

CISCO Products & Wireless Access Points

IBM Australia Ltd

(ABN: 79 000 024 733)

Pricing within this document is indicative – to place an order with IBM you must request a Quote via itsquote@au1.ibm.com

**Pricing validity is based upon the term stated on the IBM quote.
Pricing is subject to change based upon Cisco Systems
recommended retail price list**

CONTENTS

- 1. What's available?**
- 2. How do I order?*
- 3. How do I obtain hardware support?*
- 4. Who do I contact if I have a query about the Contact?*
- 5. What are the Technical Specifications of the Products?*

1. What's available?

IBM is providing all Department of Education and Early Childhood Development (DEECD) schools the opportunity to purchase the below Cisco products at a great price.

2. How do I order?

You must request a quote from itsquote@au1.ibm.com for formal pricing. Pricing within this document is indicative.

When requesting the formal quote from IBM, please provide the following details:

Customer Name
Customer Address
City
State
Post Code
Customer ABN
Cust Contact Name
Cust Contact Phone
Email
Title
Required lead time of goods
List of items to be quoted and Qty's

For Quote Requests / ETA's and any general enquiries please email:

itsquote@au1.ibm.com

Attention: Nicole Sakovits (nee: Merryweather)

Standard turn around time on quotes is 24-48 hours.

Schools contact

Remco Faasse

Ph: 02 9407 9170

Fax: 02 8853 3598

refaasse@au1.ibm.com

For escalation, you can contact;

Craig Miles

Ph: 0412 019 015

craig.miles@au1.ibm.com

Mukesh Sharma

Ph: 02 9354 9886

Fax: 02 8853 3598

musharma@au1.ibm.com

When Schools place an order on IBM they must have a quote reference (Signable quote number or SOW) on their Purchase Order.

<p>To place your order - please email:</p> <p>itsquote@au1.ibm.com</p> <p>Attention: Nicole Sakovits (nee: Merryweather)</p>	<p>For escalation, you can contact;</p> <p>Craig Miles Ph: 0412 019 015 craig.miles@au1.ibm.com</p> <p>Mukesh Sharma Ph: 02 9354 9886 Fax: 02 8853 3598 musharma@au1.ibm.com</p>
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Once contacted, IBM will provide a Sales Quote (SQ) for the equipment required for the individual school.

There are two options in regards to purchasing – depending on local stock and the time frame in which you require the goods.

Firstly IBM will source directly from the manufacturer which usually has a four to six week lead time.

Secondly IBM will source from a local distribution partner which will ensure the product can be delivered within a week from order. (IBM will make sure there is stock available for this as there is a surcharge for local supply)

Additional costs to the panel price are incurred for procurement from a Cisco local distribution partner, due to stock being warehoused in Australia. These costs will be included into the equipment pricing in the Sales quote provided.

NOTE: Pricing in table below is based on Cisco Direct purchase. Lead time is roughly 4-6 weeks from time of order.

If the school is happy with the pricing, it can submit a purchase order by email to itsquote@au1.ibm.com. Craig Miles is the point of escalation for the schools within IBM.

Once the order has been fulfilled IBM will contact the school to ensure, everything has been received.

3. How do I obtain hardware support?

DEECD calls are logged via the IBM Helpdesk number on 131426

4. Who do I contact if I have a query about the contract?

Enquiries concerning the IBM contract may be directed to the Information Technology Contract Management Office by e-mail at ict.contracts@edumail.vic.gov.au

Panel Price List (for ongoing purchases) – Unit Prices

“Prices to be made available to Schools and Offices of the Department for ongoing purchases”

Description of Goods	Product Code	Amount of Contract Goods for Panel Based on Indicative Quantity of Goods			
		Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)
1. Cisco Core Switch 3560X- 24 Port PoE Gigabit, including network module	WS-C3560X-24P-S	Per Unit	\$2,055.68	\$205.57	\$2,261.25
2. Cisco Core Switch 3560X- 48 Port PoE Gigabit, including network module	WS-C3560X-48PF-S	Per Unit	\$3,854.49	\$385.45	\$4,239.94
3. Cisco Enterprise Edge Switch 2960S 24ps-L	WS-C2960S-24PS-L	Per Unit	\$1,150.21	\$115.02	\$1,265.23
4. Cisco Enterprise Edge Switch 2960S 48ps-L	WS-C2960S-48LPS-L	Per Unit	\$1,870.00	\$187.00	\$2,057.00
5. Cisco 1262 Wireless access Points Configured for controller; IOS 6 Articulated Aerials; Does not include a power injector.	AIR-LAP1262N-N-K9	Per Unit	\$423.73	\$42.38	\$466.11
6. Cisco 2504 Wireless Controller with 25 AP Licenses	AIR-CT2504-25-K9	Per Unit	\$2419.21	\$241.92	\$2661.13
7. Cisco 5508 Wireless LAN controller 5508-12 12 WAP	AIR-CT5508-12-K9	Per Unit	\$4,036.44	\$403.64	\$4,440.08
8. Cisco 5508 Wireless LAN controller 5508-25 25 WAP	AIR-CT5508-25-K9	Per Unit	\$5,871.91	\$587.19	\$6,459.10
9. Cisco 5508 Wireless LAN controller 5508-50 50 WAP	AIR-CT5508-50-K9	Per Unit	\$8,258.02	\$825.80	\$9,083.82
10. Cisco 5508 Wireless LAN controller 5508-100 100 WAP	AIR-CT5508-100-K9	Per Unit	\$14,682.42	\$1,468.24	\$16,150.66
11. Cisco 5508 Wireless LAN controller 5508-250 250 WAP	AIR-CT5508-250-K9	Per Unit	\$23,860.03	\$2,386.00	\$26,246.03
12. Cisco 5508 Wireless LAN Controller 25 AP license upgrade	L-LIC-CT5508-25A	Per Unit	\$4,587.08	\$458.71	\$5,045.79

Description of Goods	Product Code	Amount of Contract Goods for Panel Based on Indicative Quantity of Goods			
		Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)
13. Cisco 5508 Wireless LAN Controller 50 AP license upgrade	L-LIC-CT5508-50A	Per Unit	\$7,890.92	\$789.09	\$8,680.01
14. Cisco 5508 Wireless LAN Controller 100 AP license upgrade	L-LIC-CT5508-100A	Per Unit	\$11,928.95	\$1,192.90	\$13,121.85
15. Small Form Factor Port Transceivers GE SFP, LC connector SX transceiver (Fibre) ^a	GLC-SX-MM=	Per Unit	\$183.55	\$18.36	\$201.91
16. Small Form Factor Port Transceivers GLC-T 1000BASE-T SFP (Copper) ^a	GLC-T=	Per Unit	\$145.03	\$14.50	\$159.53
17. Network Module 1G ^a	C3KX-NM-1G=	Per Unit	\$183.55	\$18.36	\$201.91
18. Network Module 10G ^a	C3KX-NM-10G=	Per Unit	\$917.73	\$91.77	\$1,009.50
19. Power injector to suit Cisco 1262 WAP ^a	AIR-PWRINJ4=	Per Unit	\$48.28	\$4.83	\$53.11

^a Support and maintenance is covered via the component to which the transceivers, module or power injector are plugged into.

Panel Price List (for ongoing purchases) – Support and Maintenance Prices

“Prices to be made available to Schools and Offices of the Department for ongoing purchases”

Description of Goods	Amount of Contract Support and Maintenance Services for Goods Based on Indicative Quantity of Goods							
	Annual Price				Upfront Price for Three (3) Years			
	Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)	Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)
1. Cisco Core Switch 3560X- 24 Port PoE Gigabit	Per Unit	\$278.08	\$27.81	\$305.89	Per Unit	\$834.24	\$83.43	\$ 917.67
2. Cisco Core Switch 3560X- 48 Port PoE Gigabit	Per Unit	\$278.08	\$27.81	\$305.89	Per Unit	\$834.24	\$83.43	\$ 917.67
3. Cisco Enterprise Edge Switch 2960S 24ps-L	Per Unit	\$87.58	\$8.76	\$96.34	Per Unit	\$262.74	\$26.28	\$ 289.02
4. Cisco Enterprise Edge Switch 2960S 48ps-L	Per Unit	\$87.58	\$8.76	\$96.34	Per Unit	\$262.74	\$26.28	\$ 289.02
5. Cisco 1262 Wireless access Points Configured for controller; IOS 6 Articulated Aerials;	Per Unit	\$18.89	\$1.89	\$20.78	Per Unit	\$56.67	\$5.67	\$ 62.34
6. Cisco 2504 Wireless Controller with 25 AP Licenses	Per Unit	\$373.11	\$37.31	\$410.42	Per Unit	\$1119.34	\$111.93	\$1231.27
7. Cisco 5508 Wireless LAN controller 5508-12 12 WAP	Per Unit	\$455.81	\$45.58	\$501.39	Per Unit	\$1,367.43	\$136.74	\$ 1,504.17
8. Cisco 5508 Wireless LAN controller 5508-25 25 WAP	Per Unit	\$663.03	\$66.30	\$729.33	Per Unit	\$1,989.09	\$198.90	\$ 2,187.99
9. Cisco 5508 Wireless LAN controller 5508-50 50 WAP	Per Unit	\$932.13	\$93.21	\$1,025.34	Per Unit	\$2,796.39	\$279.63	\$ 3,076.02
10. Cisco 5508 Wireless LAN controller 5508-100 100 WAP	Per Unit	\$1,657.39	\$165.74	\$1,823.13	Per Unit	\$4,972.17	\$497.22	\$ 5,469.39
11. Cisco 5508 Wireless LAN controller 5508-250 250 WAP	Per Unit	\$2,693.13	\$269.31	\$2,962.44	Per Unit	\$8,079.39	\$807.93	\$ 8,887.32
12. Cisco 5508 Wireless LAN controller 25 AP Adder Licence	Per Unit	\$503.05	\$50.31	\$553.36	Per Unit	\$1,509.15	\$150.93	\$ 1,660.08
13. Cisco 5508 Wireless LAN controller 50 AP Adder License	Per Unit	\$864.97	\$86.50	\$951.46	Per Unit	\$2,594.91	\$259.50	\$ 2,854.38
14. Cisco 5508 Wireless LAN controller 100 AP Adder License	Per Unit	\$1,307.43	\$130.74	\$1,438.17	Per Unit	\$3,922.29	\$392.23	\$4,314.52
15. Small Form Factor Port Transceivers GE SFP, LC connector SX transceiver (Fibre) ^a								
16. Small Form Factor Port Transceivers GLC-T 1000BASE-T SFP (Copper) ^a								

Description of Goods	Amount of Contract Support and Maintenance Services for Goods Based on Indicative Quantity of Goods							
	Annual Price			Upfront Price for Three (3) Years				
	Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)	Basis of cost	GST exclusive amount	GST amount	Contract price (including GST)
17. Network Module 1G ^a								
18. Network Module 10G ^a								
19. Power injector to suit Cisco 1262 WAP ^a								

^a Support and maintenance is covered via the component to which the transceivers or power injector are plugged into.