


CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: CFX Board Members

FROM: Aneth Williams 
Director of Procurement



DATE: March 28, 2017

RE: Approval of Contract to Carousel Industries for Annual Maintenance on the IT
Extreme Network Switches in the Data Center and Floor Stacks

Board approval is requested for an annual hardware service contract in the amount of \$53,558.90. This amount is based on a quote received from Extreme Network's authorized reseller, Carousel Industries, utilizing the State of Florida WSCA Contract (#43220000-WSCA-14-ACS), which was competitively bid by the State of Florida in 2014.

This contract provides software and technical support for CFX's Extreme Networks switches, which are critical components of the IT network infrastructure.

This maintenance service contract is funded in OM&A Budget.

Reviewed by: 
Rafael Millan 
Manager of Software Development



Quote

Document #:	203486-002
Expires On:	12/25/2015

Account Executive: Kenneth Jones

Email: KJones@carouselindustries.com

Phone:

Central Florida Expressway

Requested By:

Bill To Information

Central Florida Expressway
4974 Orlando Tower Rd
ENTERPRISE
Orlando, FL 32807

Ship To Information

Central Florida Expressway
4974 Orlando Tower Rd
ENTERPRISE
Orlando, FL 32807

Maintenance**Data Maintenance**

<u>Description</u>	<u>Qty</u>	<u>Ext. Price</u>
4974 Orlando Tower Road, Orlando FL		
Summit 300W AC PSU	1	\$0.00
Covers: 97004 (sn: 1304E-40231) 4/1/2016 - 3/31/2017		
Summit 300W AC PSU	1	\$0.00
Covers: 97004 (sn: 1304E-40221) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40435) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40703) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40704) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40356) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40705) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40702) 4/1/2016 - 3/31/2017		
Summit 750W PoE AC PSU	1	\$0.00
Covers: 97004 (sn: 1330A-40707) 4/1/2016 - 3/31/2017		
Summit X460-24t	1	\$375.00
Covers: (sn: 1119G-80363) 4/1/2016 - 3/31/2017		
Summit X460-24t	1	\$375.00
Covers: (sn: 1119G-80364) 4/1/2016 - 3/31/2017		
Summit X460-24x	1	\$695.00
Covers: (sn: 1229G-80653) 4/1/2016 - 3/31/2017		
Summit X460-24x	1	\$695.00
Covers: (sn: 1229G-80654) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1333N-41780) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1333N-41781) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00

Data Maintenance

<u>Description</u>	<u>Qty</u>	<u>Ext. Price</u>
Covers: (sn: 1306N-40130) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81189) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81203) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1105G-01954) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1105G-01910) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1105G-01955) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1105G-01905) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1103G-02998) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1103G-02997) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1105G-01907) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81264) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81208) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81204) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1151G-81207) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1323N-44581) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1324N-40110) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1324N-40109) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1323N-44582) 4/1/2016 - 3/31/2017		
Summit X460-48p	1	\$695.00
Covers: (sn: 1323N-44588) 4/1/2016 - 3/31/2017		
XGM3SB-4sf/module	1	\$225.00
Covers: (sn: 1305G-01535) 4/1/2016 - 3/31/2017		
XGM3SB-4sf/module	1	\$225.00
Covers: (sn: 1305G-01536) 4/1/2016 - 3/31/2017		
XGM3SB-4sf/module	1	\$225.00
Covers: (sn: 1305G-01537) 4/1/2016 - 3/31/2017		
XGM3SB-4sf/module	1	\$225.00
Covers: (sn: 1305G-01538) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40063) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40079) 4/1/2016 - 3/31/2017		

Data Maintenance

<u>Description</u>	<u>Qty</u>	<u>Ext. Price</u>
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40005) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40002) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40084) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40080) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40060) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40038) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40082) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40062) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40036) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40033) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40006) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40065) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40034) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40004) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40081) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40064) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40037) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40035) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40007) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40083) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40061) 4/1/2016 - 3/31/2017		
Summit 1100W AC PSU FB	1	\$0.00
Covers: 97004 (sn: 1503A-40003) 4/1/2016 - 3/31/2017		
X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1452N-40402) 4/1/2016 - 3/31/2017		
X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1452N-40372) 4/1/2016 - 3/31/2017		
X460-G2-48p-10GE4-Base	1	\$405.00

Data Maintenance

<u>Description</u>	<u>Qty</u>	<u>Ext. Price</u>
Covers: (sn: 1452N-40389) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42265) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42264) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42213) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42257) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42259) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42258) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42253) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1504N-42263) 4/1/2016 - 3/31/2017 X460-G2-48p-10GE4-Base	1	\$405.00
Covers: (sn: 1452N-40371) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40965) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40966) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40967) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40968) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40969) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-41042) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40971) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40972) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40975) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40976) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-41041) 4/1/2016 - 3/31/2017 Summit X460-G2 VIM-2q	1	\$125.00
Covers: (sn: 1439N-40970) 4/1/2016 - 3/31/2017	1	\$125.00
Data Maintenance Total		\$23,995.00

Finance Options

\$ Out Lease

FMV Lease

<u>Term</u>	<u>Monthly Payment</u>	<u>Term</u>	<u>Monthly Payment</u>
36	\$771.64	36	\$676.39
60	\$502.58	60	\$479.74

Key Advantages of Sales Financing

- Companies benefit from the use of technology and not the ownership - and transferring the risk onto the lessor allows the customer to focus on their productivity and business needs
- Addresses budget needs, cash flow patterns and streams of income
- Improves cash position
- Turn-key solution
- Interest and depreciation expense

Terms: Payments calculated are approximate; do not include taxes, fees, or insurance and are subject to change without notification. Any proposed transaction is subject to credit and documentation approval. This pricing tool is for information purposes only and does not constitute a commitment to provide financing. The equipment to be financed by this proposed transaction must be used for business purposes only.

About Carousel Capital Finance:

A business unit within Carousel Industries focused on securing financing for customers that are investing in Carousel's solution portfolio / value proposition. We are structured to provide customers a consultancy approach that not only focuses on our strength and value proposition on "What and Why to Buy the solution", but also "How to Buy the Solution". We have a number of financial firms and options to offer customers in the form of traditional finance, loan and lease products, but also can use our financial network to structure deals that allow customers to achieve their strategic objectives around areas such as Managed Services, Outsourcing and Hosted initiatives.

Any questions related to Carousel Capital Finance can be directed to: David White 678-892-3728 or dwhite@carouselindustries.com



Quote

Document #:	203486-002
Expires On:	12/25/2015

Quote Totals**Maintenance Total** **\$23,995.00****Grand Total** **\$23,995.00****Terms and Conditions**

All new products are guaranteed to be as specified by the manufacturer's documentation and are provided with the manufacturer's standard product warranty. All refurbished components are covered by a Carousel direct warranty. Customer is responsible for any electrical service, environmental conditions and cable work needed to support the quoted Products unless otherwise specified on the Quote. Any changes to the above Products and/or Scope of Work will require the written authorization of both Carousel and the Customer. The grand total does not include taxes and freight charges, and as applicable, these costs will be added to the invoice.

All work is done subject to the terms and conditions of Carousel's Master Agreement (available at <http://www.carouselindustries.com/company/master-agreement>), unless Carousel and the Customer have previously agreed to otherwise in writing.

Method of Payment☐ **Cash Purchase*****Terms of Payment:** Net 30 Terms*All cash purchases are subject to credit approval and down payments must be received prior to Product order or rendering of Services.☐ **Finance Option:** No money due in advance for qualified leasees.

Finance Type:

\$OutFMV

Terms: _____ months

By signing below, Customer makes an offer to purchase the Products and/or Services above from Carousel. Carousel's acceptance of this offer to purchase shall be evidenced by the conversion of the Quote into a Carousel Service Order, and the return of the Service Order number to the Customer.

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals on the basis of protected veteran status or disability, and require affirmative action by covered prime contractors and subcontractors to employ and advance in employment qualified protected veterans and individuals with disabilities.

Carousel Signature: _____

Name: _____

Title: _____

Date: _____

Customer Signature: _____

Name: _____

Title: _____

Date: _____