

**LOUISVILLE WATER COMPANY**  
**Bid 14-142 / Cisco Maintenance Contract Renewals**  
**Bid Opening Date: August 20, 2014**  
**Term: October 1, 2014 - September 30, 2016**

Awardee: C.B.T.S.

Buyer: Terri Conner

Project Manager: Brian Robertson

Bid Estimate: \$50,000.00

Bidders:				C.B.T.S.		CDW Government LLC (CMBE) (1) (2) (3)	Cornerstone Information Systems, Inc. (3) (4) (5)	SHI International Corp. (3) (6)		
Bid Signed:				Yes		Yes	Yes	Yes		
Acknowledge Receipt of Addendum #1 & #2:				Yes		No	Yes	Yes		
Item #	Part Number	Serial Number	Previous Monthly Unit Price	Monthly Unit Price	Total Price (24 Months)	Monthly Unit Price	Total Price (24 Months)	Monthly Unit Price	Total Price (24 Months)	
1	ASA5505-UL-BUN-K9	JMX1229ZONU	\$7.83	\$7.77	\$186.48	Bidder did not utilize the bidders proposal. Bidder provided a spreadsheet that included pricing for all lines items and gave total price at a discounted cost.	\$7.80	\$187.20	(5)	Bidder did not utilize the bidders proposal. Bidder gave total price on a Quote. Bidder did not give unit pricing.
2	ASA5505-UL-BUN-K9	JMX1229ZONT	\$7.83	\$7.77	\$186.48		\$7.80	\$187.20	(5)	
3	AIR-CAP1552E-A-K9	FTX1630POQV	\$22.80	\$11.75	\$282.00		\$11.80	\$283.20	(5)	
4	AIR-CAP1552E-A-K9	FTX1630POQ6	\$22.80	\$11.75	\$282.00		\$11.80	\$283.20	(5)	
5	AIR-CAP1552E-A-K9	FTX1630POQ5	\$22.80	\$11.75	\$282.00		\$11.80	\$283.20	(5)	
6	AIR-CAP1552E-A-K9	FTX1630POQ4	\$22.80	\$11.75	\$282.00		\$11.80	\$283.20	(5)	
7	AIR-LAP1142N-A-K9	FTX1626K4LT	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
8	AIR-LAP1142N-A-K9	FTX1626K4LR	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
9	AIR-LAP1142N-A-K9	FTX1626E3PX	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
10	AIR-LAP1142N-A-K9	FTX1626E3PS	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
11	AIR-LAP1142N-A-K9	FTX1626E3PR	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
12	AIR-LAP1142N-A-K9	FTX1626E16T	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
13	AIR-LAP1142N-A-K9	FTX1626E16L	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
14	AIR-LAP1142N-A-K9	FTX1529E18G	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
15	AIR-LAP1042N-A-K9	FTX1522E44M	\$4.05	\$2.09	\$50.16		\$2.09	\$50.16	(5)	
16	AIR-LAP1142N-A-K9	FTX144655ZR	\$5.07	\$2.61	\$62.64		\$2.55	\$61.20	(5)	
17	AIR-LAP1262N-A-K9	FTX1438S0TY	\$6.08	\$3.13	\$75.12		\$3.13	\$75.12	(5)	
18	AIR-LAP1262N-A-K9	FTX1438S0TU	\$6.08	\$3.13	\$75.12		\$3.13	\$75.12	(5)	
19	AIR-LAP1262N-A-K9	FTX1438S0TT	\$6.08	\$3.13	\$75.12		\$3.13	\$75.12	(5)	
20	AIR-LAP1262N-A-K9	FTX1438S0TS	\$6.08	\$3.13	\$75.12		\$3.13	\$75.12	(5)	
21	AIR-LAP1262N-A-K9	FTX1438S0TR	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
22	AIR-LAP1262N-A-K9	FTX1438S0TQ	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
23	AIR-LAP1262N-A-K9	FTX1438S0TN	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
24	AIR-LAP1262N-A-K9	FTX1438S0TM	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
25	AIR-LAP1262N-A-K9	FTX1438S0TL	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
26	AIR-LAP1262N-A-K9	FTX1438S0TK	\$6.08	\$3.13	\$75.12	\$3.13	\$75.12	(5)		
27	AIR-LAP1131AG-A-K9	FTX1411T0WT	\$3.55	\$4.18	\$100.32	\$4.17	\$100.08	(5)		
28	AIR-LAP1131AG-A-K9	FTX1411T0WS	\$3.55	\$4.18	\$100.32	\$4.17	\$100.08	(5)		
29	AIR-LAP1131AG-A-K9	FTX1411T0WR	\$3.55	\$4.18	\$100.32	\$4.17	\$100.08	(5)		
30	AIR-LAP1242AG-A-K9	FTX1350B14Q	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
31	AIR-LAP1131G-A-K9	FTX1251T0LH	\$3.55	\$4.18	\$100.32	\$4.17	\$100.08	(5)		
32	AIR-LAP1242G-A-K9	FTX1240B35A	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
33	AIR-AP1131AG-A-K9	FTX1230T03L	\$3.68	\$4.18	\$100.32	\$4.17	\$100.08	(5)		
34	AIR-LAP1242G-A-K9	FTX1208B4DN	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
35	CISCO2821	FTX1142A0ZG	\$34.57	\$39.44	\$946.56	\$39.63	\$951.12	(5)		
36	CISCO2821	FTX1142A0Z6	\$34.57	\$39.44	\$946.56	\$39.63	\$951.12	(5)		
37	AIR-AP1242AG-A-K9	FTX11377023	\$4.74	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
38	AIR-LAP1242G-A-K9	FTX1136B1VZ	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
39	AIR-LAP1242G-A-K9	FTX1136B1VY	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
40	AIR-LAP1242G-A-K9	FTX1136B1VW	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
41	AIR-LAP1242G-A-K9	FTX1136B1VV	\$4.56	\$5.42	\$130.08	\$5.42	\$130.08	(5)		
42	AIR-BR1310G-A-K9	FTX0922U025	\$6.85	\$7.84	\$188.16	\$7.84	\$188.16	(5)		
43	WS-C2960S-24PS-L	FOC1508Y66B	\$20.58	\$12.54	\$300.96	\$12.59	\$302.16	(5)		
44	WS-C2960-24PC-L	FOC1432W35P	\$9.12	\$9.79	\$234.96	\$9.84	\$236.16	(5)		
45	WS-C2960-24PC-L	FOC1344W54V	\$9.12	\$9.79	\$234.96	\$9.84	\$236.16	(5)		
46	WS-C2960-24PC-L	FOC1344W4XY	\$9.12	\$9.79	\$234.96	\$9.84	\$236.16	(5)		
47	WS-C2960-24LT-L	FOC1227Z3GA	\$5.45	\$5.88	\$141.12	\$5.88	\$141.12	(5)		
48	WS-C2960-24LT-L	FOC1227Z2DY	\$5.45	\$5.88	\$141.12	\$5.88	\$141.12	(5)		
49	WS-C3750G-48PS-S	FOC1227W4M3	\$58.20	\$66.99	\$1,607.76	\$67.34	\$1,616.16	(5)		
50	WS-C3750G-48PS-S	FOC1227W4LB	\$58.20	\$66.99	\$1,607.76	\$67.34	\$1,616.16	(5)		
51	WS-C3750G-48TS-S	FOC1227W495	\$63.78	\$60.33	\$1,447.92	\$62.30	\$1,495.20	(5)		
52	WS-C3750G-48TS-S	FOC1227W48W	\$63.78	\$60.33	\$1,447.92	\$60.67	\$1,456.08	(5)		
53	WS-C3750G-48TS-S	FOC1222Z4NB	\$63.78	\$60.33	\$1,447.92	\$60.67	\$1,456.08	(5)		
54	WS-C3560G-48PS-S	FOC1203Y5N9	\$38.82	\$41.14	\$987.36	\$41.34	\$992.16	(5)		
55	WS-C2960G-24TC-L	FOC1136Z386	\$12.03	\$12.93	\$310.32	\$13.00	\$312.00	(5)		
56	WS-C3750G-48PS-S	FOC1125Y3DZ	\$58.20	\$66.99	\$1,607.76	\$67.34	\$1,616.16	(5)		
57	WS-C3750G-48TS-S	FOC085U129	\$63.78	\$60.33	\$1,447.92	\$60.67	\$1,456.08	(5)		
58	WS-C3750X-48PF-S	FDO1627ROQD	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
59	WS-C3750X-48PF-S	FDO1627ROQP	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
60	WS-C3750X-48PF-S	FDO1627ROPQ	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
61	WS-C3750X-48PF-S	FDO1626R3XZ	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
62	WS-C3750X-48PF-S	FDO1626R3W6	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
63	WS-C3750X-48PF-S	FDO1625R10Z	\$44.33	\$54.85	\$1,316.40	\$55.13	\$1,323.12	(5)		
64	WS-C3560X-48PF-S	FDO1623V0VL	\$29.77	\$39.18	\$940.32	\$39.38	\$945.12	(5)		
65	WS-C3560X-24P-S	FDO1452P04C	\$29.77	\$19.98	\$479.52	\$20.05	\$481.20	(5)		
66	WS-C3560-24PS-S	FDO1224Y516	\$16.72	\$6.46	\$155.04	\$6.46	\$155.04	(5)		
67	WS-C3560-48PS-S	FDO1140Y16B	\$26.54	\$11.05	\$265.20	\$11.09	\$266.16	(5)		
68	WS-C3750G-48TS-S	FCZ1147X04J	\$63.78	\$60.33	\$1,447.92	\$60.67	\$1,456.08	(5)		
69	AIR-CT5508-100-K9	FCW1627L06R	\$202.67	\$339.47	\$8,147.28	\$341.46	\$8,195.04	(5)		
70	WS-C3750-48TS-S	CAT0847X224	\$31.92	\$11.90	\$285.60	\$11.92	\$286.08	(5)		

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<b>Item #</b>	<b>Part Number</b>	<b>Serial Number</b>	<b>Previous Monthly Unit Price</b>	<b>Monthly Unit Price</b>	<b>Total Price (24 Months)</b>	<b>Monthly Unit Price</b>	<b>Total Price (24 Months)</b>	<b>Monthly Unit Price</b>	<b>Total Price (24 Months)</b>	<b>Monthly Unit Price</b>	<b>Total Price (24 Months)</b>
71	WS-C2960S-48FPS-L	FOC1732Z3WH	N/A	\$27.20	\$652.80	Bidder did not utilize the bidders proposal. Bidder provided a spreadsheet that included pricing for all lines items and gave total price at a discounted cost.		\$26.00	\$624.00	Bidder did not utilize the bidders proposal. Bidder gave total price on a Quote. Bidder did not give unit pricing.	
72	WS-C2960S-48FPS-L	FOC1732Z3WB	N/A	\$27.20	\$652.80			\$26.00	\$624.00		
73	WS-C2960S-48FPS-L	FOC1732Z3T1	N/A	\$27.20	\$652.80			\$41.63	\$999.12 (5)		
74	WS-C2960S-48FPS-L	FOC1732Z3SZ	N/A	\$27.20	\$652.80			\$26.00	\$624.00		
75	WS-C2960S-48FPS-L	FOC1732Z3SV	N/A	\$27.20	\$652.80			\$41.63	\$999.12 (5)		
76	WS-C2960S-24PS-L	FOC1721Y0S2	N/A	\$13.19	\$316.56			\$20.13	\$483.12 (5)		
77	WS-C2960S-24PS-L	FOC1721Y0RR	N/A	\$13.19	\$316.56			\$20.13	\$483.12 (5)		
78	ASA5510-AIP10-K9	JMX1107L0P3	\$91.77	\$91.02	\$2,184.48			\$190.05	\$4,561.20 (5)		
79	ASA-SSM-AIP-10-K9=	JAB0944028M	\$98.75	\$97.94	\$2,350.56			\$190.05	\$4,561.20 (5)		
80	UCS-EZ-ENVP-B200M3	FCH1717J9YC	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
81	UCS-EZ-ENVP-B200M3	FCH1717J9XL	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
82	UCS-EZ-ENVP-B200M3	FCH1717J9RY	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
83	UCS-SP-ENVP-B200M3	FCH1717J99R	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
84	UCS-SP-ENVP-B200M3	FCH1717J98Z	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
85	UCS-SP-ENVP-B200M3	FCH1717J90R	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
86	UCS-EZ-ENVP-B200M3	FCH1717J8Y8	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
87	UCS-SP-ENVP-B200M3	FCH1717J8J8	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
88	UCS-SP-ENVP-B200M3	FCH1717J8A8	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
89	UCS-SP-ENVP-B200M3	FCH1717J7HH	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
90	UCS-SP-ENVP-B200M3	FCH1716JABB	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
91	UCS-SP-ENVP-B200M3	FCH1718J5L2	N/A	\$14.37	\$344.88			\$14.42	\$346.08 (5)		
92	UCS-EZ-B230-EX256	FCH1719J07X	N/A	\$16.78	\$402.72			\$16.84	\$404.16 (5)		
93	UCS-EZ-B230-EX256	FCH1719J077	N/A	\$16.78	\$402.72			\$16.84	\$404.16 (5)		
94	UCS-EZ-B230-EX256	FCH1719J02U	N/A	\$16.78	\$402.72			\$16.84	\$404.16 (5)		
95	UCS-EZ-B230-EX256	FCH1717J3UB	N/A	\$16.78	\$402.72			\$16.84	\$404.16 (5)		
96	UCS-SP-INFRA-FI	SSI171009LZ	N/A	\$44.73	\$1,073.52			\$44.96	\$1,079.04 (5)		
97	UCS-SP-INFRA-FI	SSI171006NF	N/A	\$44.73	\$1,073.52			\$44.96	\$1,079.04 (5)		
98	UCS-SP-INFRA-FI	SSI171006NB	N/A	\$44.73	\$1,073.52			\$44.96	\$1,079.04 (5)		
99	UCS-SP-INFRA-FI	SSI171006MT	N/A	\$44.73	\$1,073.52			\$44.96	\$1,079.04 (5)		
<b>Total:</b>				<b>\$57,785.28</b>		\$58,414.11		\$63,567.84		\$78,803.08	

**Planholders not submitting a bid:** Absolute Networking Systems, Inc., Decision Consultants, Inc., Erepubic, NetGain Technologies, Orion Networks, Pomeroy IT Solutions, RCS Communications, Ricoh, SEI Inc., and Verizon Wireless  
Received one (1) "NO BID".

- (1) Bidder did not complete unit pricing on LWC bidders proposal. Bidder gave a separate spreadsheet pricing all the items at a discounted 2 year price. The grand total was included on the spreadsheet. Bidder stated that the customer is responsible for freight charges so freight charge was not included in the price. Some of the line items had different end dates than 24 months. Bid not reviewed further since not apparent low bid.
- (2) Bidder did not acknowledge receipt of Addendum #1 & #2.
- (3) Bidder took exceptions to terms and conditions. Terms and conditions exceptions were not reviewed since not apparent low bid.
- (4) Bidder listed a note on the Bidders Proposal stating that prices reflect 24 months contract. Items cannot be purchased on monthly basis.
- (5) Apparent mathematical error corrected by Buyer. It appears that the bidder rounded the total prices to whole numbers.
- (6) Disqualified - Deemed non-responsive: Bid did not meet the specification number four (4). Bidder did not complete unit pricing on LWC bidders proposal. Bidder included a quote with total price which did not include individual unit pricing for all items. Bidder listed a note on the Bidders Proposal stating that Cisco Smartnet is calculated by Cisco, in a unique manner which does not match the line items above. Bid not reviewed further since not apparent low bid.