipping and taxes are added at time of invoice. Shipping charges are subject to handling fees for specifying carriers and same day shipments.
5. Logicalis collaborates with the OEM/distributor to schedule delivery to Customer's loading dock; inside delivery is available upon request and may increase the cost of delivery.
6. To the extent this Quotation includes Cisco Cloud Services, the following link shall apply: www.cisco.com/c/en/us/about/legal/cloud-and-software/cloud-terms.html. "Cisco Cloud Services" shall mean any of the offerings described on the aforementioned link. If Customer does not issue a purchase order to Logicalis or otherwise accept a Logicalis quotation to renew such Cisco Cloud Services, or does not otherwise provide written notice of non-renewal, at least forty-five (45) days prior to the end of the then-current subscription term thereof, then the Cisco Cloud Services shall automatically renew and Customer agrees to pay Logicalis for such renewed subscription term at the rates charged by Logicalis therefor.

Quotation Acceptance

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By:
Mt. Vernon Community School Corporation

Accepted By:
Logicalis, Inc.

Signature

Signature

Printed Name

Printed Name

Title

Title

Date

Date

© 2022 Logicalis, Inc. All trademarks are acknowledged. All rights reserved.

Appendices

- Appendix A. Terms & Conditions
- Appendix B. References
- Appendix C. General Information

Appendix A. Terms & Conditions

This response to the RFP and Quote is issued pursuant to the terms of State of Indiana - Data Communications Network Hardware #QPA 12921 with Cisco Systems, Inc. ("State Contract"), which are incorporated herein by reference. For all other terms not addressed in the State Contract, Logicalis' Terms of Sale, found on our website at <http://www.us.logicalis.com/tcsales> shall apply to this contract.

Appendix B. References

The following references have been provided for Mount Vernon Community School Corporation to contact to discuss services provided by Logicalis, Inc. Logicalis, Inc. requests that the Mount Vernon Community School Corporation work with Leslie Kern, Account Executive, to facilitate all reference calls as a respect to these customers.

Customer Name: Hamilton Heights School Corporation
Address: 410 W. Main Street, Arcadia, IN 46030
Contact Person: Dave Slabe, IT Operations Manager
Phone Number: 317-984-3538
Email: dslabe@hhschuskies.org
Services: Data Center, Networking & Collaboration

Customer Name: Indianapolis Public Schools
Address: 120 E Walnut Street, Indianapolis, IN 46204
Contact Person: Luther Bowens, Manager of IT Operations
Phone Number: 317-226-4000
Email: bownesl@myips.org
Services: Data Center & Networking

Customer Name: School City of Hammond
Address: 5727 Sohl Avenue, Hammond, IN 46320
Contact Person: Brian W. Tucker, Network Manager
Phone Number: 219-933-2421
Email: btucker@hammond.k12.in.us
Services: Data Center, Networking, Collaboration & Audio and Visual

Appendix C. General Information

Contacts

Local Contact	Leslie Kern, Account Executive O: 317-853-1924 M: 317-696-7054 3815 River Crossing, STE 50 Indianapolis, IN 46240 Leslie.Kern@us.logicalis.com
Legal Notices	Logicalis, Inc. ATTN: Legal Services 2600 Telegraph Road, Suite 200 Bloomfield Hills, MI 48302

Document Information

File Name	Proposal_MTVE3070570
Creation Date	February 23, 2022
Print Date	February 23, 2022

Document Status

This document is issued as draft and subject to final agreement of terms and conditions intended to be ratified during the process of contract negotiation. Until such time as this process is complete, the sole purpose of this document is to provide information, protected by copyright and confidentiality. This document neither in whole or part forms any binding contract for the services described. The contents of a final Statement of Work and final contractual terms are subject to due diligence and successful contract negotiation.

Copyright Information

© 2021 Logicalis, Inc. All trademarks are acknowledged. All rights reserved.

Freedom of Information

Many of Logicalis' customers are in the public sector and Logicalis is well aware of the obligations imposed on its public sector customers by the United States Freedom of Information Act ('FOIA'). Logicalis' policy is to co-operate with its public sector customers to assist them in meeting their obligations under the FOIA.

Logicalis considers that the following sections of this Response are confidential or commercially sensitive and that disclosure of all or part of the information contained in these sections may harm Logicalis' commercial interests:

Solution Design: The solution has been derived from the intellectual effort, knowhow and expertise of Logicalis staff and consultants and may contain proposals that are original or innovative. The disclosure of this information to Logicalis' competitors may give them an unfair advantage in competing with Logicalis in future similar projects.

Costs Section: Disclosure of Logicalis' costs to competitors is likely to give those competitors an unfair advantage in competing against Logicalis in future bids and may reduce the competitiveness of future tenders.

Customer References: Information relating to customers is frequently protected by confidentiality obligations where disclosure is permitted only for specified purposes, such as providing details to potential new customers. Disclosure of this information to others may be in breach of these confidentiality obligations and disclosure of this information to competitors may harm Logicalis' commercial interests by assisting competitors to compete for business from those customers.