

ERATE RFP 1/8/2015

Washington Parish School Board
Attn: Jimmy Thigpen
800 Main Street
Franklinton, LA 70438

Date: January 7, 2014

From: Vincent Gilcrease, Senior Account Executive
Venture Technologies
8545 United Plaza Blvd
Building 3, Suite 379
Baton Rouge, LA 70809
(225) 923-5539 Office
(601) 326-9775 FAX
vincent.gilcrease@ventech.com

To: Jimmy Thigpen
Washington Parish School Board
800 Main Street
Franklinton, LA 70438

Re: Proposal and Quote from Venture Technologies for the Washington Parish School District RFP 2015-16.

Jimmy,

Venture Technologies presents our proposal in response to the School District's RFP 2015-16. In our response, we provide information about our company and capabilities, references, and quotes for equipment, maintenance, and installation services. Venture is responding to Sections III. and IV. under "Services Requested" on pages three through six of the RFP.

Best regards,



Vincent Gilcrease

Our Company:

Venture Technologies is an IT Solutions Provider that delivers Premise Infrastructure Solutions, Collaboration Solutions and Cloud Services to both private and public sector organizations. Founded in 1986, the company operates locations in Alabama, Colorado, Louisiana, Mississippi, Tennessee, and Wyoming.

In August of 2014, Venture Technologies merged with Information Systems Consulting, Inc. (ISC), located in Denver, Colorado. The newly formed company will continue to operate under the name of Venture Technologies. This merger creates a leading technology and cloud solutions provider, consistent with the emergence of hybrid technology partners. Concurrent with the merger, Venture acquired Strategic Allied Technologies (SAT) in Birmingham, Alabama. SAT is a strong solutions provider that augments Venture's expertise and capabilities in the Southeast.

As a result of the consolidation, Venture operates certified Data Centers in Jackson, Mississippi, Englewood, Colorado, and Casper, Wyoming. From these facilities, Venture provides a comprehensive suite of cloud services to thousands of domestic and international customers. In addition, Venture employs a staff of 205, including 61 account managers, 11 technical architects and 101 engineers producing almost \$150 million in annual revenue.

The company is differentiated by its technical expertise, commitment to customer service, and operational excellence. Venture Technologies has expertise and a long relationship with Cisco and has many certified engineers including 11 CCIE's. Venture has been recognized by Cisco for its technical ability and a commitment to excellence through Venture's Cisco Certified Gold Partner status and in 2014, Venture was named Cisco's SLED (State, Local, Education) 2013 Partner of the Year for the 11-state South Area.

In addition to Venture's nation wide presence, our company has a local presence based in its Baton Rouge, Louisiana office. In this office, Venture has 7 account managers, 2 technical architects, and 7 delivery engineers. **Our delivery engineers are based in Baton Rouge and are within 100 miles of Franklinton.**

References:

Southern University
Baton Rouge, Louisiana
Tony Moore, V.P. IT Management
(225) 279-4033
tony_moore@sus.edu

Monroe City Schools
Monroe, Louisiana
Mark Daff, MIS Director
(318) 325-0601
mark.daff@mcschools.net

Louisiana Department of Public Safety
Baton Rouge, Louisiana
Mark Sittig, Deputy Director
(225) 925-6372
Mike.sittig@dps.la.gov

Park County School District
Cody, Wyoming
James Kapptie, IT Director
(307) 587-4283
jameskapptie@park6.org

Moffat County School District
Marlene Knez, Director of Technology
Craig, Colorado
(970) 826-6267
marlene.knez@moffatsd.org

Services Requested:

III. Internal Connections

Equipment Quote:

The price of the requested equipment is **\$583,704.25**. All of the equipment is new and comes with a manufacturer's warranty.

We have quoted equivalent Cisco switches instead of the Cisco switches specified in the RFP because those switches are reaching end of sale by Cisco. We have replaced the 3750 switches with 3850 switches and we have replaced the 2960S switches with 2960X switches in our quote for equipment.

We replaced the 3750 switches with 3850 switches because the 3850 switch is the replacement model for the 3750 switches. Using 3850 switches instead of 3750 switches will extend the life of the investment in new equipment by going with the latest from the manufacturer. This will allow for a greater time that the equipment is supported by Cisco while using the latest technology from the manufacturer.

We replaced the 2960S switches with 2960X switches because the 2960S switch is approaching end of sale status from Cisco and the 2960X switch is the replacement model. Again, by going with the latest from Cisco, the life of the investment in the network equipment is extended while using the latest technology from the manufacturer.

All equipment and line items listed in our quote are necessary to install the requested equipment. Please see the attached quote with the title of "RFP-Equipment" for details and price.

Installation Quote:

The price to install the listed equipment in Section III. of the Services Requested section of the RFP is **\$86,600**. This price includes project management and engineering to install the equipment listed in our quote, titled "RFP-Equipment" at the sites identified in the RFP. As part of the installation, we include thirty days of free unlimited remote telephone based technical support provided by our Customer Support Center located in Englewood, Colorado. The thirty days of technical support begins after the conclusion of the install of the equipment.

Please see the attached quote with the title of "RFP-Install New Equipment" for price.

Upgrade Quote:

The price of modules and/or licenses needed to upgrade switch uplink ports from 1G to 10G is **\$25,625.00**. This price includes twenty-five 10G modules for the twenty-five 3850 switches that are

included in our equipment quote. We did not include modules for the 2960 switches because these switches already have 10G capability while having backwards compatibility with 1G connections. Please see the attached quote with the title "RFP-10G Upgrade" for details and price.

IV. Basic Maintenance of Network Equipment

Smartnet Quote:

The price for Smartnet for the new Cisco equipment is **\$202,084.44**. The Smartnet for the Cisco equipment is for 3 years and is for 8x5x4. Replacement parts are delivered within 4 hours of determining that part replacement is required during a standard workweek (8 hours per day, 5 days per week). Smartnet is only for new Cisco equipment listed in our quote, titled "RFP-Equipment". Cisco Smartnet provides the following:

- Direct access 24 hours a day, 365 days a year to specialized experts in the Cisco Technical Assistance Center (TAC).
- Extensive self-help support through Cisco's online knowledge base, communities, resources, and tools.
- Operating system (OS) software updates, including both minor and major releases within your licensed feature set.
- Advance hardware replacement options, including 4-hour replacement, as well as return for repair (RFR).

Smartnet that we quote does not cover the existing equipment located at the Central Office site but only for new Cisco equipment listed in our quote titled "RFP-Equipment". Smartnet does not cover the cabling at the eleven sites. Please see the attached quote with the title of "RFP-Install New Equipment" for details and price.

Managed Services

The price for the Managed Services Contract for up to 250 Cisco devices is **\$8,000** per month with a total price for 36 months of **\$288,000.00**. The Managed Services Contract will be billed on a monthly basis. The Managed Services Contract is only for Cisco equipment covered by a current Cisco Smartnet contract. This contract does not cover the cabling at the 11 sites.

The Managed Services Contract provides 24x7 unlimited call in technical support and remote monitoring of covered Cisco equipment. Technical support provided by the Managed Services Contract is for critical events and network down emergencies. The Managed Services Contract will dispatch a technician onsite when remote support is unable to resolve a network down event. Technical support is provided from our Customer Service Center (CSC) located in Englewood, Colorado. The CSC is staffed with Cisco certified engineers and maintains details of our customers' network environments so that issues can be resolved faster and more intelligently. The CSC will also leverage our customer's Cisco Smartnet contract when resolving issues so that the customer does not have to call Cisco and remain on a call and thus freeing up our customers' personnel to do other things.

Managed Services Contract provides the following:

- Telephone access to Venture Technologies CSC
- Web Portal Access
- All calls logged and tracked
- Defined event escalation levels and time-based response
- Monitoring of Network Elements, including but not limited to:
 - Network Interface Utilization
 - Network data and voice application monitoring and reporting



- Traffic Analysis from Netflow accessible devices
 - VoIP Statistics Reporting
- Reporting
 - Detailed ticket analysis
 - Summary Network Performance
 - Network Response Time
 - Network Utilization by device
 - Device uptime %network
 - Network average and peak utilization per device
 - CPU load per device/average/peak
 - Net Flow statistics
- Additional Services
 - Quarterly network IOS level sets
 - Onsite engineering
 - Onsite consultative reviews and analyses on trends and needs
 - Network discovery and documentation
 - Network down dispatch.

Please see the attached quote with the title of "RFP-Managed Services Contract" for price.

Summary

Our SPIN number for E-Rate and Form 470 is **143004397** and our service provider name is "GKR Systems, dba Venture Technologies, Inc."

In summary, we are pleased to present our proposal to your organization and we are confident that it will meet your requirements as defined in your RFP. Please contact me if you have any questions.

Best regards,

Vincent Gilcrease

RFP-Equipment

Prepared For:	Quote Information:
Name: Jimmy Thigpen	Quote #: 053873
Company: Washington Parish School Board	Created: 01/07/2015
Address: 800 Main Street Franklinton, LA 70434	Expires: 02/27/2015
Phone: 9858393436	Rep: Vincent Gilcrease
Email: jthigpen@wpsb.org	Email: vincent.gilcrease@ventech.com
	Phone: 225-923-5539

3850 24 Port Switches (Equivalent to WS-C3750X-24P-E)	Item	Qty	Price	Ext. Price
Cisco Catalyst 3850 24 Port PoE IP Services	WS-C3850-24P-E	5	\$4,633.00	\$23,165.00
North America AC Type A Power Cable	CAB-TA-NA	10	\$0.00	\$0.00
715W AC Config 1 Secondary Power Supply	PWR-C1-715WAC/2	5	\$410.00	\$2,050.00
Cisco Catalyst 3850 4 x 1GE Network Module	C3850-NM-4-1G	5	\$205.00	\$1,025.00
CAT3850 Universal k9 image	S3850UK9-36E	5	\$0.00	\$0.00
50CM Type 1 Stacking Cable	STACK-T1-50CM	5	\$0.00	\$0.00
Catalyst 3750X and 3850 Stack Power Cable 30 CM	CAB-SPWR-30CM	5	\$0.00	\$0.00
715W AC Config 1 Power Supply	PWR-C1-715WAC	5	\$0.00	\$0.00
			3850 24 Port Switches (Equivalent to WS-C3750X- 24P-E) Subtotal	\$26,240.00

3850 48 Port Switches (Equivalent to WS-C3750X-48P-E)	Item	Qty	Price	Ext. Price
Cisco Catalyst 3850 48 Port PoE IP Services	WS-C3850-48P-E	20	\$8,610.00	\$172,200.00
North America AC Type A Power Cable	CAB-TA-NA	40	\$0.00	\$0.00
715W AC Config 1 Secondary Power Supply	PWR-C1-715WAC/2	20	\$410.00	\$8,200.00
Cisco Catalyst 3850 4 x 1GE Network Module	C3850-NM-4-1G	20	\$205.00	\$4,100.00
CAT3850 Universal k9 image	S3850UK9-36E	20	\$0.00	\$0.00
50CM Type 1 Stacking Cable	STACK-T1-50CM	20	\$0.00	\$0.00
Catalyst 3750X and 3850 Stack Power Cable 30 CM	CAB-SPWR-30CM	20	\$0.00	\$0.00
715W AC Config 1 Power Supply	PWR-C1-715WAC	20	\$0.00	\$0.00

RFP-Equipment

3850 48 Port Switches (Equivalent to WS-C3750X-48P-E)	Item	Qty	Price	Ext. Price
3850 48 Port Switches (Equivalent to WS-C3750X-48P-E) Subtotal				\$184,500.00

2960-X 24 Port Switches (Equivalent to WS-C2960S-24PD-L)	Item	Qty	Price	Ext. Price
Catalyst 2960-X 24 GigE PoE 370W, 2 x 10G SFP+, LAN Base	WS-C2960X-24PD-L	4	\$1,883.95	\$7,535.80
AC Power cord, 16AWG	CAB-16AWG-AC	4	\$0.00	\$0.00
Power Retainer Clip For Cisco 3560-C and 2960-C Compact Swit	PWR-CLP	4	\$0.00	\$0.00
2960-X 24 Port Switches (Equivalent to WS-C2960S-24PD-L) Subtotal				\$7,535.80

2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPD-L)	Item	Qty	Price	Ext. Price
Catalyst 2960-X 48 GigE PoE 370W, 2 x 10G SFP+ LAN Base	WS-C2960X-48LPD-L	37	\$2,867.95	\$106,114.15
AC Power cord, 16AWG	CAB-16AWG-AC	37	\$0.00	\$0.00
Power Retainer Clip For Cisco 3560-C and 2960-C Compact Swit	PWR-CLP	37	\$0.00	\$0.00
2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPD-L) Subtotal				\$106,114.15

2960-X 24 Port Switches (Equivalent to WS-C2960S-24PS-L)	Item	Qty	Price	Ext. Price
Catalyst 2960-X 24 GigE PoE 370W, 2 x 10G SFP+, LAN Base	WS-C2960X-24PD-L	36	\$1,883.95	\$67,822.20
AC Power cord, 16AWG	CAB-16AWG-AC	36	\$0.00	\$0.00
Power Retainer Clip For Cisco 3560-C and 2960-C Compact Swit	PWR-CLP	36	\$0.00	\$0.00
2960-X 24 Port Switches (Equivalent to WS-C2960S-24PS-L) Subtotal				\$67,822.20

2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPS-L)	Item	Qty	Price	Ext. Price
Catalyst 2960-X 48 GigE PoE 370W, 2 x 10G SFP+ LAN Base	WS-C2960X-48LPD-L	26	\$2,867.95	\$74,566.70
AC Power cord, 16AWG	CAB-16AWG-AC	26	\$0.00	\$0.00
Power Retainer Clip For Cisco 3560-C and 2960-C Compact Swit	PWR-CLP	26	\$0.00	\$0.00

RFP-Equipment

2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPS-L)	Item	Qty	Price	Ext. Price
	2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPS-L) Subtotal			\$74,566.70

1000BASE SFP's	Item	Qty	Price	Ext. Price
1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	GLC-SX-MMD=	210	\$205.00	\$43,050.00
1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	GLC-LH-SMD=	3	\$407.95	\$1,223.85
	1000BASE SFP's Subtotal			\$44,273.85

Access Points	Item	Qty	Price	Ext. Price
802.11a/g/n Standalone AP, Int Ant, A Reg Domain	AIR-SAP1602I-A-K9	79	\$284.95	\$22,511.05
Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	AIR-AP-T-RAIL-R	79	\$0.00	\$0.00
802.11n AP Low Profile Mounting Bracket (Default)	AIR-AP-BRACKET-1	79	\$0.00	\$0.00
Cisco 1600 Series IOS WIRELESS LAN	S1G1K9W7-15202JB	79	\$0.00	\$0.00
	Access Points Subtotal			\$22,511.05

2960 Stacking Modules and Cables	Item	Qty	Price	Ext. Price
Catalyst 2960-X FlexStack Plus Stacking Module optional	C2960X-STACK=	50	\$489.95	\$24,497.50
Cisco FlexStack 50cm stacking cable	CAB-STK-E-0.5M	50	\$0.00	\$0.00
	2960 Stacking Modules and Cables Subtotal			\$24,497.50

UPS	Item	Qty	Price	Ext. Price
APC SMART UPS 3000VA 120V LCD	SMT3000	10	\$1,125.00	\$11,250.00
	UPS Subtotal			\$11,250.00

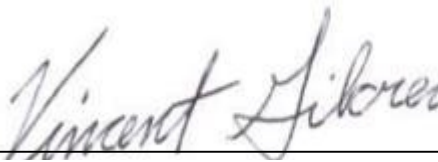
Patch Cables	Item	Qty	Price	Ext. Price
1FT CAT6 GRAY UTP PATCH MOLDED SNAGLESS	27130	3000	\$4.59	\$13,770.00
3FT CAT6 GRAY SNAGLESS PATCH CABLE TAA DIRECT SHIP ONLY	TAA980-03-GRY-S	100	\$6.23	\$623.00

RFP-Equipment

Patch Cables	Item	Qty	Price	Ext. Price
Patch Cables Subtotal				\$14,393.00

Recap	Extended Totals
3850 24 Port Switches (Equivalent to WS-C3750X-24P-E)	\$26,240.00
3850 48 Port Switches (Equivalent to WS-C3750X-48P-E)	\$184,500.00
2960-X 24 Port Switches (Equivalent to WS-C2960S-24PD-L)	\$7,535.80
2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPD-L)	\$106,114.15
2960-X 24 Port Switches (Equivalent to WS-C2960S-24PS-L)	\$67,822.20
2960-X 48 Port Switches (Equivalent to WS-C2960S-48LPS-L)	\$74,566.70
1000BASE SFP's	\$44,273.85
Access Points	\$22,511.05
2960 Stacking Modules and Cables	\$24,497.50
UPS	\$11,250.00
Patch Cables	\$14,393.00
Quote Totals	\$583,704.25

Submitted By:



Signature: _____

PO # _____

Shipping and handling charges are estimated. Customer is responsible for all applicable sales taxes. Unless other arrangements are made, the terms of all sales are due upon receipt and shall not be paid later than thirty days after delivery. Additional fees may apply for credit card orders. Any claims for shipping damages or requests for returns must be made within 15 days of delivery and require prior approval from Venture.

Unless otherwise specified in this quote or a separate Statement of Work, Venture shall provide any professional services included in this quote during standard business hours of 8 a.m. to 5 p.m. Central Time. Additional charges may apply to any work that must be performed outside of normal business hours.

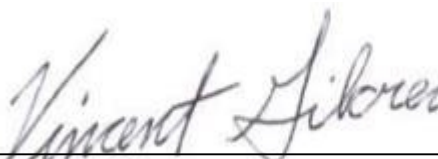
Travel and out-of-pocket expenses may apply. Please contact your Venture Account Manager for details.

RFP-Install New Equipment

Prepared For:	Quote Information:
Name: Jimmy Thigpen	Quote #: 053829
Company: Washington Parish School Board	Created: 01/05/2015
Address: 800 Main Street Franklinton, LA 70434	Expires: 02/27/2015
Phone: 9858393436	Rep: Vincent Gilcrease
Email: jthigpen@wpsb.org	Email: vincent.gilcrease@ventech.com
	Phone: 225-923-5539

Services	Item	Qty	Price	Ext. Price
Venture Professional Services - Fixed Fee	102	1	\$84,600.00	\$84,600.00
Services Subtotal				\$84,600.00

Recap	Extended Totals
Services	\$84,600.00
Quote Totals	\$84,600.00

Submitted By:

Signature: _____

PO # _____

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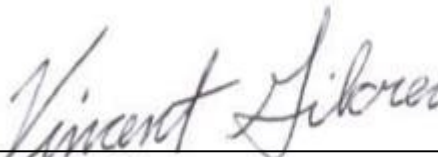
RFP-10G Upgrade

Prepared For:	Quote Information:
Name: Jimmy Thigpen	Quote #: 053899
Company: Washington Parish School Board	Created: 01/07/2015
Address: 800 Main Street Franklinton, LA 70434	Expires: 02/27/2015
Phone: 9858393436	Rep: Vincent Gilcrease
Email: jthigpen@wpsb.org	Email: vincent.gilcrease@ventech.com
	Phone: 225-923-5539

Product	Item	Qty	Price	Ext. Price
Cisco Catalyst 3850 2 x 10GE Network Module	C3850-NM-2-10G=	25	\$1,025.00	\$25,625.00
Product Subtotal				\$25,625.00

Recap	Extended Totals
Product	\$25,625.00
Quote Totals	\$25,625.00

Submitted By:



Signature: _____

PO # _____

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Travel and out-of-pocket expenses may apply. Please contact your Venture Account Manager for details.

RFP-Smartnet

Prepared For:	Quote Information:
Name: Jimmy Thigpen	Quote #: 053901
Company: Washington Parish School Board	Created: 01/07/2015
Address: 800 Main Street Franklinton, LA 70434	Expires: 02/27/2015
Phone: 9858393436	Rep: Vincent Gilcrease
Email: jthigpen@wpsb.org	Email: vincent.gilcrease@ventech.com
	Phone: 225-923-5539

Product	Item	Qty	Price	Ext. Price
SMARTNET 8X5X4 Cisco Catalyst 3850 24 Port PoE IP Servi, Months Duration: 36.0	CON-SNTE-WSC384PE	5	\$2,005.32	\$10,026.60
SMARTNET 8X5X4 Cisco Catalyst 3850 24 Port PoE IP Servi, Months Duration: 36.0	CON-SNTE-WSC388PE	20	\$3,727.08	\$74,541.60
SMARTNET 8X5X4 Catalyst 2960-X 24 GigE PoE 370W, 2 x 10, Months Duration: 36.0	CON-SNTE-WSC604DL	40	\$816.00	\$32,640.00
SMARTNET 8X5X4 Catalyst 2960-X 48 GigE PoE 370W, 2 x 10, Months Duration: 36.0	CON-SNTE-WSC48LPD	63	\$1,242.36	\$78,268.68
SMARTNET 8X5X4 802.11a/g/n Standalo, Months Duration: 36.0	CON-SNTE-S1602IA	79	\$83.64	\$6,607.56
Product Subtotal			\$202,084.44	

Recap	Extended Totals
Product	\$202,084.44
Quote Totals	\$202,084.44



Submitted By:

Vincent L. Gibrea

Signature: _____

PO # _____

Shipping and handling charges are estimated. Customer is responsible for all applicable sales taxes. Unless other arrangements are made, the terms of all sales are due upon receipt and shall not be paid later than thirty days after delivery. Additional fees may apply for credit card orders. Any claims for shipping damages or requests for returns must be made within 15 days of delivery and require prior approval from Venture.

Unless otherwise specified in this quote or a separate Statement of Work, Venture shall provide any professional services included in this quote during standard business hours of 8 a.m. to 5 p.m. Central Time. Additional charges may apply to any work that must be performed outside of normal business hours.

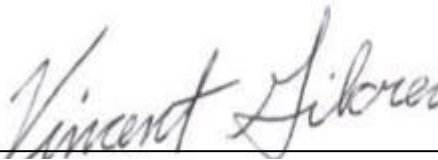
Travel and out-of-pocket expenses may apply. Please contact your Venture Account Manager for details.

RFP-Managed Services Contract

Prepared For:	Quote Information:
Name: Jimmy Thigpen	Quote #: 053900
Company: Washington Parish School Board	Created: 01/07/2015
Address: 800 Main Street Franklinton, LA 70434	Expires: 02/27/2015
Phone: 9858393436	Rep: Vincent Gilcrease
Email: jthigpen@wpsb.org	Email: vincent.gilcrease@ventech.com
	Phone: 225-923-5539

Services	Item	Qty	Price	Ext. Price
Venture Technologies Managed Services Contract 250 Devices including monitoring, 3-Year Term	101	36	\$8,000.00	\$288,000.00
			Services Subtotal	\$288,000.00

Recap	Extended Totals
Services	\$288,000.00
Quote Totals	\$288,000.00

Submitted By:

Signature: _____

PO # _____

Shipping and handling charges are estimated. Customer is responsible for all applicable sales taxes. Unless other arrangements are made, the terms of all sales are due upon receipt and shall not be paid later than thirty days after delivery. Additional fees may apply for credit card orders. Any claims for shipping damages or requests for returns must be made within 15 days of delivery and require prior approval from Venture.

Unless otherwise specified in this quote or a separate Statement of Work, Venture shall provide any professional services included in this quote during standard business hours of 8 a.m. to 5 p.m. Central Time. Additional charges may apply to any work that must be performed outside of normal business hours.

Travel and out-of-pocket expenses may apply. Please contact your Venture Account Manager for details.

STRENGTH AND DEPTH

Venture Technologies' investment in our people, methodologies and processes – as well as our relationships with leading manufacturers – ensure that we will be able to implement these new technologies for our customers as effectively as possible.

BORDERLESS NETWORKS ROUTE/SWITCH/SECURITY/WIRELESS



DATA CENTER



 Venture - West
  Venture - South
 Includes all field engineers and customer service center representatives

COLLABORATION



EMC

Consolidated Advanced



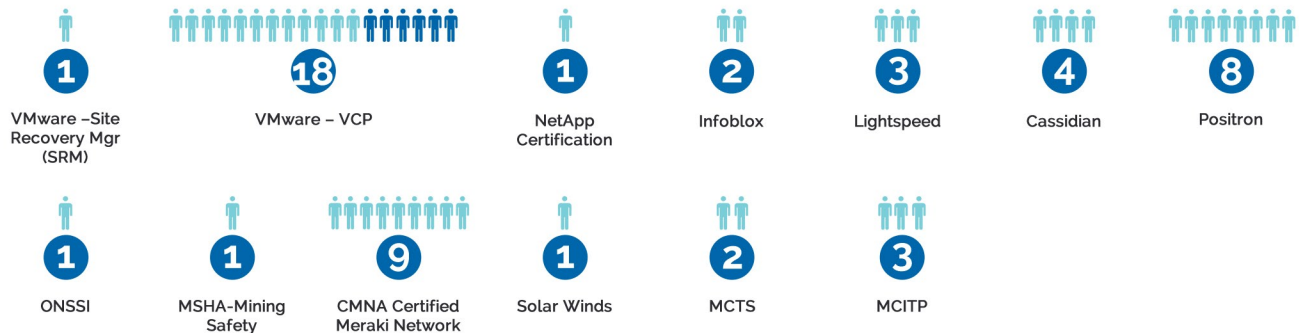
Backup Advanced



Marketing



OTHER SERVICE STRENGTHS



 Venture - West
  Venture - South
 Includes all field engineers and customer service center representatives



V-Pledge: You can count on Venture Technologies to listen and understand your unique needs and to design solutions that align with your business objectives. We pledge only to make commitments that we can keep and to deliver IT solutions on-time and within budget through our highly skilled, resourceful staff. At Venture, common sense, reason, and fairness frame our relationship with everyone we serve. It all comes down to treating you the way we would like to be treated—with respect and integrity.