Alameda Unified School District

Wireless Access Point RFP – Option 1 E-Rate Year 21 / Funding Year 2018-2019 03/06/2018 Digital Copy



CDW Government LLC 230 N. Milwaukee Ave. Vernon Hills, IL 60061 E-Rate SPIN # 143005588





One CDW Way 230 N. Milwaukee Ave Vernon Hills, IL 60061 P: 847.371.5800 F: 847.465.6800 Toll-Free: 800.808.4239 www.cdwg.com/PeopleWhoGetlT

Alameda Unified School District 2060 Challenger Dr. Alameda, CA 94501

03/06/2018

RE: Wireless Access Points RFP – Option 1

Dear Mr. Del Valle,

Alameda Unified School District is seeking a qualified vendor to provide WAP's. CDW Government LLC (CDW•G), a leading provider of technology solutions to K-12 schools, is pleased to present this response for Wireless Access Points RFP.

Our products are housed in our two state-of-the-art distribution centers, which are equipped to ensure that Alameda Unified School District receives the requested products on schedule. Our strength is in servicing large numbers of customers with multiple orders, while adding valuable services. Here are a few of the reasons our customers return to us time and again:

- **Superior E-Rate Contract Support.** CDW•G understands the need for well-maintained contracts. David White, CDW•G E-Rate Program Manager, will do what he does best; assist with the E-Rate process and help facilitate the application and funding process.
- Customer Account Center. Around-the-clock access to customized online tools and resources that can be found on our award-winning website, CDWG.com
- Quick Availability. Efficient and timely order fulfillment; most of CDW•G's in-stock, credit released orders ship the same day the order is placed.
- E-Rate Experience. CDW•G has participated in the E-Rate program since its inception in 1997. CDW•G's E-Rate SPIN number is 143005588, and FRN (FCC) Code is 0012123287. CDW•G holds Green Light status and prides itself on consistently maintaining this status.

If you have any questions concerning this proposal response, please contact Justin Davenport, Executive Account Manager, at (866) 246-8136 or justdav@cdwg.com.

Sincerely,

Matthew Flood Proposals Supervisor

Pricing Section

Following this page is the pricing quote with our standard Purchase Agreement for E-Rate Customers.

We're responding with 2 separate proposals that we are confident will meet the requirements of Alameda Unified School District:

- One that has been widely adopted in Aruba K-12 customer environments
- Option 2 that meets the technical specification called out in the 470.

Option 1:

We have many K-12 reference accounts that show this offering may be more cost effective and will still maintain the 'one network' capability to grow and scale as Alameda USD continues to grow and scale. We recommend the Aruba IAP 315 for indoor use. We recommend the AP 365 for outdoor use.

Data Sheets Aruba AP 315 - http://www.arubanetworks.com/assets/ds/DS_AP310Series.pdf

Aruba AP 365 - http://www.arubanetworks.com/assets/ds/DS_AP360Series.pdf

We recommend leveraging Airwave and ClearPass in the future to give Alameda simple, holistic, wired and wireless, management for their entire network infrastructure. This solution presents a one network, mobile first, network infrastructure that will integrate seamlessly with Alameda's current, existing hardware and software environment. This will also build the base platform to allow Alameda to be investment protected and easily scale into future technologies as they become a priority.

CDW Government LLC Purchase Agreement for E-Rate Customers JPLQ437 Contract #210601 Spin #143005588 FCC Registration #0012123287

This E-rate Customer Purchase Agreement (this "Agreement") is by and between CDW Government LLC an Illinois corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 ("Seller"), and ALAMEDA UNIFIED SCHOOL DISTRICT, a non-profit school or library eligible for Universal Service funding, with offices at 2060 CHALLENGER DR, ALAMEDA, CA 94501-1037 ("Customer") and is effective on April 1, 2018 ("Effective Date").

Definitions:

As used in the Agreement, the following terms shall have the meanings set forth below:

"E-Rate" – The education rate funding program that is a part of the Schools and Libraries Program that provides discounts to keep students and library patrons connected to broadband and voice services and which is one of the programs that form the Universal Service Program.

"Products" – E-rate eligible products or services that include computer related hardware but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items which are eligible for E-rate discounts in accordance with the rules issued by USAC.

"Customer" – an E-rate customer that is a school or library eligible to participate in the E-Rate program and, that is applying for E-Rate discount on Products ordered from Seller.

"Funding Commitment Decision Letter" or "FCDL" – A letter that a Customer receives from USAC which indicates the applicable discount amount for a specific funding year.

"Funding Year" – The specific calendar period, as defined by the SLP, during which the Customer is approved for funding or discounts on Products.

"SLP" - The Schools and Libraries Program of the Universal Service Fund, which includes the E-Rate Program and that is administered by the Universal Service Administrative Company (USAC) under the direction of the United States Federal Communications Commission ("FCC").

"Universal Service Administrative Co." or "USAC" – The not for profit organization designated by the U.S. Federal Communications Commission ("FCC") to administer and ensure compliance with the Universal Services Fund.

1. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions on Seller's website at <u>http://www.cdwg.com/content/terms-conditions/product-sales.asp</u> (the "Product Sales Terms and Conditions"), unless otherwise stated herein.

2. PURCHASE AUTHORIZATIONS

A. E-Rate Status

Customer represents and warrants that it qualifies as eligible under the SLP to receive E-Rate funding.

CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT, WHEN EXECUTED, CONSTITUTES A CONTRACT AS REQUIRED BY USAC and the SLP.

B. E-Rate Purchases

Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible to receive E-Rate funding as specified by USAC.

IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO USAC The Form 486 shall be approved by USAC prior to order placement with Seller.

3. ORDERING AND ASSISTANCE

A. Ordering

Purchase orders shall be submitted directly to Seller at the following address or fax number:

CDW Government LLC	
Attn: E-Rate Sales K-12	
230 N. Milwaukee Ave.	Phone: 800-328-4239
Vernon Hills, IL 60061	Facsimile: Please fax Purchase Orders to your Account Manager

B. Required Information

All orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) part number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLP owes (if applicable) 8) ship to location; 9) bill to location; and 10) FRN number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.

C. Assistance with Order

Customer may call 1-800-328-4239 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are inconsistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall not be valid, are considered null and void and shall not be applicable to or binding on Seller.

FOR PRODUCTS WHICH ARE DISCONTINUED AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO OFFER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE, IF AVAILABLE, UPON SLP'S APPROVAL OF THE PRODUCT SUBSTITUTION.

4. PRICE AND PAYMENT TERMS

Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.

Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable laws and regulations.

A. Price

The Price shall be as set forth on the Customer's quote from Seller and which is in the form attached hereto as Exhibit I. All prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer.

B. Payment Terms

Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL shall be required to follow the BEAR payment method.

1. Form 474 Service Provider Invoice (SPI) Method

Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice.

2. Form 472 Billed Entity Applicant Reimbursement (BEAR) Method

Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.

All payments, regardless of method, shall be submitted to the address set forth below:

CDW Government LLC Attn: Accounts Receivable 230 N. Milwaukee Ave. Vernon Hills, IL 60061

CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.

5. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller's advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

6. TERM & RENEWAL OF AGREEMENT

The term of this Agreement shall be for a period of one (1) year and two (2) months commencing on April 1, 2018 ("Effective Date). Notwithstanding the foregoing, Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer. In addition, the Customer may immediately terminate this Agreement or withdraw an order upon written notice to Seller in the event that funds are not appropriated to Customer under this program ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that Seller has shipped or services already provided or subscribed and purchased prior to Seller's receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.

Form – E-Rate FY21 2018-2019

The term of this Agreement may be renewed in the event that Customer receives an extension of funding from the SLP and upon Seller's and Customer's mutual written consent.

7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier at the following address:

If to Seller:	If to Customer:	
CDW Government LLC	ALAMEDA UNIFIED SCHOOL DISTRI	
Attn.: Director, Program Sales		
2 Corporate Drive, Suite 800	2060 CHALLENGER DR	
Shelton, CT 06484	ALAMEDA, CA 94501-1037	

8. GENERAL

If any term or provision herein is determined to be illegal or unenforceable, the validity or enforceability of the remainder of the terms or provisions herein will remain in full force and effect.

9. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between Seller and Customer, and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

10. GOVERNING LAW

This Agreement will be governed by the laws of the State of Illinois, without regard to conflicts of laws rules. Any litigation will be brought exclusively in a federal or state court located in Cook County, Illinois, and Customer consents to the jurisdiction of the federal and state courts located therein Customer shall submit to the jurisdiction thereof and waives the right to change venue. Customer further consents to the exercise of personal jurisdiction by any such court with respect to any such proceeding.

11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both parties for a period of ten (10) years after the project completion in accordance with the rules of the SLP.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written. This contract is for Funding Year 21 (2018) which is effective as of July 1, 2018 and terminates on September 30, 2019.

CDW Government L

(Authorized Śignature)

Mark A. Ellis

Printed Name

Title: Manager, Program Management

Date: 3.20.2019

Customer
Inalia Alpan
(Authorized Signature)
SHARIQ KHAN
Printed Name
Title: CHIEF BUSINESS OFFICE

Date: 3-20-19

EXHIBIT I Quote





DEAR ROB VAN HERK,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. <u>Click</u> <u>here</u> to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
JPLQ437	2/19/2018	ERATE 315 & 365 OPTION	1859067	\$93,562.80

QUOTE DETAILS					
ITEM	QTY	(CDW#	UNIT PRIC	E EXT. PRICE
Aruba Instant IAP-315 (US) - wireless access point Mfg. Part#: JW813A UNSPSC: 43223108 Contract: MARKET	250	4	361281	\$285.0	0 \$71,250.00
Aruba AP-365 (US) - wireless access point Mfg. Part#: JX967A UNSPSC: 43223108 Contract: MARKET	39	4	440069	\$369.0	0 \$14,391.00
PURCHASER BILLING INFO				SUBTOTAL	\$85,641.00
Billing Address: ALAMEDA UNIFIED SCHOOL DISTRICT				SHIPPING	\$0.00
ACCTS PAYABLE 2060 CHALLENGER DR				SALES TAX	\$7,921.80
ALAMEDA, CA 94501-1037 Phone: (510) 337-7066 Payment Terms: NET 30 Days-Govt/Ed				GRAND TOTAL	\$93,562.80
DELIVER TO			Please remit	payments to:	
Shipping Address: ALAMEDA UNIFIED SCHOOL DISTRICT ROB VAN HERK 2060 CHALLENGER DR ALAMEDA, CA 94501-1037 Phone: (510) 337-7066 Shipping Method: DROP SHIP-GROUND			CDW Governn 75 Remittance Suite 1515 Chicago, IL 60	nent e Drive 0675-1515	

Need Assistance? CDW•G SALES CONTACT INFORMATION						
	Justin Davenport	I	(866) 246-8136	I	justdav@cdwg.com	
This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <u>http://www.cdwg.com/content/terms-conditions/product-sales.aspx</u> For more information, contact a CDW account manager						
© 2018 CDW•G LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 800.808.4239						

CDWG J	B

				\$ 93 562 79
Customer:	Alameda Unified School District		Quote Date:	March 1, 2018
Contact:	Rob Van Herk		Prep by:	Justin Davenport
Address:	2060 Challenger Drive	Account Manager: Justin Davenport	Phone:	(312)705-4054
QUOTE #	Multiple Sites	Aruba Wireless Option 1: IAP 315 Indoor AP's & AP 365 Outdoor	Toll Free:	(866) 246-8136
Phone #:	510-337-7000		Email:	justdav@cdwg.com
Bay Farn	n School - 200 Aughinl	baugh Way, Alameda, CA 94501		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
5	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 1,425.00
5	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 1,845.00
			SUBTOTAL	ې د 3 270 00
			TAX (9.25%)	\$ 302.48
			TOTAL (PER SITE)	\$ 3,572.48
		-	•	
Earhart	Elementary - 400 Pack	et Landing Rd, Alameda, CA 94501		
071	DADT #	DECORPTION		ENT COST
20	PART #	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 5 700 00
3	1X967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 3,700.00 \$ 1,107.00
			¢ 565166	\$ -
			SUBTOTAL	\$ 6,807.00
			TAX (9.25%)	\$ 629.65
			TOTAL (PER SITE)	\$ 7,436.65
Editor E	1			
Edison E	lementary - 2700 Bue	na vista Ave, Alameda, CA 94501		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
21	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 5,985.00
2	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 738.00
				\$ -
				\$ 6,723.00
			TAX (9.25%)	\$ 621.88 \$ 7.244.89
			IOTAL (PER SITE)	Ş 7,344.00
Franklin	Elementary - 1433 Sa	n Antonio Ave, Alameda, CA 94501		
071	DADT #	DECONDITION		EVT. COCT
17	PART #	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 4.845.00
1	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 369.00
				\$ -
			SUBTOTAL	\$ 5,214.00
			TAX (9.25%)	\$ 482.30
			TOTAL (PER SITE)	\$ 5,696.30
Honry H	aight Flomontom, 201	PE Santa Clara Ava Alamada CA 04E01		
Henry H	aight Elementary - 202	25 Santa Ciara Ave, Alameua, CA 94501		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
21	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 5,985.00
1	JX967A	Aruba AP-365 (US) Outdoor Access Point	Ş 369.00	\$ 369.00
				> -
			TAX (9.25%)	ې 0,354.00 ۲ 5 5 5 7 7 5
			TOTAL (PER SITE)	\$ 6,941.75
		·	· · · · · · · · · · · · · · · · · · ·	
Maya Lii	n - 825 Taylor Ave, Ala	meda, CA 94501		
OTV	DART #	ΝΕΚΟΡΙστιώΝ		EXT. COST
25	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 7,125.00
1	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 369.00
				\$ -
			SUBTOTAL	\$ 7,494.00
			TAX (9.25%)	\$ 693.20
			TOTAL (PER SITE)	ə 8,187.20
Otis Eler	nentary - 3010 Fillmor	e St. Alameda. CA 94501	·	
Sus Liel	incitiary - 5010 minifol			

OTV	DART #	DESCRIPTION		EVT COST
	PART#	DESCRIPTION		
24	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 6,840.00
2	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 738.00
				\$ -
			SUBTOTAL	Ś 7.578.00
			TAX (9.25%)	\$ 700.97
			TOTAL (DEP SITE)	\$ 9 379 07
			IOTAL (FER SITE)	\$ 8,278.37
Paden F	lementary - 444 Cent	ral Ave. Alameda. CA 94501		
I ddeff E				
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
22	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 6,270.00
1	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 369.00
_				\$ _
			SURTOTAL	¢ 6 6 2 9 0 0
			JOBIOTAL	\$ 0,035.00
			TAX (9.25%)	\$ 614.11
			TOTAL (PER SITE)	\$ 7,253.11
Ruby Bri	idges Elementary - 35	1 Jack London Ave Alameda CA 9/501		
Nuby DI	iuges Liementary - 33	JI Jack London Ave, Alameda, CA 34301		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
16	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285 00	\$ 4 560 00
2	189674	Aruba AP-365 (LIS) Outdoor Access Point	\$ 260.00	\$ 1 107 00
5	550/A		\$ 389.00	¢ 1,107.00
				ې
			SUBTOTAL	\$ 5,667.00
			TAX (9.25%)	\$ 524.20
			TOTAL (PER SITE)	\$ 6,191.20
Lincoln I	Middle School - 1250	Fernside, Alameda, CA 94501		
OTV	DART #	DESCRIPTION		EVT COST
	PART #	DESCRIPTION	0NIT COST	EXT. COST
15	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 4,275.00
5	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 1,845.00
				\$ -
			SUBTOTAL	\$ 6,120.00
			TAX (9.25%)	\$ 566.10
			TOTAL (DED SITE)	\$ 6 696 10
			TOTAL (PER SITE)	3 0,080.10
Wood N	/liddle School - 420 Gr	and St. Alameda. CA 94501		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
14	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 3,990.00
2	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 738.00
				Ś -
			SUBTOTAL	\$ 4 728 00
			TAX (0.25%)	\$ 427.24
			TAX (9.25%)	\$ 437.34
	1		TOTAL (PER SITE)	ə 5,165.34
Alameda	a High School - 2201 I	Encinal Ave, Alameda, CA 94501		
	0 0 0 0			
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
15	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 4,275.00
6	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 2,214.00
				\$ -
			SUBTOTAL	\$ 6.489.00
			TAX (0.25%)	\$ 600.22
	1			¢ 7.000.23
	ļ	ļ	TOTAL (PER SITE)	۶ /,089.23
Encinal	Jr/Sr High School - 21	0 Central Ave, Alameda, CA 94501		
,				
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
16	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 4,560.00
6	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 2,214.00
				\$
			SUBTOTAL	\$ 6 77/ 00
			SUBTOTAL	\$ 6,774.00
			SUBTOTAL TAX (9.25%)	\$ 6,774.00 \$ 626.60
			SUBTOTAL TAX (9.25%) TOTAL (PER SITE)	\$ 6,774.00 \$ 626.60 \$ 7,400.60
			SUBTOTAL TAX (9.25%) TOTAL (PER SITE)	\$ 6,774.00 \$ 626.60 \$ 7,400.60
Island H	igh School <u>- 500 Pacif</u>	ic Ave. Alameda. CA 94501	SUBTOTAL TAX (9.25%) TOTAL (PER SITE)	\$ 6,774.00 \$ 626.60 \$ 7,400.60
Island H	igh School - 500 Pacif	ic Ave, Alameda, CA 94501	SUBTOTAL TAX (9.25%) TOTAL (PER SITE)	\$ 6,774.00 \$ 626.60 \$ 7,400.60

QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
5	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 1,425.00
1	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ 369.00
				\$-
			SUBTOTAL	\$ 1,794.00
			TAX (9.25%)	\$ 165.95
			TOTAL (PER SITE)	\$ 1,959.95

Facilities	s Maintenance Yard - 2	2615 Eagle Ave, Alameda, CA 94501		
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST
8	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 2,280.00
0	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ -
				\$ -
			SUBTOTAL	\$ 2,280.00
			TAX (9.25%)	\$ 210.90
			TOTAL (PER SITE)	\$ 2,490.90

District	District Office 2060 Challenger Dr, Alameda, CA 94501					
QTY	PART #	DESCRIPTION	UNIT COST	EXT. COST		
6	JW813A	Aruba IAP-315 Instant Wireless Access Point	\$ 285.00	\$ 1,710.00		
0	JX967A	Aruba AP-365 (US) Outdoor Access Point	\$ 369.00	\$ -		
				\$ -		
			SUBTOTAL	\$ 1,710.00		
			TAX (9.25%)	\$ 158.18		
			TOTAL (PER SITE)	\$ 1,868.18		

SUBTOTAL (ALL SITES)	\$ 85,641.00
TAX (9.25%)	\$ 7,921.79
FREIGHT	\$ -
GRAND TOTAL	\$ 93,562.79

References



Monterey Peninsula Unified School District David Goldman - Network Manager <u>dgoldman@mpusd.k12.ca.us</u> 831.392.3920 District Wide Wireless, Switching, Data Center Upgrade



Napa Valley Unified School District Joe Bacinett - IT Operations Manager <u>jbacinett@nvusd.org</u> 707-253-3829 District-wide Wireless/Network Deployment



Yuba City Unified School District Devin Smith – IT Director <u>dsmith@ycusd.k12.ca.us</u> 530-790-2566 District wide Wireless/Network/Power (UPS) upgrade.

FCC FRN E-Rate Display System Status

	FC	Federal Communications Commission	Red Light Di	splay Syste	n (RLDS)			
Red Light Display Syster	<u>n</u>							
FCC Fees Red Light Display System								< FCC Site Map
Logged in as FRN: CDW Government LLC ((0012123287) [L	og Out]						Back Print Help
4/11/2017 9:47 AM		Current Sta	tus of FRN 0012123	287				
		You have	no delinquent bills which	STATUS: Green would restrict you fr	om doing business v	vith the FCC.		
The Red Light Display System c Commission by any FRN associa	hecks all FRNs ted with the re	associated with the questor's TIN. The R	same Taxpayer Identification ed Light Display System was	Number (TIN). A gree last updated on 04/11	n light means that th /2017 at 6:36 AM; it i	ere are no outstanding d s updated once each bus	elinquent non-tax debts owed to the iness day at about 7 a.m., ET.	•
1								
Part Links I	a la		ECC Dalat Callesting	Customer Service	ECC Entre		Web Delisies / Drivery Delisy	
Ned Light P	and a	Red Light Display S	stem Help Line: (877) 480-3	201. ontion 4. 4: TTY (202) 414-1255 (Mon	Fri. 8 a.m6:00 n.m. FT	HILL FAILURE / PHIVACY POILCY	
		Red answer y	ight Display System has a dedic our questions or concerns. You co	ated staff of customer sei n email us at <u>arinquiries</u>	vice representatives stan <u>Dfcc.gov</u> or fax us at (20	ding by to 2) 418-7869.		

The above screen shot is from April 11th, 2017 - CDWG remains in Green Light Status. Upon request, CDWG can provide an updated screenshot.

Spin #143005588 FCC Registration #0012123287

Account Team

Justin Daveport

Executive Account Manager Toll Free Phone: (866) 246-8136 Fax: (312) 752-3682 Email: justdav@cdwg.com

Mike Reorowicz

Sales Manager Toll Free Phone: (877) 424-2178 Email: <u>mikereo@cdwg.com</u>

Tony Vitale

Sales Director Toll Free Phone: (866) 579-6344 Email: <u>tonyvit@cdw.com</u>

David White

ERATE Program Manager Direct Phone: 312.547.2848 Email: <u>davidwh@cdw.com</u>

Mark Ellis

Manager, Program Management Direct Phone: 732.982.0390 Email: <u>markeli@cdwg.com</u>

Tara Barbieri

Director, Program Sales Direct Phone: 203.851.7044 Email: <u>tara.barbieri@cdw.com</u>

ERATE Order Process

1. Ordering

Purchase orders should be submitted directly to Seller at the following address or fax number:

CDW Government LLC

Attn: E-Rate Sales K-12

230 N. Milwaukee Ave. Vernon Hills, IL 60061

Phone: 800.328.4239

Fax: Please fax Purchase Orders to your Account Manager, see 'Account Team' section.

2. Required Information

- All orders must include
 - a. Contact name, Phone number
 - b. Purchase order number
 - c. Part number, Product description
 - d. Pre-discount and discounted product price
 - e. Percentage Customer owes and percentage SLD owes (SPI Form 474 Method)
 - f. Ship to location, Bill to location
 - g. FRN (Funding Request Number) for each part number
 - h. Billing method (BEAR Form 472 or SPI Form 474

SEPARATE PURCHASE ORDERS SHOULD BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E- RATE FUNDING. ALL ORDERS ARE SUBJECT TO ACCEPTANCE BY SELLER.

3. Assistance With Order

Customer may call 1-800-328-4239 for assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are not consistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall be null and void and shall not be applicable hereto or binding on Seller. IN THE CASE OF CHANGES TO PRODUCTS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO MAKE AVAILABLE TO THE CUSTOMER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE WHEN OR IF AVAILABLE, UPON APPROVAL FROM SLD ON PRODUCT SUBSTITUTION.

4. Price and Payment Terms

a. Price

Price shall be as stated in the quotation attached hereto as Exhibit I by Seller's Account Manager. Prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

b. Payment Terms (Customer must choose one)

i. Form 474 Service Provider Invoice (SPI) Method

- Seller will invoice Customer for their portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (discounted amount owed by Customer) within thirty (30) days from date of invoice.
- ii. Form 472 Billed Entity Applicant Reimbursement (BEAR) Method
 - Seller will invoice Customer for pre-discount portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (full amount owed by Customer) within thirty (30) days from the date of invoice.

5. Payment Method

All payments for both methods shall be submitted to the address presented below:

CDW-G - Attn: Accounts Receivable

230 North Milwaukee Avenue

- Vernon Hills, IL 60061
- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable regulations.

NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR PAYMENT OF 100% THE PRICE OF PRODUCTS IN THE CASE WHERE CUSTOMER PLACES ORDER FOR PRODUCTS SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNT AMOUNT FOR PRODUCTS. IF SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE ORDER FOR PRODUCTS.

CDW•G Company Overview

CDW is a Fortune 500 company and a leading provider of integrated information technology ("IT") solutions in the U.S. and Canada. We help our customer base of more than 250,000 small, medium and large business, government, education and healthcare customers by delivering critical solutions to their increasingly complex IT needs. Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, data center optimization, cloud computing, virtualization and collaboration. Our product portfolio includes more than 100,000 products from more than 1,000 brands. We provide these solutions through a large and experienced sales force and service delivery team consisting of over 8,700 coworkers, including more than 1,500 highly skilled technology specialists and engineers.

We are a leading U.S. sales channel partner for many original equipment manufacturers ("OEMs") and software publishers (collectively, our "vendor partners"), whose products we include in our offerings. We believe we are an important extension of our vendor partners' sales and marketing capabilities, providing them with a cost- effective way to reach customers and maintain a consistent brand experience through our established end-market coverage and extensive customer access. In 2014, we generated over \$1 billion of revenue for three of our vendor partners and over \$100 million of revenue for an additional 12 of our vendor partners. Our annual net sales through September 30th, 2017 were \$11.353 Billion.

We provide value to our customers by simplifying the complexities of technology across design, selection, procurement, integration and management. Our goal is to have our customers, regardless of size, view us as an indispensable extension of their IT staffs. We seek to achieve this goal by providing our customers with superior service through our large and experienced sales force and service delivery teams. Our multi-brand offering approach, which is

Company Quick Facts Headquarters: Vernon Hills, IL Annual Net Sales (through 9.30.17): **\$11.353 Billion** Number of Customers: **250,000+** Number of Coworkers: **8,700** Number of Locations: **26** Fortune 500 Rank (2017): **199** Ticker Symbol: CDW (NASDAQ)

not limited to any particular brand or product technology, enables us to identify the products or combination of products that best address each customer's specific organizational IT requirements.

Our customers include private sector businesses that typically employ fewer than 5,000 employees, government agencies and educational and healthcare institutions. We serve our customers through service delivery teams and channel-specific sales teams with extensive technical skills and knowledge of the specific markets they serve. This market segmentation allows us to customize our offerings for our customers, which often do not have the expertise or resources to effectively evaluate and to optimally implement IT solutions. We currently have five dedicated customer channels: small business, medium/large business, government, education and healthcare. The scale and diversity of our customer channels provides us with multiple avenues for growth and a balanced customer base to weather economic and technology cycles.

Corporate Structure

CDW Government LLC is a wholly owned subsidiary of CDW LLC. CDW LLC is owned by CDW Corporation, which is a publically traded entity under NASDAQ, ticker symbol "CDW".

Rapid Growth

CDW was founded in 1984 as a home-based business. As of October 2016, CDW employed over 8,700 coworkers. Sales for the past four years are shown in the attached chart. We attribute our tremendous growth to our strong strategic partnerships, large, on-site inventories, on-line procurement management tool, efficient operations, technical expertise and commitment to each of our customers. CDW's past annual reports and other financial releases can be found online at cdw.com.

Year	CDW Sales (in billions)	Percentage Increase from prior year
2017	\$11.353 (through 9.30.17)	8.2%
2016	\$13.9	7%
2015	\$12.989	6.9%
2014	\$12.07	12.1%
2013	\$10.8	6.3%

Additional documentation may be viewed through the Financial Information page of CDWG.com or at the following link: <u>http://investor.cdw.com/financials.cfm</u>.

CDW•G and Education

CDW•G is the wholly owned subsidiary of CDW LLC that focuses on the public sector, including federal, state, and local government agencies, educational institutions, and healthcare facilities. With over 200 government and education contracts, we are the nation's largest direct response provider of multi-brand technology products and services.

We focus on building strong relationships with our K–12 customers by leveraging our knowledgeable account managers and technical specialists to provide extensive pre- and post-award support. Our experts lead the industry in public-sector customer service and product knowledge, directly benefiting the officers, administrators, and staff of our public safety customers.

Based upon both exponential growth within the K–12 market and accolades from our OEM partners, such as "Google Chrome Global Partner of the Year", CDW•G has continued our investments into resources to support our K–12 customers nationwide. Those resources include our K–12 Business Development team, which consists of former educators and classroom technology specialists whose primary focus is helping our customers implement solutions attuned to the needs of IT, leadership, and curriculum. These solutions are created with realistic budget constraints in mind, often in conjunction with E-Rate funding initiatives, led by Learning Environment Advisors (LEAs) advising on the top issues in the changing 21st century classroom environment.

A Powerful E-Rate Partner

CDW•G is proud to have participated in E-Rate Projects for Category 2 since its inception in 1997. During that time, we have been awarded over 10,000 E-Rate projects totaling over \$100 million in total equipment delivered to schools throughout the United States. Due to our streamlined and best-practice system of checks and balances, we have never lost funding for a school, as substantiated by countless audits. Our dedicated E-Rate invoice team ensures expert handling of both BEAR and SPI E-Rate invoicing.

E-Rate Program Management

Mark Ellis, Program Manager, and Amy Passow, E-Rate Specialist, offer K–12 entities their knowledge, assistance, and advisement on E-Rate matters, including (but not limited to) Program compliance and adherence.

Mr. Ellis prepares contract deliverable reports and makes modifications as necessary to incorporate price reductions, additions, discontinued products, replacements, and version changes. He ensures that price and supply agreements are in place from award through completion, and that E-Rate bidding, ordering, invoicing, and funding are all seamless and easy for entities to complete.

Ms. Passow ensures that CDW•G is working with E-Rate applicants in compliance with rules and regulations throughout the process. She advises on the appropriate engagement before and after Form 470 filings, and works with our operations teams to ensure E-Rate ordering, invoicing, and delivery are compliant; additionally, Ms. Passow assists applicants with PIA reviews and preparation of Item 21 Forms as part of the Form 471 process.

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A MESSAGE TO OUR NEW PERMIT HOLDER

As a seller, you have rights and responsibilities under the Sales and Use Tax Law. In order to assist you in your endeavor and to better understand the law, we offer the following sources of help:

- Visiting our website at www.boe.ca.gov
- Visiting a field office
- · Attending a Basic Sales and Use Tax Law class offered at one of our field offices
- · Sending your questions in writing to any one of our offices
- Calling our toll-free Customer Service Center at 1-800-400-7115 (TTY:711)

As a seller, you have the right to issue resale certificates for merchandise that you intend to resell. You also have the responsibility of not misusing resale certificates. While the sales tax is imposed upon the retailer,

- You have the right to seek reimbursement of the tax from your customer
- You are responsible for filing and paying your sales and use tax returns timely
- You have the right to be treated in a fair and equitable manner by the employees of the California State Board of Equalization (BOE)
- · You are responsible for following the regulations set forth by the BOE

As a seller, you are expected to maintain the normal books and records of a prudent businessperson. You are required to maintain these books and records for no less than four years, and make them available for inspection by a BOE representative when requested. You are also expected to notify us if you are buying, selling, adding a location, or discontinuing your business, adding or dropping a partner, officer, or member, or when you are moving any or all of your business locations. If it becomes necessary to surrender this permit, you should only do so by mailing it to a BOE office, or giving it to a BOE representative.

If you would like to know more about your rights as a taxpayer, or if you are unable to resolve an issue with the BOE, please contact the Taxpayers' Rights Advocate office for help by calling toll-free, 1-888-324-2798 or 1-916-324-2798. Their fax number is 1-916-323-3319.

Please post this permit at the address for which it was issued and at a location visible to your customers.

CALIFORNIA STATE BOARD OF EQUALIZATION Sales and Use Tax Department



CONTRACTORS STATE LICENSE BOARD

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code and the Rules and Regulations of the Contractors State License Board, the Registrar of Contractors does hereby issue this license to:

C D W GOVERNMENT LLC dba C D W PUBLIC

License Number 1019269

to engage in the business or act in the capacity of a contractor in the following classifications:

C-7 LOW VOLTAGE SYSTEMS

Witness my hand and seal this day

October 13, 2016

Issued October 12, 2016

Agustin "Augie" Beltran, Board Chair

This license is the property of the Registrar of Contractors, is not transferable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason. It becomes void if not renewed.

Cindi A. Christenson, Registrar of Contractors



DATA SHEET

ARUBA 310 SERIES ACCESS POINTS

High-performance 802.11ac Wave 2

The Aruba 310 Series access points deliver high performance and superb user experience for mobile devices, Internet of Things (IoT) devices, and applications in dense office environments. Featuring the 4x4:4SS MU-MIMO capability, advanced Aruba ClientMatch radio management, and Aruba Beacon technologies, the 310 Series enables an all-wireless digital work environment in a cost-effective manner.

With a maximum concurrent data rate of 1,733 Mbps in the 5 GHz band and 300 Mbps in the 2.4 GHz band (for an aggregate peak data rate of 2.0 Gbps), the 310 Series Access Points can quickly add required capacities to your existing or new wireless networks. The mid-range 310 Series, with its single gigabit Ethernet uplink, is ideal for high device density environments, such as schools, retail branches, hotels and enterprise offices, where the organization is cost sensitive.

The high performance and high density 802.11ac 310 Series supports 160 MHz channel bandwidth (VHT160), multi-user MIMO (MU-MIMO) and 4 spatial streams (4SS). It provides simultaneous data transmission to multiple devices, maximizing data throughput and improving network efficiency.

The 310 Series includes the enhanced ClientMatch technology that extends the client steering technology with MU-MIMO client awareness. It automatically identifies MU-MIMO capable mobile devices and steers those devices to the closest MU-MIMO capable Aruba access point. By grouping MU-MIMO capable mobile devices together, the network starts taking advantage of the simultaneous transmission to these devices, increasing its overall capacity. These dynamic roaming policies that are based on device types, help users achieve the best WLAN performance in a mixed device environment during the technology transition period.



The 310 Series also has an integrated Bluetooth Aruba Beacon that simplifies the remote management of a network of large-scale battery-powered Aruba beacons while also providing advanced location and indoor way finding, and proximity-based push notification capabilities. It enables businesses to leverage mobility context to develop applications that will deliver an enhanced user experience and increase the value of the wireless network for organizations.

UNIQUE BENEFITS

- Dual Radio 802.11ac access point with Multi-User MIMO
 - Supports up to 1,733Mbps in the 5GHz band (with 4SS/VHT80 or 2SS/VHT160 clients) and up to 300 Mbps in the 2.4 GHz band (with 2SS/HT40 clients).
- Built-in Bluetooth Low-Energy (BLE) radio
 - Enables location based services with BLE-enabled mobile devices receiving signals from multiple Aruba Beacons at the same time.
- Advanced Cellular Coexistence (ACC)
 - Minimizes interference from 3G/4G cellular networks, distributed antenna systems, and commercial small cell/femtocell equipment.
- Quality of service for unified communication apps
 - Supports priority handling and policy enforcement for unified communication apps, including Microsoft Skype for Business with encrypted videoconferencing, voice, chat, and desktop sharing.

- RF Management
 - Adaptive Radio Management (ARM) technology automatically assigns channel and power settings, provides airtime fairness, and ensures that APs stay clear of all sources of RF interference to deliver reliable, high-performance WLANs.
 - The Aruba 310 Series Access Points can be configured to provide part-time or dedicated air monitoring for spectrum analysis and wireless intrusion protection, VPN tunnels to extend remote locations to corporate resources, and wireless mesh connections where Ethernet drops are not available.
- Intelligent app visibility and control
 - AppRF technology leverages deep packet inspection to classify and block, prioritize, or limit bandwidth for thousands of applications in a range of categories.
- Security
 - Integrated wireless intrusion protection offers threat protection and mitigation, and eliminates the need for separate RF sensors and security appliances.
 - IP reputation and security services identify, classify, and block malicious files, URLs and IPs, providing comprehensive protection against advanced online threats.
 - Integrated Trusted Platform Module (TPM) for secure storage of credentials and keys.
- Intelligent Power Monitoring (IPM):
 - Enables the AP to continuously monitor and report its actual power consumption and optionally make autonomous decisions to disable certain capabilities
 - For the 310 Series Access Points, the IPM power-save feature applies when the unit is powered by an 802.3af PoE source. By default, the USB interface will be the first feature to turn off if AP power consumption will exceed the available power budget. In rare cases it may be necessary to take additional power saving measures, but in most cases, the 310 Series Access Points will operate in unrestricted mode.

CHOOSE YOUR OPERATING MODE

Aruba 310 Series Access Points offer a choice of operating modes to meet your unique management and deployment requirements.

 Controller-managed mode – When managed by Aruba Mobility Controllers, Aruba 310 Series Access Points offer centralized configuration, data encryption, policy enforcement and network services, as well as distributed and centralized traffic forwarding.

- Aruba Instant mode In Aruba Instant mode, a single AP automatically distributes the network configuration to other Instant APs in the WLAN. Simply power-up one Instant AP, configure it over the air, and plug in the other APs – the entire process takes about five minutes. If WLAN requirements change, a built-in migration path allows 310 Series instant APs to become part of a WLAN that is managed by a Mobility Controller.
- Remote AP (RAP) for branch deployments
- Air monitor (AM) for wireless IDS, rogue detection and containment
- Spectrum analyzer, dedicated or hybrid, for identifying sources of RF interference
- · Secure enterprise mesh

For large installations across multiple sites, the Aruba Activate service significantly reduces deployment time by automating device provisioning, firmware upgrades, and inventory management. With Aruba Activate, Instant APs are factoryshipped to any site and configure themselves when powered up.

AP-310 SERIES SPECIFICATIONS

- AP-314 (controller-managed) and IAP-314 (Instant):
- 5GHz 802.11ac 4x4 MIMO (1,733 Mbps max rate) and 2.4 GHz 802.11n 2x2 MIMO (300 Mbps max rate) radios, with a total of four dual-band RP-SMA connectors for external antennas
- AP-315 (controller-managed) and IAP-315 (Instant):
 5GHz 802.11ac 4x4 MIMO (1,733 Mbps max rate) and 2.4 GHz 802.11n 2x2 MIMO (300 Mbps max rate) radios, with a total of four integrated omni-directional downtilt dual-band antennas

WI-FI RADIO SPECIFICATIONS

- AP type: Indoor, dual radio, 5 GHz 802.11ac 4x4 MIMO and 2.4 GHz 802.11n 2x2 MIMO
- Software-configurable dual radio supports 5 GHz (Radio 0) and 2.4 GHz (Radio 1)
- 5 GHz: Four spatial stream Single User (SU) MIMO for up to 1,733 Mbps wireless data rate to individual 4x4 VHT80 or 2x2 VHT160 client devices
- 2.4 GHz: Two spatial stream Single User (SU) MIMO for up to 300 Mbps wireless data rate to individual 2x2 HT40 client devices
- 5 GHz: Four spatial stream Multi User (MU) MIMO for up to 1,733 Mbps wireless data rate to up to three MU-MIMO capable client devices simultaneously

- Support for up to 256 associated client devices per radio, and up to 16 BSSIDs per radio
- Supported frequency bands (country-specific restrictions apply):
 - 2.400 to 2.4835 GHz
 - 5.150 to 5.250 GHz
 - 5.250 to 5.350 GHz
 - 5.470 to 5.725 GHz
 - 5.725 to 5.850 GHz
- Available channels: Dependent on configured regulatory domain.
- Dynamic frequency selection (DFS) optimizes the use of available RF spectrum.
- Supported radio technologies:
 - 802.11b: Direct-sequence spread-spectrum (DSSS)
 - 802.11a/g/n/ac: Orthogonal frequency-division multiplexing (OFDM)
- Supported modulation types:
 - 802.11b: BPSK, QPSK, CCK
 - 802.11a/g/n/ac: BPSK, QPSK, 16-QAM, 64-QAM, 256-QAM
- Transmit power: Configurable in increments of 0.5 dBm
- Maximum (conducted) transmit power (limited by local regulatory requirements):
 - 2.4 GHz band: +18 dBm per chain , +21dBm aggregate (2x2)
 - 5 GHz band: +18 dBm per chain , +24dBm aggregate (4x4)
 - Note: conducted transmit power levels exclude antenna gain. For total (EIRP) transmit power, add antenna gain
- Advanced Cellular Coexistence (ACC) minimizes interference from cellular networks.
- Maximum ratio combining (MRC) for improved receiver performance.
- Cyclic delay/shift diversity (CDD/CSD) for improved downlink RF performance.
- Short guard interval for 20-MHz, 40-MHz, 80-MHz and 160-MHz channels.
- Space-time block coding (STBC) for increased range and improved reception.
- Low-density parity check (LDPC) for high-efficiency error correction and increased throughput.
- Transmit beam-forming (TxBF) for increased signal reliability and range.
- Supported data rates (Mbps):
 - **-** 802.11b: 1, 2, 5.5, 11
 - 802.11a/g: 6, 9, 12, 18, 24, 36, 48, 54
 - 802.11n (2.4GHz): 6.5 to 300 (MCS0 to MCS15)
 - 802.11n (5GHz): 6.5 to 600 (MCS0 to MCS31)
 - 802.11ac: 6.5 to 1,733 (MCS0 to MCS9, NSS = 1 to 4 for VHT20/40/80, NSS = 1 to 2 for VHT160)

- 802.11n high-throughput (HT) support: HT 20/40
- 802.11ac very high throughput (VHT) support: VHT 20/40/80/160
- 802.11n/ac packet aggregation: A-MPDU, A-MSDU

WI-FI ANTENNAS

- AP-314/IAP-314: Four RP-SMA connectors for external dual band antennas. Worst-case internal loss between radio interface and external antenna connectors (due to diplexing circuitry): 0.6dB in 2.4 GHz and 1.2dB in 5 GHz.
- AP-315/IAP-315: Four integrated dual-band downtilt omni-directional antennas for 4x4 MIMO with peak antenna gain of 3.1dBi in 2.4 GHz and 5.0dBi in 5 GHz. Built-in antennas are optimized for horizontal ceiling mounted orientation of the AP. The downtilt angle for maximum gain is roughly 30 degrees.
 - Combining the patterns of each of the antennas of the MIMO radios, the peak gain of the effective per-antenna pattern is 2.6dBi in 2.4 GHz and 3.1dBi in 5 GHz.

OTHER INTERFACES

- One 10/100/1000BASE-T Ethernet network interfaces (RJ-45)
 - Auto-sensing link speed and MDI/MDX
- 802.3az Energy Efficient Ethernet (EEE)
- USB 2.0 host interface (Type A connector)
- Bluetooth Low Energy (BLE) radio
 - Up to 4dBm transmit power (class 2) and -91dBm receive sensitivity
 - Integrated antenna with roughly 30 degrees downtilt and peak gain of 3.4dBi (AP-314/IAP-314) or 1.5dBi (AP-315/IAP-315)
- Visual indicators (multi-color LEDs): For system and radio status
- Reset button: Factory reset (during device power up)
- Serial console interface (proprietary; optional adapter cable available)
- Kensington security slot

POWER SOURCES AND CONSUMPTION

- The AP supports direct DC power and Power over Ethernet (POE)
- When both power sources are available, DC power takes priority over POE
- Power sources are sold separately
- Direct DC source: 12Vdc nominal, +/- 5%
 - Interface accepts 2.1/5.5-mm center-positive circular plug with 9.5-mm length

- Power over Ethernet (PoE): 48 Vdc (nominal) 802.3af/802.3at compliant source
 - Unrestricted functionality with 802.3at PoE
 - When using IPM, the AP may enter power-save mode with reduced functionality when powered by an 802.3af PoE source (see details on Intelligent Power Monitoring elsewhere in this datasheet)
 - Without IPM, the USB port is disabled and transmit power of the 2.4 GHz radio chains is reduced by 3dB to 15dBm max when the AP is powered by and 802.3af PoE source
- Maximum (worst-case) power consumption: 14.4W (802.3at PoE), 13.6W (802.3af PoE) or 12.7W (DC)
 - Excludes power consumed by external USB device (and internal overhead); this could add up to 6.3W (PoE) or 5.9W (DC) for a 5W/1A USB device
- Maximum (worst-case) power consumption in idle mode: 6.4W (PoE) or 5.9W (DC)

MOUNTING

- The AP ships with two (black) mounting clips to attach to a 9/16-inch or 15/16-inch flat T-bar drop-tile ceiling.
- Several optional mount kits are available to attach the AP to a variety of surfaces; see the Ordering Information section for details.

MECHANICAL

- Dimensions/weight (unit, excluding mount accessories):
 182mm (W) x 180mm (D) x 48mm (H)
 - 650g/23oz
- Dimensions/weight (shipping):
 - 223mm (W) x 218mm (D) x 55mm (H)
 - 850g/30oz

ENVIRONMENTAL

- Operating:
 - Temperature: 0° C to +50° C (+32° F to +122° F)
 - Humidity: 5% to 93% non-condensing
- Storage and transportation:
 - Temperature: -40° C to +70° C (-40° F to +158° F)

REGULATORY

- FCC/ISED
- CE Marked
- RED Directive 2014/53/EU
- EMC Directive 2014/30/EU
- Low Voltage Directive 2014/35/EU
- UL/IEC/EN 60950
- EN 60601-1-1 and EN 60601-1-2

For more country-specific regulatory information and approvals, please see your Aruba representative.

RELIABILITY

MTBF: 916,373 hrs (105yrs) at +25C operating temperature

REGULATORY MODEL NUMBERS

- AP-314 and IAP-314: APIN0314
- AP-315 and IAP-315: APIN0315

CERTIFICATIONS

- CB Scheme Safety, cTUVus
- UL2043 plenum rating
- Wi-Fi Alliance (WFA) certified 802.11a/b/g/n/ac

WARRANTY

Aruba limited lifetime warranty

MINIMUM OPERATING SYSTEM SOFTWARE VERSIONS

- ArubaOS 6.5.0.0, 8.0.1.0
- Aruba InstantOS 4.3.0.0

RF PERFORMANCE TABLE

	Maximum transmit power (dBm) per transmit chain	Receiver sensitivity (dBm) per receive chain
802.11b 2.4 GHz		
1 Mbps	18.0	-95.0
11 Mbps	18.0	-88.0
802.11g 2.4 GHz		
6 Mbps	18.0	-91.0
54 Mbps	16.0	-74.0
802.11n HT20 2.4 GHz		
MCS0/8	18.0	-90.0
MCS7/15	14.0	-71.0
802.11n HT40 2.4 GHz		
MCS0/8	18.0	-87.0
MCS7/15	14.0	-68.0
802.11a 5 GHz		
6 Mbps	18.0	-90.0
54 Mbps	16.0	-73.0
802.11n HT20 5 GHz		
MCS0/8/16/24	18.0	-90.0
MCS7/15/23/31	14.0	-71.0
802.11n HT40 5 GHz		
MCS0/8/16/24	18.0	-87.0
MCS7/15/23/31	14.0	-68.0
802.11ac VHT20 5 GHz		
MCS0	18.0	-90.0
MCS9	12.0	-65.0
802.11ac VHT40 5 GHz		
MCS0	18.0	-87.0
MCS9	12.0	-62.0
802.11ac VHT80 5 GHz		
MCS0	18.0	-83.0
MCS9	12.0	-59.0
802.11ac VHT160 5 GHz		
MCS0	18.0	-82.0
MCS9	12.0	-57.0

Maximum capability of the hardware provided (excluding antenna gain). Maximum transmit power is limited by local regulatory settings.

AP-315/IAP-315 ANTENNA PATTERN PLOTS

Horizontal planes (top view, AP facing forward)

Showing azimuth (0 degrees) and 30 degrees downtilt pattern



2.45GHz Wi-Fi (antennas 4,5)



5.5GHz Wi-Fi (antennas 4,5,6,7)

Elevation planes (side view, AP facing down)

Showing side view with AP rotated 0 and 90 degrees



2.45GHz WiFi Average Elevation 0 2.45GHz WiFi Average Elevation 90

2.45GHz Wi-Fi (antennas 4,5)



5.5GHz Wi-Fi (antennas 4,5,6,7)

ORDERING INFORMATION

Part Number	Description		
AP-310 Series Access Points			
JW795A	Aruba AP-314 802.11n/ac 2x2:2/4x4:4 MU-MIMO Dual Radio Antenna Connectors AP		
JW797A	Aruba AP-315 802.11n/ac 2x2:2/4x4:4 MU-MIMO Dual Radio Integrated Antenna AP		
JW796A	$\label{eq:approx} Aruba AP-314 FIPS/TAA-compliant 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Dual Radio Antenna Connectors AP-2000000000000000000000000000000000000$		
JW798A	$\label{eq:approx} Aruba AP-315 FIPS/TAA- compliant 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Dual Radio Integrated Antenna AP-1000000000000000000000000000000000000$		
JW805A	Aruba Instant IAP-314 (RW) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Antenna Connectors AP		
JW807A	Aruba Instant IAP-314 (US) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Antenna Connectors AP		
JW804A	Aruba Instant IAP-314 (JP) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Antenna Connectors AP		
JW811A	Aruba Instant IAP-315 (RW) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Integrated Antenna AP		
JW813A	Aruba Instant IAP-315 (US) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Integrated Antenna AP		
JW810A	Aruba Instant IAP-315 (JP) 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Integrated Antenna AP		
JW806A	Aruba Instant IAP-314 (RW) FIPS/TAA 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Ant Connectors AP		
JW808A	Aruba Instant IAP-314 (US) FIPS/TAA 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Ant Connectors AP		
JW812A	Aruba Instant IAP-315 (RW) FIPS/TAA 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Integrated Ant AP		
JW814A	Aruba Instant IAP-315 (US) FIPS/TAA 802.11n/ac Dual 2x2:2/4x4:4 MU-MIMO Radio Integrated Ant AP		
Mounting Spares			
JW044A	AP-220-MNT-C1 2x Ceiling Grid Rail Adapter for Basic Flat Rails Mount Kit		
Mounting Accessories			
JW045A	AP-220-MNT-C2 2x Ceiling Grid Rail Adapter for Interlude and Silhouette Mt Kit		
JX961A	AP-MNT-CM1 Industrial Grade Indoor Access Point Metal Suspended Ceiling Rail Mount Kit		
JW046A	AP-220-MNT-W1 Flat Surface Wall/Ceiling Black AP Basic Flat Surface Mount Kit		
JW047A	AP-220-MNT-W1W Flat Surface Wall/Ceiling White AP Basic Flat Surface Mount Kit		
JY706A	AP-220-MNT-W3 White Low Profile Box Style Secure Large AP Flat Surface Mount Kit		
Other Accessories			
JW827A	Aruba 315-CVR-20 20-pk for AP-315 with Holes for LED Indicators White Non-glossy Snap-on Covers		
Generic Indoor AP Accessories			
JX990A	AP-AC-12V30B 12V/30W AC/DC Desktop Style 2.1/5.5/9.5mm Circular 90 Deg Plug DoE Level VI Adapter		
JW627A	PD-3501G-AC 15.4W 802.3af PoE 10/100/1000Base-T Ethernet Midspan Injector		
JW629A	PD-9001GR-AC 30W 802.3at PoE+ 10/100/1000 Ethernet Indoor Rated Midspan Injector		
Antennas	See info on Aruba website for antenna part numbers		
JW071A	AP-CBL-SER AP Proprietary DB9 Female Serial Adapter Cable		



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DATA SHEET

ARUBA 360 SERIES OUTDOOR ACCESS POINTS

Low-cost 802.11ac Wave 2 outdoor access points

Multifunctional 360 Series outdoor 802.11ac Wave 2 access points deliver cost-effective wireless connectivity for mobile and IoT devices in educational, enterprise, retail, and industrial settings.

By supporting dual radio operation, the 360 Series APs deliver a maximum data rate of 867 Mbps in the 5-GHz band and 400 Mbps in the 2.4-GHz band, while supporting MU-MIMO operation for simultaneous transmission for up to two 802.11ac Wave 2 devices.

Able to survive in harsh outdoor environments, the 360 Series can withstand exposure to high and low temperatures, persistent moisture and precipitation, and are fully sealed to keep out airborne contaminants. All electrical interfaces include industrial strength surge protection.

The outdoor 360 Series have integrated Aruba ClientMatch™ technology to eliminate sticky clients and enhanced Wave 2 WLAN performance. These outdoor APs continuously gather session performance metrics and utilize the data to steer mobile devices to the best AP and radio on the WLAN, even while users roam. The enhanced ClientMatch technology enables the 360 Series to automatically detect, classify and group 802.11ac Wave 2 capable mobile devices under a single Wave 2 radio, increasing network capacity and efficiency.

Like all Aruba Wave 2 access points, the outdoor 360 Series APs have an integrated Bluetooth Aruba Beacon that simplifies remote management for a network of large-scale battery-powered Aruba Beacons, while also providing advanced location and indoor wayfinding and proximitybased push notification capabilities. This enables businesses to leverage mobility context for developing applications that deliver an enhanced user experience – thus increasing the value of the wireless network for organizations.



UNIQUE BENEFITS

- Delivers 1.27 Gbps aggregate throughput
- Advanced Cellular Coexistence (ACC)
- Minimizes interference from 3G/4G cellular networks, distributed antenna systems and commercial small cell/femtocell equipment
- Quality of service for unified communication apps
 - Supports priority handling and policy enforcement for unified communication apps, including cellular Wi-Fi calling and Microsoft Skype for Business with encrypted videoconferencing, voice, chat and desktop sharing
- Best-in-class RF management
 - Integrated Adaptive Radio Management[™] technology manages the 2.4-GHz and 5-GHz radio bands and ensures that APs stay clear of RF interference
- Built-in Bluetooth Low-Energy (BLE) radio
 - Enables proximity-based push notifications and locationbased services for BLE-enabled mobile devices
 - Enables management for deployment of battery powered Aruba Beacons
- Spectrum analysis
 - Capable of part-time or dedicated air monitoring, the spectrum analyzer remotely scans the 2.4-GHz and
 5-GHz radio bands to identify sources of RF interference
- Wireless mesh
 - Wireless mesh connections are convenient where Ethernet drops are not available

CHOOSE YOUR OPERATING MODE

The 360 Series APs offer a choice of operating modes to meet your unique management and deployment requirements.

- Controller-managed AP or Remote AP (RAP) running ArubaOS[™] – When managed by Aruba Mobility Controllers, 360 Series APs offer centralized configuration, data encryption, policy enforcement and network services, as well as distributed and centralized traffic forwarding. Please refer to the Aruba Mobility Controller data sheets for more details.
- Aruba 360 Series APs running InstantOS[™] In Aruba Instant mode, a single AP automatically distributes the network configuration with other APs in Instant mode in the WLAN.
- Air monitor
- Hybrid WLAN AP and air monitor
- Secure enterprise mesh

For large installations across multiple sites, the Aruba Activate[™] service significantly reduces deployment time by automating device provisioning, firmware upgrades, and inventory management. With Aruba Activate, Aruba APs in Instant mode are factory shipped to any site and configure themselves when powered up.

If WLAN and network requirements change, a built-in migration path allows 360 Series APs in Instant mode to become part of a WLAN that is centrally managed by a Mobility Controller.

AP-360 SERIES SPECIFICATION

- AP-365
 - 2.4-GHz (400 Mbps max) and 5-GHz (867 Mbps max) radios, each with 2x2 MIMO and integrated omnidirectional antennas.
- AP-367
 - 2.4-GHz (400 Mbps max) and 5-GHz (867 Mbps max) radios, each with 2x2 MIMO and integrated directional antennas.

WIRELESS RADIO SPECIFICATIONS

- AP type: outdoor, dual radio, 5 GHz 802.11ac and 2.4 GHz 802.11n
 - In addition to 802.11n data rates, the 2.4-GHz radio supports 802.11ac data rates using 256-QAM modulation.
- 2x2 MIMO with two spatial streams and up to 1,266 Mbps wireless data rate

- Supported frequency bands (country-specific restrictions apply):
 - 2.4000 GHz to 2.4835 GHz
 - 5.150 GHz to 5.250 GHz
 - 5.250 GHz to 5.350 GHz
 - 5.470 GHz to 5.725 GHz
 - 5.725 GHz to 5.875 GHz
- Available channels: Dependent upon configured regulatory domain
- Dynamic Frequency Selection (DFS) compliant to radar coexistence requirements
- Supported radio technologies:
 - 802.11b: Direct-sequence spread-spectrum (DSSS)
 - 802.11a/g/n/ac: Orthogonal frequency-division multiplexing (OFDM)
 - 802.11n/ac: 2x2 MU-MIMO with up to two spatial streams
- Supported modulation types:
 - 802.11b: BPSK, QPSK, CCK
 - 802.11a/g/n: BPSK, QPSK, 16-QAM, 64-QAM
 - 802.11ac: BPSK, QPSK, 16-QAM, 64-QAM, 256-QAM
- Transmit power: Configurable in increments of 0.5 dBm
- Maximum (conducted aggregate) transmit power (limited by local regulatory requirements):
 - 2.4-GHz band: +21 dBm (18 dBm perchain)
 - 5-GHz bands: +25 dBm (22 dBm per chain)
- Advanced cellular coexistence (ACC) feature to effectively deal with interference from cellular systems
- Maximum ratio combining (MRC) for improved receiver performance
- Cyclic delay diversity (CDD) for improved downlink RF performance
- Short guard interval for 20-MHz, 40-MHz and 80-MHz channels
- Space-time block coding (STBC) for increased range and improved reception
- Low-density parity check (LDPC) for high-efficiency error correction and increased throughput
- Transmit beam-forming (TxBF) for increased reliability in signal delivery
- 802.11ac wave 2 MU-MIMO
- Supported data rates (Mbps):
 - **-** 802.11b: 1, 2, 5.5, 11
 - 802.11a/g: 6, 9, 12, 18, 24, 36, 48, 54
 - 802.11n: 6.5 to 300 (MCS0 to MCS15)
 - 802.11ac: 6.5 to 867 (MCS0 to MCS9, NSS = 1 to 2)
- 802.11n high-throughput (HT) support: HT 20/40
- 802.11acvery high throughput (VHT) support: VHT 20/40/80
- 802.11n/ac packet aggregation: A-MPDU, A-MSDU Power

- Maximum power consumption: 12.5 watts
- Power over Ethernet (PoE): 48 Vdc (nominal) 802.3af-compliant source

ANTENNAS

Supports 802.11ac TxBF which provides an effectively infinite variety of antenna patterns

- AP-365: Integrated Omni antennas (H and V polarized)
 - 2.7 dBi @ 2.4 GHz
 - 4.3 dBi @ 5.x GHz
- AP-367: Integrated Directional antennas (+/-45 polarized)
 - 6.3 dBi @ 2.4 GHz (90° Vertical x 90° Horizontal)
 - 6.5 dBi @ 5.x GHz (90° Vertical x 100° Horizontal)

O T H E R I N T E R F A C E S

- One 10/100/1000BASE-T Ethernet network interfaces (RJ-45)
 - Auto-sensing link speed and MDI/MDX
 - 802.3az Energy Efficient Ethernet (EEE)
 - PoE-PD: 802.3af PoE
- Serial console interface (micro USB)
- Reset button
- Visual indicator (LED):
 - Power/system status

MOUNTING

- Ordered separately
- Optional mounting kits:
 - AP-270-MNT-V1: Outdoor AP long mount kit for pole/wall mounting. Reduces impact of obstruction by pole or extends away from corner
 - AP-270-MNT-V2: Outdoor AP short mount kit for pole/wall mounting
 - AP-270-MNT-H1: Outdoor AP mount kit for hanging from inclined/horizontal structures
 - AP-270-MNT-H2: Outdoor AP flush mount kit for hanging from inclined/horizontal structures

MECHANICAL

- Dimensions/weight (unit, excluding mount accessories):
 - 165mm (W) x 165mm (D) x 110mm (H), 6.5" (W) x 6.5" (D) 4.3" (H)
 - 807g/1.78lbs (AP-365)
 - 815g/1.80lbs (AP-367)
- Dimensions/weight (shipping):
 - 198mm (W) x 200mm (D) x 128mm (H), 7.8" (W) x 7.9" (D) x5.0" (H)
 - 1,115g/2.46lbs (AP-365)
 - 1,123g/2.48lbs (AP-367)

ENVIRONMENTAL

- Operating:
 - Temperature: -40° C to +55° C (-40° F to +131°F) ambient in full sun
 - Humidity: 5% to 95% non-condensing
- Max Elevation 3000m
- Storage and transportation:
 - Temperature: -40° C to +70° C (-40° F to +158°F)
 - EN 300 019 Storage and Transportation
- Shock, vibration, and earthquake
 - IEC 60068-2-64/-27/-6
- Weather resistance
 - Wind Survivability: Up to 165mph
 - IP66/67
 - ASTM B117-07A: Salt spray testing per UL50 NEMA 4x
 - EN 300 019 Environmental testing
 - » Non-weather protected locations
 - » Full solar exposure

REGULATORY

- FCC/Industry of Canada
- CE Marked
- RED Directive 2014/53/EU
- EMC Directive 2014/30/EU
- Low Voltage Directive 2014/35/EU
- EN 300 328
- EN 301 489
- EN 301 893
- UL/IEC/EN 60950
- EN 60601-1-1, EN60601-1-2

For more country-specific regulatory information and approvals, please see your Aruba representative.

REGULATORY MODEL NUMBERS

- AP-365: APEX0365
- AP-367: APEX0367

CERTIFICATIONS

- CB Scheme Safety, cTUVus
- Wi-Fi CERTIFIED™ a,b,g,n
- Wi-Fi CERTIFIED[™] ac (with wave 2 features)

WARRANTY

Limited lifetime warranty

MINIMUM OPERATING SYSTEM SOFTWARE VERSION

• Unified ArubaOS and InstantOS 6.5.2.0 and 8.2.0

R F P E R F O R M A N C E T A B L E

	Maximum transmit power (dBm) per transmit chain	Receiver sensitivity (dBm) per receive chain
802.11b2.4GHz		
1 Mbps	18.0	-91.0
11 Mbps	18.0	-88.0
802.11g 2.4 GHz		
6 Mbps	18.0	-91.0
54 Mbps	18.0	-73.0
802.11n HT202.4 GHz		
MCS0/8	18.0	-91.0
MCS7/15	18.0	-72.0
802.11n HT402.4GHz		
MCS0/8	18.0	-88.0
MCS7/15	18.0	-69.0
802.11 a c V H T 202.4 G H z		
MCS0 Nss1&Nss2	18.0	-91.0
MCS8 Nss1&Nss2	18.0	-67.0
802.11acVHT402.4GHz		
MCS0 Nss1&Nss2	18.0	-88.0
MCS9 Nss1&Nss2	17.0	-63.0
802.11 a VHT 80 5 GHz		
6 Mbps	22.0	-91.0
54 Mbps	20.0	-74.0
802.11n HT205 GHz		
MCS0/8	22.0	-91.0
MCS7/15	20.0	-72.0
802.11n HT40 5 GHz		
MCS0/8	22.0	-88.0
MCS7/15	20.0	-69.0
802.11 a c V H T 20 5 G H z (SU - M	IM 0)	
MCS0 Nss1&Nss2	22.0	-91.0
MCS8 Nss1&Nss2	19.0	-68.0
802.11 ac VHT40 5 GHz (SU-M	IM O)	
MCS0 Nss1&Nss2	22.0	-87.0
MCS9 Nss1&Nss2	19.0	-63.0
802.11 ac VHT 80 5 GHz (SU-M	IM O)	
MCS0 Nss1&Nss2	22.0	-85.0
MCS9 Nss1&Nss2	19.0	-59.0

Note: please check with your country manager for regional product schedules.

ORDERING INFORMATION

Part Number	Description			
AP-360 Series Access Points				
JX963A	Aruba AP-365 (EG) 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX964A	Aruba AP-365 (IL) 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX965A	Aruba AP-365 (JP) 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX966A	Aruba AP-365 (RW) 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX967A	Aruba AP-365 (US) 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX968A	Aruba AP-365 (RW) FIPS/TAA 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX969A	Aruba AP-365 (US) FIPS/TAA 802.11n/ac Dual 2x2:2 Radio Integrated Omni Antenna Outdoor AP			
JX970A	Aruba AP-367 (EG) 802.11n/ac Dual 2x2:2 Radio Integrated Directional Antenna Outdoor AP			
JX971A	Aruba AP-367 (IL) 802.11n/ac Dual 2x2:2 Radio Integrated Directional Antenna Outdoor AP			
JX972A	Aruba AP-367 (JP) 802.11n/ac Dual 2x2:2 Radio Integrated Directional Antenna Outdoor AP			
JX973A	Aruba AP-367 (RW) 802.11n/ac Dual 2x2:2 Radio Integrated Directional Antenna Outdoor AP			
JX974A	Aruba AP-367 (US) 802.11n/ac Dual 2x2:2 Radio Integrated Directional Antenna Outdoor AP			
JX975A	Aruba AP-367 (RW) FIPS/TAA 802.11n/ac Dual 2x2:2 Radio Integrated Direct Antenna Outdoor AP			
JX976A	Aruba AP-367 (US) FIPS/TAA 802.11n/ac Dual 2x2:2 Radio Integrated Direct Antenna Outdoor AP			
AP-360 Series Accessories				
JW627A	PD-3501G-AC 15.4W 802.3af PoE 10/100/1000Base-T Ethernet Midspan Injector			
JW630A	PD-9001GO-DC 30W 802.3at PoE+ 10/100/1000 12-24V DC in Outdoor Surge Prot Midspan Injector			
JW700A	PD-9001GO-NA 30W 802.3at PoE+ 10/100/1000 Outdoor Surge Prot NA Power Cord Midspan Injector			
JW701A	PD-9001GO-INTL 30W 802.3at PoE+ 10/100/1000 Outdoor Surge Prot Intl Power Cord Injector			
JW052A	AP-270-MNT-V1 AP-270 Series Outdoor Pole/Wall Long Mount Kit			
JW053A	AP-270-MNT-V2 AP-270 Series Outdoor Pole/Wall Short Mount Kit			
JW054A	AP-270-MNT-H1 AP-270 Series Outdoor AP Hanging or Tilt Install Mount Kit			
JW055A	AP-270-MNT-H2 AP-270 Series Access Flush Wall or Ceiling Mount			



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Alameda Unified School District Wireless Access Point RFP

Response Due: Tuesday March 6, 2018, 3 p.m.

Purpose and Scope. The purpose of this Request for Proposal (RFP) is to solicit proposals from vendors for the purchase of wireless access points, for sixteen (16) sites and facilities in the Alameda Unified School District (the "District"), pursuant to Public Contract Code section 20118.2. General information about the District can be found at http://www.alameda.k12.ca.us.

The District is seeking to upgrade secure wireless coverage to all points within school district buildings.

Requirements include:

- 1. Mainstream products with strong manufacturer commitment and vendor support.
- 2. Industry standards-based 802.11a/n/ac and 802.11b/g/n

3. Easy to install/upgrade to newer standards as they become widely accepted and available.

4. Easy integration into existing centralized management system.

It is the sole responsibility of the proposer to monitor the District Purchasing website (<u>http://www.alameda.k12.ca.us/technologyservices</u>) for any addenda to the RFP. For the purpose of this document, the terms proposer, responder, vendor, supplier and contractor are those entities submitting a response to this RFP.

SECTION 1: GENERAL REQUIREMENTS

1.1 **Proposal Validity Period**. Submission of the proposal will signify the vendor's agreement that their proposal and the content thereof are valid for 120 days following the submission deadline and will become part of the contract that is negotiated between the District and the successful vendor.

1.2 **Evaluation Process**. The evaluators will consider how well the vendor's proposed solution meets the needs of the District as described in the vendor's response. It is important that the responses be clear, concise and complete so that the evaluators can understand all aspects of the proposal. The evaluation process is not designed to simply award the contract solely based on the lowest bid. Rather, it is intended to help the District select the right vendor with the best combination of professional attributes, experience, relevant skill-sets, and cost, based on the evaluation factors.

Please include all required and appropriate information with your proposal. No other source of information, written or verbal, will be considered part of your proposal. At the completion of the RFP process, the District will determine the viability of moving forward to complete negotiations with the chosen vendor to provide equipment services and solutions that best meet the needs of the District's criteria for design, cost, vendor requirements and references.

All Responders must meet the following criteria:

- 1. Responder must be currently licensed to do business in the State of California, which will be validated by Responder providing copies of all licenses and/or certificates as part of Responder's proposal.
- 2. Responder must have been in existence at least three (3) years as an operating business.
- 3. Responder must not have declared any form of Bankruptcy in the last five (5) years.
- 4. Responder must provide a list of at least three (3) clients where Responder has established a contract of comparable size and scope of services.
- 5. Responder shall have the ability to fulfill standard contract requirements, including indemnification and insurance of the District, if necessary.

- 6. Responder must be currently eligible as a provider of services under the E-Rate guidelines and provide their E-Rate Service Provider Identification Number (SPIN).
- 7. Responder shall meet other presentation and participation requirements listed in this RFP.

1.3 **Schedule**. Late responses will not be considered.

An approximate schedule is as follows:

Activity	Time	<u>Date</u>
RFP released		February 6, 2018
Proposal Due Date	3 p.m.	March 6, 2018
Winning Vendor Selected		March 7, 2018

1.4 **Deadline for Questions**. Questions regarding the RFP should be asked in writing. Responses will be posted on the District website. In order to make information available to all proposing vendors, no questions will be answered if submitted after 4 p.m. on February 20, 2018.

1.5 **RFP Submission**. Please submit one (1) electronic copy by e-mail, to our E-Rate consultant (Rick Del Valle), at rick.delvalle@yahoo.com by 3 p.m. on Tuesday, March 6, 2018.

1.6 **Vendor Communication**. Upon release of this RFP, all vendor communications concerning the overall RFP should be directed Rick Del Valle. Unauthorized contact with District employees regarding this RFP is not permitted. Any oral communications will be considered unofficial and non-binding to the District. Vendors should rely only on written, faxed, or e-mailed statements as issued by Rick Del Valle, or posted on the Alameda USD web-site as previously noted.

1.7 Right of Selection/Rejection - Waiver of Informalities or Irregularities.

The District reserves the right to reject any or all proposals, to waive any minor informalities or irregularities contained in any proposal, and to accept any proposal deemed to be in the best interest of the District. Selection of a vendor shall not be construed as an award of contract but as a commencement of contract negotiations, including but not limited to the proposed contract price.

The District reserves the right to order all items, or only some of the items, or none of the items.

1.8 **RFP Revisions**. The District reserves the right to change the schedule or issue addenda to the RFP *at any time* up until the submission deadline. The District also

reserves the right to cancel or reissue the RFP at any time. Addenda or a notice of cancellation will be posted to the District's website. It is the sole responsibility of the proposer to monitor the District's website for the posting of such information.

1.9 **Compensation**. No payment of any kind will be provided to the submitting vendor, or parties they represent, for obtaining any of the information solicited. Procurement of all equipment and services will be in accordance with any subsequent written contract.

1.10 **Commitments**. All quotes should be submitted on the most complete basis and with the most favorable financial terms available. The selected proposal may, at the District's option, be made part of the final purchase contract, and all representations in the proposal may be considered commitments to supply the system as described.

1.11 **Contract Award and Execution**. The District reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be initially submitted on the most favorable terms the vendors can offer. It is understood that the proposal will become a part of the official file on this matter without obligation to the District. The general conditions and specifications of the RFP and the successful vendor's response, as amended by agreements between the District and the vendor, will become part of the contract documents. Additionally, the District will verify vendor representations that appear in the proposal. Failure of the vendor's products to meet the mandatory specifications may result in elimination of the vendor is expected to enter into a contract with the District on terms similar to those set out in this RFP. If the selected vendor fails to sign and return the final contract within ten (10) business days of delivery, the District may elect to cancel the contract and award it to the next highest-ranked vendor.

No cost to the District may be incurred before the vendor has returned a fully executed contract.

Contract dates are as follows: contract start date will be July 1, 2018; contract end date will be September 30, 2019. Contract should have the option of at least one (1) oneyear extension to allow for any unseen circumstances that may prevent delivery and installation of the services before the September 30, 2019 end date.

1.12 **Late Submissions**. Proposals received after the due date, and time, will not be accepted. The District is not responsible for late delivery or proposals lost in transport. Please refer to the RFP schedule for the due date.

1.13 **Proposal Preparation**. All proposals must be received by 3 p.m. on Tuesday, March 6, 2018. E-mail proposals only, will be accepted. The District is not responsible for any costs incurred by the responder in the preparation of the proposal.

Proposals must be organized as follows:

1. Cover letter - must include firm name, address, telephone, fax, and email

address.

- 2. Company information.
- 3. List of similar projects and references.
- 4. Answers to Specific Questions posed in this RFP (if any).
- 5. Detailed cost proposal.
- 6. Identify all warranties and guarantees.

1.14 **Number of Proposals**. Responders shall provide one (1) electronic copy by email to rick.delvalle@yahoo.com

1.15 **Screening of Proposals**. The District will screen all proposals and may reject any proposal that does not meet the minimum requirements. The District reserves the right to reject any and all proposals. The District shall evaluate the proposal using the following criteria, which are also given relative weighting:

- 1. Initial Price: 50%
- 2. Performance and performance reliability: 15%
- 3. Ease of management, modification and updating: 15%
- 4. Warranty: 10%
- 5. Proposals in which vendors are willing to bill the District only the Discounted (post E-Rate) amount, and the vendor bills USAC for the Difference: 10%

1.16 **RFP Addenda**. The District reserves the right to amend this RFP at any time prior to the closing date. It is the responder's responsibility to check the District website at http://www.alameda.k12.ca.us/technologyservices for any addenda prior to submitting their response.