Norton City Schools - New School Wireless Services Quote
2 Year Term

Hosted Managed Wireless

NEOnet's hosted Cisco wireless service can help offer districts the enterprise wireless solution they need at a low price point by centralizing the access point management and deploying the service from our state of the art data center down to the building level securely and efficiently. The following section breaks down the cost and the features of the service.

Hosted Wireless Service Features

• NEOnet installation and wireless design services
• NEOnet support and troubleshooting assistance
• Software maintenance and upgrades
• LDAP/Radius integration
• Cisco Prime management interface
• Heat map import
• Redundant wireless controllers

Optional Features

• Wireless Surveys*

*Wireless surveys are a very important part of a successful wireless implementation. Not performing a survey to verify AP placement could result in coverage gaps or interference causing client performance issues.

Erate Eligible Costs:

The following section breaks down all the costs associated with the service that are E-Rate eligible. The discounts are based on the estimated percentages below:

	Base	Year 1	Year 2	Year 3
District Erate Discount	60%	60%	60%	60%

Hosted Wireless Service Costs:

The following section gives a cost breakdown of NEOnet's hosted wireless service costs.

APs included in the Service: 71

Wireless Service Costs Before Erate

Year 1 -	$5,751
Year 2 -	$5,751
Year 3 -	$5,751
Total -	$17,253

Wireless Service Costs After Erate

Year 1 -	$2,300
Year 2 -	$2,300
Year 3 -	$2,300
Total -	$6,901

Wireless Equipment Costs:

This section breaks down any equipment costs involved with implementing the NEOnet hosted wireless service. If there is no connection to NEOnet currently, VPN hardware and installation will be included in the propsal for management connectivity. Please see Appendix A of this document for a detailed breakout of equipment and the associated costs.

Wireless Equipment Costs Before Erate

Switches:	$0
SFPs:	$0
Access Points:	$0
Misc Equipment:	$0
Total -	$0

Wireless Equipment Costs After Erate

Switches:	$0
SFPs:	$0
Access Points:	$0
Misc Equipment:	$0
Total -	$0

Wireless Installation Costs:

The following section gives a cost breakdown for the installation and migration to NEOnet's hosted wireless solution. This cost is based on the number of access points and additional cabling, mounting and hardware required.

Wireless Installation Before Erate

Cabling:	$0
AP Mounting:	$0
Switch Installation:	$0
Misc Installation:	$0
Total -	$0

Wireless Installation After Erate

Cabling:	$0
AP Mounting:	$0
Switch Installation:	$0
Misc Installation:	$0
Total -	$0

Quote Summary:

The following section totals all the Erate eligible and ineligible costs to show a year by year total cost for the NEOnet hosted wireless service.

Total NEOnet Wireless Service Costs - Pre Erate

	Total		Per AP Cost	
Year 1 -	$5,751			
Year 2 -	$5,751		36 Months*	$10.13
Year 3 -	$5,751			
Total -	$17,253			

Total NEOnet Wireless Service Costs - Post Erate

			Per AP Cost	
Year 1 -	$2,300			
Year 2 -	$2,300			
Year 3 -	$2,300		36 Months*	$4.05
Total -	$6,901			

NEOnet Wireless Service Costs - Post Erate w/ Leased AP

			Per AP Cost	
Year 1 -	$2,300			
Year 2 -	$2,300		36 Months*	$4.05
Year 3 -	$2,300			
Total -	$6,901			

*This per AP rate takes into consideration all the hardware, installation and NEOnet service for the term of the contract.

Contact Us:

If you have any questions regarding the details in this quote or need anything adjusted, please feel free to reach out for help to one of the following individuals:

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Appendix A - Equipment Detail

Product	Price	Qty	Total
Catalyst 2960-X Series GE Switch 1G Uplinks LAN Base POE			
Catalyst 2960-X 48 GigE PoE 740W 4 x 1G SFP LAN Base	$3,627.25	0	$0.00
Catalyst 2960-X 24 GigE PoE 370W 4 x 1G SFP LAN Base	$1,757.25	0	$0.00
Catalyst 2960-X Series GE Switch 10G Uplinks LAN Base POE			
Catalyst 2960-X 48 GigE PoE 740W 2 x 10G SFP+ LAN Base	$4,397.25	0	$0.00
Catalyst 2960-X 24 GigE PoE 370W 2 x 10G SFP+ LAN Base	$2,527.25	0	$0.00
Catalyst 2960-X Stack Modules and Cables			
Catalyst 2960X FlexStack Stack Module optional for LAN Base	$657.25	0	$0.00
Cisco FlexStack 50cm stacking cable (Extra)	$55.00	0	$0.00
Cisco FlexStack 1m stacking cable	$110.00	0	$0.00
Cisco FlexStack 3m stacking cable	$110.00	0	$0.00
	Switch Total:	0	$0.00
Switch SFPs			
1000Base SX, 550 meters, 850 nm SFP transceiver	$65.00	0	$0.00
1000Base-Copper T SFP, 100m - 328ft, RJ45	$80.00	0	$0.00
1000Base-LX/LH SFP, 1310nm, 10km, LC, SMF	$90.00	0	$0.00
10GBase-SR SFP+, 300m, 850nm, LC, MMF	$250.00	0	$0.00
10GBase-LR SFP+, 10km, 1310nm, LC, SMF	$400.00	0	$0.00
10GBase LRM, 220 meters, 1310 nm SFP+ transceiver	$380.00	0	$0.00
	SFP Total:	0	$0.00
WIRELESS Access Points			
Cisco 1702i 802.11ac CAP; Int Ant; A Reg Domain	$306.00	0	$0.00
Cisco 2702i 802.11ac CAP; int Ant; A Reg Domain	$482.00	0	$0.00
Cisco 3702i 802.11ac CAP; Int Ant; A Reg Domain	$658.00	0	$0.00
Cisco 1602i 802.11a/g/n CAP; Int Ant, A Reg Domain	$306.00	0	$0.00
Cisco 2602i 802.11a/g/n CAP; Int Ant; A Reg Domain	$482.00	0	$0.00
Cisco 3602i 802.11a/g/n CAP; Int Ant; A Reg Domain	$658.00	0	$0.00
No cost - existing AP count	$0.00	71	$0.00
	AP Total:	71	$0.00
MISC			
ASA 5505 Appliance with SW 50 Users 8 ports DES	$500.00	0	$0.00
APC Smart-UPS 1440VA Rack mount UPS - 1.44 kVA/1 kW - 2U	$673.00	0	$0.00
APC UPS Network Management Card - SmartSlot	$241.86	0	$0.00
	MISC Total:	0	$0.00
	Equipment Grand Total:		**$0.00**