

Oklahoma State Regents for Higher Education

655 Research Parkway, Suite 200
Oklahoma City, Oklahoma 73104

Bill Atkins
Associate Vice Chancellor for Budget & Finance
Tele: (405) 225-9206
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CONTRACT No. C070015

CONTRACT TITLE: Cisco Network Equipment & Professional Services

CONTRACT NUMBER: C070015

CONTRACT PERIOD: August 13, 2007 through August 12, 2008
(1 year contract, with 4 one-year options to renew)

WEB SITE ADDRESSES: OneNet: www.onenet.net/ops

AUTHORIZED CUSTOMERS: All state entities identified as counties, school districts, municipalities, vocational-technical schools, institutions within the state system, and other state agencies.

CONTRACT TERMS AND CONDITIONS: All end users agree to abide by the terms and conditions outlined in the attached agreement and agreed to by the State Regents.

CONTRACT PRICING: A fixed discount schedule is attached.

SHIPPING: F.O.B. Destination.

CONTRACT PERFORMANCE: Contract performance will be monitored and any infractions of the contract by either agencies or vendor will be reported to the Director of Business Services and Administration at the Oklahoma State Regents for Higher Education.

CONTRACT ADMINISTRATOR: Bill Atkins 405.225.9206

CONTACT INFORMATION:

Chickasaw Telecom, Inc. 405.946.1200

Presidio Networked Solutions 405.850.2228

Qwest Communications 972.720.2977

Coleman Technologies, Inc. 800.345.7743 x353



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STATEMENT OF AWARD

The Oklahoma State Regents for Higher Education are pleased to announce that a multiple vendor award has been issued to the following vendors for the above referenced contract for the Cisco Network Equipment and Professional Services to Chickasaw Telecom, Presidio, Qwest and Coleman Technologies Inc. The contract period will be for one year from the actual date of award with an option to renew for four (4) additional one-year terms.

Contract Components: The Request for Proposal issued June 6, 2007 along with all addendums, Chickasaw Telecom's, Presidio's, Qwest's, and Coleman Technologies response thereto, all amendments to response, and this statement of award will constitute the final contract.

CONTRACT TITLE: Cisco Network Equipment and Professional Services

CONTRACT DATES: August 13, 2007 through August 12, 2012
(1 year contract, with 4 one-year options to renew)

ACTIVE CONTRACT PERIOD: August 13, 2007 through August 12, 2008

AWARDED VENDORS: Chickasaw Telecom
Presidio
Qwest Communications Corp.
Coleman Technologies Inc.

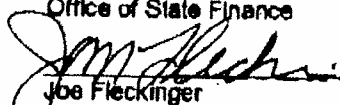
AUTHORIZED CUSTOMERS: All state entities identified as counties, school districts, municipalities, vocational-technical schools, institutions within the state system, other state agencies, and any entity eligible for direct connection to OneNet under its Client Connection Policy.
<http://www.onenet.net/clientservices/category1/sub2/clientconnecpolicy.htm>

CONTRACT PRIORITY: This is a competitively bid contract in cooperation with the Office of State Finance in the drafting and evaluation with established education and government discounts. Prior to issuing any orders against this contract, end user customers should ensure that they have followed their appropriate internal purchasing procedures.

CONTRACT PRICING: A fixed discount schedule is attached.

CONTRACT PERFORMANCE: Contract performance will be monitored and any infractions of the contract by either agencies or vendor will be reported to the Purchasing Agent at the Oklahoma State Regents for Higher Education.

Office of State Finance


Joe Fleckinger
Deputy Director for
Information Technologies

OneNet


Kurt Snodgrass
Vice Chancellor for IT and
Telecommunications

ATTACHMENT I. STATEMENT OF PRICE

RFP No. B070015

Cisco Network Equipment and Professional Services

The following price includes all expenses, including the professional services described in the proposal, communication, travel and miscellaneous items.

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.1 Hardware (percentage discount off list price)	37.9 %	37.9%	37.9%	37.9%	37.9%
3.4.1 Software (percentage discount off list price)	37.9%	37.9%	37.9%	37.9%	37.9%
3.4.1 Smartnet Maintenance firm fixed rate	Free SNT & SAS	30%	30%	30%	30%
3.4.3 Cisco Powered Network Member Discount	No additional discount applies. See attached document for benefits related to the Cisco Powered Network program.				
3.4.4 Professional Services – firm fixed rate***Free pre-sales design and configuration support***	\$118.00 per hour	\$122.00 per hour	\$126.00 per hour	\$130.00 per hour	\$134.00 per hour
3.4.5 Installation/Configuration firm fixed rate***Free pre-sales design and configuration support***	\$108.00 per hour	\$112.00 per hour	\$116.00 per hour	\$120.00 per hour	\$124.00 per hour
Percentage of Educational and/or Equipment Credits	1% of customer purchase order including professional services and installation services related to Cisco solutions. Can be used for educational or equipment credits or returned as a direct rebate.				

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.2 Volume Purchasing Tiered Discounts	<p>We do not offer tiered pricing according to volume.</p> <p>We do include in our bid response:</p> <ul style="list-style-type: none"> • FREE standard shipping on all orders • FREE quarterly technology seminars for OneNet customers at OneNet's direction • FREE use of Cisco test lab for simulations and training (OKC office location) • FREE storage and staging of products in climate controlled secured facilities in Oklahoma City and Tulsa • FREE logistical support from our climate controlled secured facilities in Oklahoma City and Tulsa 				

Vendor Name Chickasaw Telecom, Inc.

Signature _____

Jeffrey L. Downey, General Manager

Typed Name and Title

June 19, 2007

Date

RFP No. B070015

Cisco Network Equipment and Professional Services

The following price includes all expenses, including the professional services described in the proposal, communication, travel and miscellaneous items.

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.1 Hardware (percentage discount off list price)	38	38	38	38	38
3.4.1 Software (percentage discount off list price)	38	38	38	38	38
3.4.1 Smartnet Maintenance firm fixed rate	Free SNT, SAS, SAU	30	30	30	30
3.4.3 Cisco Powered Network Member Discount. Cisco has confirmed that OneNet is a Cisco Powered Network and this additional discount is for purchases from OneNet and for the OneNet Network only as part of the CPN. The PO must be from OneNet to be eligible.	40	40	40	40	40
3.4.4 Professional Services – firm fixed rate	120	120	120	135	135
3.4.5 Installation/Configuration firm fixed rate	120	120	120	135	135
Percentage of Educational and/or Equipment Credits	NA	NA	NA	NA	NA

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.2 Volume Purchasing Tiered Discounts					
Per Account: Annual Basis:					
0 to \$1 Million	38	38	38	38	38
\$1Million to \$3Million	39	39	39	39	39
\$3M and above	39.5	39.5	39.5	39.5	39.5
(This pricing program is based on normal pricing to the above minimums and then the additional discounts to the next tier, etc.)					

Vendor Name: **Presidio Networked Solutions Incorporated**

Signature *Jackie Arnold*

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RFP No. B070015

Cisco Network Equipment and Professional Services

The following price includes all expenses, including the professional services described in the proposal, communication, travel and miscellaneous items.

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.1 Hardware (percentage discount off list price)	37.5%	37.5%	37.5%	37.5%	37.5%
3.4.1 Software (percentage discount off list price)	37.5%	37.5%	37.5%	37.5%	37.5%
3.4.1 Smartnet Maintenance firm fixed rate	100%	30%	30%	30%	30%
3.4.3 Cisco Powered Network Member Discount	0%	0%	0%	0%	0%
3.4.4 Professional Services – firm fixed rate	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3
3.4.5 Installation/Configuration firm fixed rate	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3	Provided as Attachment 3
Percentage of Educational and/or Equipment Credits	ICB	ICB	ICB	ICB	ICB

Qwest is pleased to offer OneNet a discount of 38.25% on Hardware & Software for OneNet.

Product/Service	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
3.4.2 Volume Purchasing Tiered Discounts	Not available at this time				

Vendor Name Qwest Communications Corporation

Signature Susan Baker
Sue Baker, Staff Offer Management Analyst

6/28/07
Date

Typed Name and Title