



Production Switch Refresh-Juniper Networks_5 Yr

PROPOSAL PREPARED FOR
City of Greenfield



Scope of Work

Solution Summary

This quote is for 12 (9 production, 3 spares) Juniper Networks switches to replace the production switches for City of Greenfield.

The spares do not include the redundant power supplies nor the additional power cord.

It includes Qubit Networks Professional services in which Qubit engineers will label, configuration, deliver on-site and provide a knowledge transfer. A Qubit project manager will coordinate these activities with City of Greenfield.

The quantity and Juniper models are quantity 8 (7 production, 1 Spare) EX4400-24X with 24 ports, quantity 3 (2 production, 1 spare) EX3400-48T with 48 ports, and 1 EX3400-48P with 48 ports and POE.

The rack break-down of each is:

Left Rack: Qty 2 EX4400-24X and 1 EX3400-48P.

Middle Rack: Qty 1 EX4400-24X and Qty 1 EX3400-48T.

Right Rack: Qty 4 EX4400-24X and Qty 1 EX3400-48T.

DACs are included for each

The support on each includes 5 years of Juniper Mist Wired Assurance and 24x7 Juniper Tech support access.

Juniper Switches

Qty	Manufacturer Name	Item #	Product Description	Unit Price	Ext. Price
8	Juniper Networks	EX4400-24X	24x10GbaseX switch with 2x100G uplink ports. MACsec AES256. Airflow out of PSU. Optional module-4x10G or 4x25G	\$5,701.08	\$45,608.64
7	Juniper Networks	CBL-EX-PWR-C13-US	Power Cable, US	\$19.01	\$133.07
7	Juniper Networks	JPSU-550-C-AC-AFO	550W compact AC AFO power supply for EX4400 switches	\$260.30	\$1,822.10
3	Juniper Networks	EX3400-48T	EX3400 48-port 10/100/1000BaseT, 4 x 1/10G SFP/SFP+, 2 x 40G QSFP+, redundant fans, front-to-back airflow, 1 AC PSU JPSU-150-AC-AFO included (optics sold separately)	\$1,635.48	\$4,906.44
2	Juniper Networks	CBL-EX-PWR-C13-US	Power Cable, US	\$19.01	\$38.02
2	Juniper Networks	JPSU-150-AC-AFO	EX4100 and EX3400 150W AC Power Supply, Front-to-back airflow (power cord needs to be ordered separately)	\$197.21	\$394.42
1	Juniper Networks	EX3400-48P	EX3400 48-port 10/100/1000BaseT PoE+, 4 x 1/10G SFP/SFP+, 2 x 40G QSFP+, redundant fans, front-to-back airflow, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately)	\$2,259.31	\$2,259.31



Juniper Switches

Qty	Manufacturer Name	Item #	Product Description	Unit Price	Ext. Price
1	Juniper Networks	JPSU-920-AC-AFO	EX4100 and EX3400 920W AC Power Supply, Front-to-Back airflow (power cord needs to be ordered separately)	\$427.15	\$427.15
1	Juniper Networks	CBL-PWR-C13-US-48P	Power Cord, AC, US/Canada, C13,15A/125V, 2.5m, Straight	\$19.80	\$19.80
				Subtotal:	\$55,608.95

Direct Attached Cables

Qty	Manufacturer Name	Item #	Product Description	Unit Price	Ext. Price
7	Juniper Networks	JNP-100G-DAC-1M	QSFP28, 100GE Direct Attach Copper Cable, 1 meter, Standard Temperature (0 through 70 DEGREE C), 0.015W, 30 AWG	\$106.67	\$746.69
3	Juniper Networks	EX-SFP-10GE-DAC-3M	SFP+, 10GE Direct Attach Copper Cable, 3 meters, Standard Temperature (0 through 70 DEGREE C), 0.57W, 30 AWG	\$35.11	\$105.33
6	Juniper Networks	EX-SFP-10GE-DAC-1M	SFP+, 10GE Direct Attach Copper Cable, 1 meter, Standard Temperature (0 through 70 DEGREE C), 0.57W, 30 AWG	\$30.10	\$180.60
				Subtotal:	\$1,032.62

Juniper Support-5 Year

Qty	Manufacturer Name	Item #	Product Description	Unit Price	Ext. Price
8	Juniper Networks	S-EX-A-C2-5-COR	SW, EX, Advanced, Class 2 (24 ports), includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 5 YEAR	\$751.90	\$6,015.20
3	Juniper Networks	S-EX-A-C3-5-COR	SW, EX, Advanced, Class 3 (32 or 48 ports), includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 5 YEAR	\$1,141.47	\$3,424.41
1	Juniper Networks	S-EX-A-C3-5-COR	SW, EX, Advanced, Class 3 (32 or 48 ports), includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 5 YEAR	\$1,141.47	\$1,141.47
				Subtotal:	\$10,581.08



Professional Services

Qty	Manufacturer Name	Item #	Product Description	Unit Price	Ext. Price
1		Service - Fixed Fee	Labeling, Configuration, Installation and on-site knowledge transfer.	\$4,500.00	\$4,500.00
				Subtotal:	\$4,500.00



Production Switch Refresh-Juniper Networks_5 Yr

Prepared by:

Qubit Networks

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Prepared for:

City of Greenfield

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Rob Souchon

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Quote Information:

Quote #: 000364

Version: 1

Delivery Date: 12/02/2024

Expiration Date: 12/30/2024

Quote Summary

Description

Amount

Juniper Switches

\$55,608.95

Direct Attached Cables

\$1,032.62

Juniper Support-5 Year

\$10,581.08

Professional Services

\$4,500.00

Total: \$71,722.65

Taxes, shipping, handling and other fees may apply at time of invoicing. We reserve the right to cancel orders arising from pricing or other errors.

*Note: Anything (verbal or written) expressed or implied elsewhere, which is contrary to this proposal shall be null and void. Credit Card orders are subject to a 3.75% processing fee.

Qubit Networks

City of Greenfield

Signature: _____

Signature: _____

Name: Rick Letourneau

Name: Rob Souchon

Title: _____

Date: _____

Date: 12/02/2024



General Terms and Conditions

By signing and executing this Order Form, Qubit Networks, LLC ("Qubit") and the party named in such Order Form ("Customer") agree, acknowledge, accept, and certify to the following:

(a) All purchases of Systems, Equipment and/or Services (as defined in the Terms and Conditions) under each Purchase Document between Qubit and Customer are and shall be subject to the general terms and conditions posted on Qubit's website at www.qubitnet.com ("[Terms and Conditions](#)"), which are incorporated herein and may be changed or amended from time to time by Qubit on Qubit's website; and

(b) Customer certifies, acknowledges, and agrees that Customer has read, understands, and agrees to the provisions of this Order Form and to the Terms and Conditions, and Customer understands and confirms that it has accessed or can obtain access to the Terms and Conditions on Qubit's website, and may obtain and retain a copy of such Terms and Conditions from Qubit's website; and

(c) Customer certifies, acknowledges, and agrees that the Terms and Conditions are subject to change from time to time, and that the Terms and Conditions in effect at the time of Customer's acceptance of a Purchase Document shall be those Terms and Conditions set forth on Qubit's website at the time of Customer's acceptance of the applicable Purchase Document; and

(d) Customer agrees and acknowledges that Qubit does not provide price protection, and the costs, prices, fees, and expenses in the Order Form and Purchase Documents have been calculated based on the current prices and availability for labor, components, products, equipment, and general component IT materials. In the event of tariffs, material shortages, product availability, labor unavailability, or any other event beyond Qubit's control that cause an increase in the price of service delivery under this Agreement, Qubit shall propose to the Customer an equitable price adjustment at least thirty (30) days prior to the proposed effective date. The equitable price adjustment shall become effective if agreed to in writing by the Customer prior to the effective date of the equitable price adjustment.

(e) In the event of a conflict between or among (i) the provisions of this Order Form and/or the Terms and Conditions and (ii) any specific provisions set forth in a current, valid existing written agreement executed by and between Qubit and Customer (an "Existing Agreement" herein), the provisions of such Existing Agreement will control and take precedence over the specific conflicting terms of this Order Form and/or the Terms and Conditions solely to the extent they are inconsistent herewith and therewith. In all other cases and for all other non-conflicting provisions, the Terms and Conditions of the Order Form and Terms and Conditions hereof will prevail and control between Qubit and Customer.