



SOLE SOURCE / BEST SOURCE JUSTIFICATION

To be completed by Unit or Area and forwarded to
Procurement Unit of Financial Services

Vendor/Amount \$ \$394,943.90

Unit or Area ITSU Date 04/11/2017

- Sole Source – A single vendor is uniquely qualified to meet the City's procurement objective.

Provide an explanation of the "need" that has to be fulfilled, focusing on the requirements (not a description of the product or service, which satisfies that need). Why is this vendor the only one that can fulfill the need identified?

Describe the unique aspects of their product or service or attach letter from vendor:

Check appropriate reason below:

- This is a product manufactured by a single vendor.
- This product or service is sold only through this single distributor.
- This service is unique to a single organization.
- An unusual or compelling urgency exists (explain below).

What activities have already occurred prior to submitting this request? Discuss what other products and services in the market were reviewed and why they didn't fulfill the need. Have you already evaluated products or services available on the market and then made a determination that this product or service is the only one that meets your need? Has the vendor already done any work related to this project or purchase?

Extreme Networks is the preferred switch and software supplier for the City of Ann Arbor's network. The City has more than 100 Extreme Networks switches, utilizes Extreme Networks Management Software to monitor the network and Amerinet provides the 3 yr support contract for our hardware.


Best Source – Does the need meet one of the following “best source” definitions instead of the sole source definition referenced above (explain below):

- The product or service must match or be compatible with current equipment or services; or
- It would not be economically feasible for another vendor to provide the product or service needed; or
- A single vendor is uniquely qualified to fulfill the City's need; or
- An unusual or compelling urgency exists.



To obtain quotes for Extreme Networks all resellers go through the local Extreme Networks Territory Manager. Amerinet holds preferred status with Extreme Networks as its preferred reseller in the State of Michigan and is therefore provided the lowest pricing. The current pricing structure provided to the city is matching the contract that Extreme Networks holds with REMC under agreement number 14627.

Please see attached document for additional explanation

REQUESTED BY:

Signature  Date 4-12-17
(Typed Name) David Harris

APPROVALS:

Unit Manager  Date 4/14/17
Service Area Admin.  Date 4-14-17



1241 S. Maple Road
Ann Arbor, MI 48103
(734) 995-1233
(734) 995-8307 Fax
www.amerinet.com

August 15, 2012

Dave Harris
City of Ann Arbor
301 E. Huron Street
Ann Arbor, MI 48104
734-323-6803

Dear Mr. Harris,

Thank you for your business. We have been providing Extreme Networks products and services to the City of Ann Arbor for many years. AmeriNet strives to provide the ideal products with the best service at the most reasonable price possible. The current agreement AmeriNet works from for education and government pricing on Extreme Networks products and services in Michigan is to match the agreement with REMC. Please know that AmeriNet is using the same pricing as on the REMC contract. Our local Territory Manager, Jeff Green, from Extreme Networks works with us to provide this contract pricing to the city. Please let me know if you have any questions about the products, services offerings.

Thank you,

Tobi Sicklesteel
Director of Sales



City of Ann Arbor | Extreme Networks | Switches for New Fiber Ring Final 3-27-2017

To:
 David Harris
 City of Ann Arbor
 301 E. Huron Street
 Ann Arbor, MI 48107-8647
 734.323.6803
 dharris@a2gov.org

From:
 Eric Driscoll
 AmeriNet
 1241 S. Maple Rd.
 Ann Arbor, MI 48103
 Phone: 734-995-1233
 edriscoll@AmeriNet.com

Summary

Total Amount: **\$394,943.90** Quote ID: QUO-15021-K5J8
 Shipping Method: Date: 3/27/2017
 Payment Terms: Net 30

Details

Product ID	Product	Quantity	Price	Sub Total
APS-2014	AmeriNet Professional Services Systems Engineer hourly labor. All time including travel hours, spent on the project by professional, technical and clerical personnel will be billed. (Travel time and Travel expenses will not be billed to locations within our service area.) Unless otherwise stated, any cost estimate presented in a proposal is for budgetary purposes only, and is not a fixed price.If after-hours work is necessary personnel will bill at time-and-one-half of their regular hourly rate. After-hours work will not be conducted without prior authorization from client. Any timelines or dates in this document are best estimates only, and may change due to factors beyond APS 's control.	45.00	\$200.00	\$9,000.00
10061	Power Cord 10A NEMA 5-15P IEC320-C13	8.00	\$9.00	\$72.00
10099	Power Cord 13A USA NEMA 5-15 IEC320-C15	42.00	\$15.00	\$630.00
10301	10 Gigabit Ethernet SFP+ Module 850nm MMF 26-300m Link LC Connector	16.00	\$717.00	\$11,472.00
10302	10 Gigabit Ethernet SFP+ Module 1310nm SMF 10km Link LC Connector	51.00	\$1,157.10	\$59,012.10
10306	10 Gigabit Ethernet SFP Plus Passive Cable Assembly 5m Length	5.00	\$120.00	\$600.00
10311	0.5m QSFP Plus Passive Copper Cable	2.00	\$150.00	\$300.00
10313	40 Gigabit Ethernet QSFP Plus Passive Copper Cable Assembly 3m Length	2.00	\$297.00	\$594.00
10335	40Gb ER4 40km SMF QSFP+ LC	8.00	\$14,097.65	\$112,781.20
10925	550W AC Power Supply Module for Summit Switches Front-to-Back Airflow	8.00	\$357.00	\$2,856.00
10945	Fan Module for Summit X460-G2 Series Switches - Front to Back Airflow	23.00	\$177.00	\$4,071.00
10951	715W AC Power Supply Module - Front to Back Airflow	44.00	\$537.00	\$23,628.00
16117	Option Card Two Unpopulated 10 Gigabit SFP+ Slots Compatible with Summit X460	1.00	\$672.60	\$672.60
16177	X450-G2-24p-10GE4-Base	20.00	\$2,337.00	\$46,740.00
16179	X450-G2-48p-10GE4-Base	3.00	\$3,957.00	\$11,871.00
17111	Summit X670 Fan Module FB	12.00	\$297.00	\$3,564.00
17131	Summit X670 Series Core License - VOUCHER	4.00	\$3,597.00	\$14,388.00

Thank you for the opportunity to quote these products. Please note: Prices quoted are valid for 30 days. Applicable taxes and shipping charges are additional. Returns or cancellation of order(s) may be subject to a fee. We look forward to helping you in the future.



Product ID	Product	Quantity	Price	Sub Total
17133	Summit X670 MPLS Feature Pack - VOUCHER	4.00	\$2,397.00	\$9,588.00
17310	Summit X670-G2-48X-4Q Base Unit	4.00	\$10,626.00	\$42,504.00
97000-17131	EW Software and TAC - 17131 COTERM: This Year Term: 365 Days	4.00	\$310.00	\$1,240.00
97000-17133	EW Software and TAC - 17133 COTERM: This Year Term: 365 Days	4.00	\$190.00	\$760.00
97004-16177	EW NBD AHR - 16177 COTERM: This Year Term: 365 Days	19.00	\$255.00	\$4,845.00
97004-16179	EW NBD AHR - 16179 COTERM: This Year Term: 365 Days	3.00	\$365.00	\$1,095.00
97008-17310	EW 4hr On-Site - 17310 COTERM: This Year Term: 365 Days	4.00	\$2,540.00	\$10,160.00
97004-XGM3-2SF	EW NBD AHR Summit XGM3-2SF COTERM: This Year Term: 365 Days	1.00	\$150.00	\$150.00
PS-ESU-10	Enterasys Service Units 10-Pack	1.00	\$22,000.00	\$22,000.00
Ground Shipping	Estomated Ground Shipping	1.00	\$350.00	\$350.00
Total				\$394,943.90

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