Title of Bid: Secure Wifi - Aruba Networks
Bid #: Cooperative

Dept.: Information Systems
Contact Person: Cory Conway
Ext.: 3454

Description (product/service, justification and use):

Secure Wifi - Aruba Networks:

Currently the County’s Wireless Network is segmented in make/model, lacks in a central management platform and segments of which that are beyond end of life. Wireless network security throughout the County has also been pointed out on recent cybersecurity assessments as an area for improvement.

The Aruba platform sought by IS fulfills those needs, and approaches product development with a mobility/security first standpoint. The same Aruba networking platform has already been proven in production at the St. Charles County Emergency Operations Center. This purchase provides for the ability to replace the entire wireless access point fleet (less the EOC) with a single, secure make/model, as well as the ability to centrally manage and support the core service components in a redundant capacity.

IS worked in conjunction with SHI and Aruba Networks to source this competitive quote from the Midwestern Higher Education Compact Cooperative Purchasing Contract.

The purchase includes:

- 160 Wireless Access Points
- 2 Wireless Controllers
- 5 year support agreements
- Consumables and Licensing

Award to: SHI
Location: Somerset, NJ

Price: $157,150.52

Contract term (if applicable):

Bid opening held on:
Opened by:

Account number to be charged for purchase:

If bid was not awarded to lowest bidder, please explain:

If paying for with grant funds, please indicate (1) grant name, (2) total grant amount, (3) what portion of purchase is being paid for by a grant, and (4) when grant period ends as applicable:
FORMAL BID – REQUEST FOR APPROVAL

Additional Bids Received

The following additional bids were received:

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Location</th>
<th>Meets all specifications</th>
<th>Price</th>
<th>Yes</th>
<th>No</th>
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<tbody>
<tr>
<td>SHI</td>
<td></td>
<td></td>
<td>$157,150.52</td>
<td>Yes</td>
<td>No</td>
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For each vendor that doesn’t meet specifications, please explain why:

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<tr>
<th>Vendor</th>
<th>Location</th>
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☐ Sole source justification memos from (1) dept. and (2) vendor attached.

Department Director/Elected Official must sign the request prior to routing to the Purchasing Manager.

Date

Approval or Concurrence of Director of Finance

Date

BELOW ONLY TO BE COMPLETED FOR BIDS AT LEAST $15,000 AND LESS THAN $50,000. See instructions at the top of pg. 1.

Director of Administration Signature

Date
### County of Saint Charles

**Zach Johnson**  
201 N. Second St.  
Suite 313  
St. Charles, MO 63301-0000  
United States  
Phone: 636-949-7900 ext. 3460  
Fax:  
Email: bjohnson@scmo.org

All Prices are in US Dollar (USD)

<table>
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<tr>
<th>Product</th>
<th>Qty</th>
<th>Your Price</th>
<th>Total</th>
</tr>
</thead>
</table>
| 1 HEWLETT PACKARD ENTERPRISE : Aruba 7220 (US) 4p 10GBase-X (SFP+) 2p Dual Pers (10/100/1000BASE-T or SFP) Controller  
Hewlett Packard Enterprise - Part#: JW752A  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 2   | $11,393.31  | $22,786.62 |
| 2 HEWLETT PACKARD ENTERPRISE : Aruba 5 Year Foundation Care Next Business  
Day 7220 Controller Service  
Hewlett Packard Enterprise - Part#: H3FB1E  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 2   | $15,385.54  | $30,771.08 |
| 3 HEWLETT PACKARD ENTERPRISE : Aruba PSU-350-AC 7200 Series S3500-24T  
S3500-48T and S3500-24F 350W AC Power Supply  
Hewlett Packard Enterprise - Part#: JW657A  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 2   | $221.31     | $442.62   |
| 4 HEWLETT PACKARD ENTERPRISE : PC-AC-NA (NA) AC Power Cord  
Hewlett Packard Enterprise - Part#: JW124A  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 4   | $2.14       | $8.56     |
| 5 HEWLETT PACKARD ENTERPRISE : Aruba LIC-AP Controller per AP Capacity License E-LTU  
Hewlett Packard Enterprise - Part#: JW472AAE  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 160 | $31.92      | $5,107.20 |
| 6 HEWLETT PACKARD ENTERPRISE : Aruba 5 Year Foundation Care 24x7 Cntrl per AP Capacity E-LTU Service  
Hewlett Packard Enterprise - Part#: HZYV0E  
Contract Name: Midwestern Higher Education Compact (MHEC)  
Contract #: MHEC-10012015 | 160 | $42.55      | $6,808.00 |
<p>| 7 HEWLETT PACKARD ENTERPRISE : Aruba LIC-PEF Controller Policy Enforcement | 160 | $31.92      | $5,107.20 |</p>
<table>
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<tr>
<th>Item</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Total Price</th>
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<tr>
<td>8</td>
<td>HPE Aruba 5 Year Foundation Care 24x7 License PEF Controller Service</td>
<td>160</td>
<td>$42.55</td>
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<td>9</td>
<td>HPE Aruba 1G SFP LC SX 500m MMF XCVR</td>
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<td>$167.55</td>
<td>$670.20</td>
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<td>10</td>
<td>HPE Aruba 10G SFP+ LC SR 300m MMF XCVR</td>
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<td>$401.86</td>
<td>$1,607.44</td>
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<td>HPE IAP-315 Instant Wireless AP US</td>
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<td>$444.75</td>
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<td>12</td>
<td>HPE Aruba 1 Year Foundation Care Next Business Day Exchange IAP 315 Service</td>
<td>160</td>
<td>$36.71</td>
<td>$5,873.60</td>
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**Total**  $157,150.52

**Additional Comments**

Please Note: Hewlett Packard Enterprise has a zero returns policy on custom build machines.

Hardware items on this quote may be updated to reflect changes due to industry-wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. **TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0**

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.