

Part Number	Description	Qty	Total	BID CAT	BUILDING
	<b>RIDGEDALE LOCAL SCHOOL DIST</b> 3105 HILLMAN FORD RD MORRAL, OH 43337 Brian Slone Technology Director 740-382-6065 bslone@ridgedaleschools.org				
Form 470 Application Number - 250015022 Network Refresh					

On behalf of AIC and Extreme Networks, Inc., it is our pleasure to present the enclosed compatible technology response to your eRate RFP.

We offer the Industry's best Cloud based Switching and **WiFi7** Wireless Indoor and Outdoor Access Points with AI Expert Technology - don't get stuck with obsolete technology.

#### ABOUT CLOUD IQ AND AI EXPERT

ExtremeCloud IQ has been listed as the overall winner in the 'Networking' category of CRN's prestigious "Products of the Year" award and our Universal Switches were the runner up!!

Extreme Networks was named the Enterprise Solution of the Year

Click on the link below for details.

#### About Extreme Networks

Extreme Networks® is pleased to introduce new ExtremeCloud IQ Pilot, Extreme AI Expert, and "TAC & OS" right-to-use (RTU) subscriptions for Access Points and Switches for US K-12 school districts and libraries in support of the 2025 E-rate Season.

ExtremeCloud IQ is a cloud-native solution that extends flexibility, agility, security, and best of breed technology to wired and wireless networks. ExtremeCloud IQ, a key enabler of Extreme's cloud networking architecture, provides unlimited scalability, high availability and continuous feature innovation and delivery for critical educational networks. Extreme AI Expert, a new set of advanced AI capabilities within ExtremeCloud, transforms how customers discover, design, and deliver network and security services.

This enables schools and libraries to ensure the delivery of secure, consistent, digital-driven learning outcomes to students and staff through a robust and personalized interface, powered by Extreme Core AI. Extreme AI Expert leverages rich data sets across Extreme knowledge bases, partner capabilities, and networking and security operational data, changing the way customers interact with their network.

ExtremeCloud IQ Pilot with Extreme AI Expert subscriptions include the following entitlements for the term

- Right-to-use (RTU) ExtremeCloud IQ, ExtremeCloud IQ Essentials, and Extreme AI Expert, including GTAC phone support, upgrade, and maintenance releases
- Embedded network OS support including feature and maintenance releases for managed devices (e.g. AP5020, AP4000,
- GTAC telephone support for the embedded network OS of the managed device

#### BID SUMMARY

Our Proposal also includes 5 Years of follow on Tech Support

Our Proposal includes **20** Single and **9** Dual CAT 6 Drops

Our Proposal includes **12** UPS Upgrades

Our Proposal includes **10** Cloud Managed Switches, 8 x 1/2.5/5 G 90W MGIG Ports, 40 POE+ Ports and a 5 Year Cloud License

Our Proposal includes **6** Cloud Managed Switches, 4 x 1/2.5/5 G 90W MGIG Ports, 20 POE+ Ports and a 5 Year Cloud License

Our Proposal includes **2** Cloud Managed Core Switches, Expandable 24 x 1x 1/10 SFP+ Ports and a 5 Year Cloud License

Our Proposal includes **71** Cloud Managed **WiFi7** WAPs and a 5 Year Cloud License

#### ABOUT OUR SWITCHES

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Our edge switches have a unique feature called **"Instant Port"** - No more port programming - No more CLI programming - you can plug any device into the network and the switch automatically assigns the correct policies and VLANs - VOIP, WAPS, CAMERAS, PRINTERS, POS, ACCESS CONTROL, WHITE BOARDS, ETC.)

No more visiting classrooms every fall after the cleaners have plugged everything back into the "wrong" port - and our ELRP Loop Protection prevent Network Broadcast storms when a port is looped up

You can manage the network from anywhere via a single dashboard or your Smart Phone - The Easy Button of networking

#### ABOUT OUR WAPS

Architected with the Broadcom FBAR tri-band filter, the Extreme WAPs enable superior tri-band radio performance across 5 GHz and 6 GHz spectrum without the need for a software or hardware upgrade.

Designed for high density environments, such as schools, warehouses, healthcare facilities, and stadiums, the WAPs are powerful and intelligent enough to provide the highest level of client services without compromising security. Despite powerful capabilities, the Extreme WAPs allow for flexible placement as the market's smallest form-factor enterprise-grade access points, emphasizing aesthetics.

Unlike other manufacturers, Extreme offers WiFi6E and WiFi7 outdoor APs as well - with Extreme, you can seamlessly roam between indoor and outdoor WAPs. Many other manufacturers only offer WiFi6 outdoor WAPs - you can't seamlessly roam between indoor and outdoor WAPs and you may not have full access to all SSIDs.

Extreme is very proud to say they're the **first to deploy** an enterprise-grade WiFi-6E and WiFi7 indoor and outdoor access point in a customer environment. Coupled with our ExtremeCloud IQ network management platform, Extreme is providing today's highly distributed organizations with the industry's most advanced cloud-managed WiFi solution.

The availability of the new 6 GHz spectrum is opening incredible opportunities for new services, allowing organizations to increase reliability and reduce operational expense and risk. WiFi-6E and WiFi7 greatly improves bandwidth, performance, and eliminate the frustration of slow devices and applications,

No need for different radios for different user densities - the Extreme WAPs handle all client load situations with channels to spare.

The Extreme new WAPs run on standard 802.3at POE - **no need for Expensive, High Power POE switches** - the Extreme WAPs are more energy efficient.

The Extreme WAPs come with standard mounting brackets and a full family of optional brackets are available for special situations.

**Extreme Access Console** - If an AP loses LAN connectivity to its gateway, a unique SSID will broadcast. This allows an admin from the ground to connect wirelessly to the AP's console and use CLI to investigate, allowing for no touch debugging which is a requirement in a high ceiling or warehouse environment. Other manufacturers cannot do this, nor is CLI an option.

**Roll Back** - With Extreme, an AP cannot be 'broken' by sending a bad config or OS update. It will automatically roll back to the previous version. Other Cloud WAPs don't have reversion if the AP can't get back to the Cloud due to a bad update or configuration. The AP will have to be taken down and reset to the factory default as well the configuration in the Dashboard updated. A site-wide bad config or update will have a big, bad impact.

We have installed WiFi7 at several sites and the throughput is amazing.

Click on the links below for details.

[ABOUT EXTREME WiFi 7 WAPS](#)

[THINGS TO KNOW ABOUT WiFi 7](#)

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#### ABOUT OUR VALUE

We believe we have provided The District with excellent value and future proof solution from a Company whose services and support are rated #1 in the industry.

The Gartner Group rated Extreme Networks one of the Top Three Leaders in Networking and Wireless.

And Gartner ranks Extreme Networks #1 in service and support

- Extreme beat Cisco and HPE in the Gartner Peer Insights for Ease of Deployment and Pricing Flexibility
- Extreme is 21 percentage points ahead of Cisco and 34 points ahead of HPE when it comes to reviewer recommendations

Extreme was selected as the official WIFI provider for the NFL, NBA, NASCAR, MLB and the Premier Soccer League.

Click on the link below for details.

#### Welcome to the Show

\* \* Our services include all installation, VLANs, programming, configuration, testing, commissioning, training and documentation - Complete Full Network Setup, plus 5 year complementary follow on tech support

\* \* We have a custom AI software package that will scan your existing network, capture all of the configurations and settings and automatically generate best practice configurations for the new Extreme Switches - it works with all major brands of switching and ensures a flawless cutover. The AI software also completely documents the network and produces final as-built documents. In addition, the software can scan your existing network devices and re-generate flawless, best practice configs. No one else can offer this service.

#### BID DETAILS

\* \* Our solution contains CLOUDIQ Managed Extreme Networks Wireless - indoor and outdoor WAPs, with a 5 year subscription.

\* \* The Extreme WiFi7 WAPs are fully featured, require no onsite controller and are Cloud Managed - Include complete network setup and programming. Include a 5 Year CLOUDIQ Pilot License - after 5 years, unlike Other Manufacturers, the Extreme WAPs will continue to operate.

\* \* Our solution contains CLOUDIQ Managed Extreme Networks Switches - with a 5 year subscription.

\* \* Layer 3 Stackable Core Switch includes 24 x 10 Gig SFP+ Ports, and complete programming and setup. Includes built-in Stacking Ports and cables. Includes 5 Year CLOUDIQ Pilot License - Unlike other manufacturers, you can also CLI manage Extreme Switches

\* \* Layer 2/3 Edge Switch includes 4 x 1G/2.5G/5GBaseT 90W POE ports 20 x 10/100/1000BaseT 30W POE ports 4 x 1G/10G SFP+ ports as noted and complete programming and setup. Stacking ports and cables are included. Includes 5 Year CLOUDIQ Pilot License- Unlike other manufacturers, you can also CLI manage Extreme Switches.

\* \* Layer 2/3 Edge Switch includes 8 x 1G/2.5G/5GBaseT 90W POE ports 40 x 10/100/1000BaseT 30W POE ports 4 x 1G/10G SFP+ ports as noted and complete programming and setup. Stacking ports and cables are included. Includes 5 Year CLOUDIQ Pilot License- Unlike other manufacturers, you can also CLI manage Extreme Switches.

\* \* Cables are CAT-6 as noted -- High Quality Hubbell (not off shore brand) and include high-performance, jacks, faceplates, cable pathways and installation hardware, labeling and testing/certification and Hubbell 20 yr. warranty.

\* \* Copper Patch Cords are CAT-6 as noted and are color coded as required and custom sized to length as required (1-10 Meter).

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**Form 470 Application Number - 250015022**  
**Network Refresh**

**We will migrate your existing configs to the Extreme Cloud, Remove old devices, Label and asset tag new devices, and completely cutover to the new system. We will train your staff and provide 5 years of extended service.**

**\*\* All prices shown include installation, configuration, documentation, training and 5 year follow-on support.**

**We have excellent references - see attached**

**\*\* Please contact engineering for further details or to schedule a demo - (419) 544-1331**

#### Internal Connections Components Requested:

##### 4220 1/2.5 MGig 90W Series with XIQ

##### These are 5G 90W MGIG Switches

4220-4MW-20P-4X	4220 24 port stackable MultiGig switch (370W POE) with 4 1G/2.5G/5GBaseT 90W POE ports 20 10/100/1000BaseT 30W POE ports 4 1G/10G SFP+ ports. Includes Fans 1 Fixed AC PSU with option to add external redundant PSU	6	\$	9,853.08	SW	ALL
4220-8MW-40P-4X	4220 48 port stackable MultiGig switch (740W POE) with 8 1G/2.5G/5GBaseT 90W POE ports 40 10/100/1000BaseT 30W POE ports 4 1G/10G SFP+ ports. Includes Fans 1 Fixed AC PSU with option to add external redundant PSU	10	\$	24,246.80	SW	ALL

##### POWER

10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	16	\$	266.72	SW	ALL
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##### LICENSES

USK12-STD-A-S-C-EW-5Y	ExtremeCloud IQ Pilot with AI Expert; ExtremeWorks Right-to-Use Subscription and TAC OS for one Tier A device for 5 years (US K-12)	16	\$	3,721.92	SW	ALL
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##### STACKING

Re-Use Existing

##### CONNECTORS

Re-Use Existing

##### PATCHING

Re-Use Existing

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**\$ 38,088.52**

##### 5120 Series with XIQ

5120-24X-4Y-AC-F	5120 switch bundle with 24 x 1G/10G SFP+ ports, 4 x 10G/25G SFP28 ports, 4 fans, 1 x 550W AC PSU, 1 unpopulated modular PSU slot, Front to Back airflow	2	\$	4,664.50	SW	ALL
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##### POWER

XN-ACPWR-550W-FB-A	550 Watt AC Power Supply Module - Front to Back airflow	2	\$	381.56	SW	ALL
10099	Power Cord 15A USA NEMA 5-15 IEC320-C15	4	\$	66.68	SW	ALL

##### STACKING

100G-DACP-QSFP25M_	100Gb, QSFP28-QSFP28 Direct attach passive copper cable, 0.5m	2	\$	76.80	SW	ALL
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##### LICENSES

5000-PRMR-LIC-P	Perpetual Premier License for 5000 Series switches	2	\$	1,335.56	SW	ALL
USK12-STD-C-S-C-EW-5Y	ExtremeCloud IQ Pilot with AI Expert; ExtremeWorks Right-to-Use Subscription and TAC OS for one Tier C device for 5 years (US K-12)	2	\$	1,842.98	SW	ALL

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**\$ 8,368.08**

##### 802.11 WiFi 7 Cloud IQ Pilot Managed Wireless - Indoor XIQ

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*These are WiFi7 WAPs - far exceed the capacity of soon to be obsolete WiFi6 and 6E WAPs - Why get stuck with obsolete and underperforming technology?*

*The Extreme Cloud IQ is a 4th Generation Cloud, full mature, unlike other manufacturers and it also offers Private Pre Shared Keys (PPSK) - something other manufacturers don't offer.*

AP4020-WW	Indoor Quad Radio Wi-Fi 7 (2x2) 2.4GHz 5GHz 6GHz and dedicated sensor Multi-Rate Port internal antennas. T-Bar Incl Mt (AH-ACC-BKT-AX-TB).	71	\$	30,547.04	WAP	ALL
USK12-STD-A-S-C-EW-5Y	ExtremeCloud IQ Pilot with AI Expert; ExtremeWorks Right-to-Use Subscription and TAC OS for one Tier A device for 5 years (US K-12)	71	\$	16,516.02	WAP	ALL

**WAP Patch Cords**

CU_PC	CAT6, Copper Patch Cord	11	\$	56.76	WAP	ALL
				<b>\$ 47,119.82</b>		

**Eaton**

**UPS UPGRADES**

*Upgrade Existing Eaton UPS Units with Eaton Battery Replacement Tray kits*  
*Includes disposal of existing depleted units*

EBP-1001	EATON 5PX 1000, 1500, 1500I 2U REPL BATT PACK	8	\$	2,509.52	UPS	ALL
EBP-1001	EATON 5PX 1000, 1500, 1500I 2U REPL BATT PACK	2	\$	627.38	UPS	ALL
EBP-1002	EATON 5PX 2200 RT2U REPLACEMENT BATTERY PACK	2	\$	1,179.18	UPS	ALL
UPS_SHIPPING	UPS Ground Freight	12	\$	445.20	UPS	ALL
				<b>\$ 4,761.28</b>		

**CAT-6 CABLING**

WAP_CBL_6_1R	New Hubbell CAT-6 WAP/DATA Cable Run, cable Connectors, panels, pathways, labeling, testing - complete	11	\$	2,370.50	Cabling	ALL
DATA_CBL_6_1R	New Hubbell CAT-6 DATA Cable Run, cable Connectors, panels, pathways, labeling, testing - complete	9	\$	2,118.42	Cabling	ALL
DATA_CBL_6_2R	New Hubbell dual CAT-6 DATA Cable Run, cable Connectors, panels, pathways, labeling, testing - complete	9	\$	2,592.99	Cabling	ALL
				<b>\$ 7,081.91</b>		

**BID SHEET ITEMS**

BID SHEET PRICE			TOTAL	CATEGORY	BUILDING
\$	46,456.60	Cloud Managed Network Switching - 5 Yrs.	\$ 46,456.60	SW	ALL
\$	4,761.28	UPS - Network Connected	\$ 4,761.28	UPS	ALL
\$	47,119.82	Cloud Managed WAPs - 5 Yrs.	\$ 47,119.82	WAP	ALL
\$	7,081.91	WAP Cabling	\$ 7,081.91	Cabling	ALL
\$	-	Fiber Cabling	\$ -	Fiber	ALL
\$	-	P 2 P Bridging	\$ -	Bridge	ALL
\$	105,419.61	Total Package - INSTALLED - Includes AS-BUILTS & Training	\$ 105,419.61		

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Please call to discuss final requirements - Prices valid for 60 days - call for an extension.  
 Splitting packages may result in increased costs.  
**Terms - SPI Billing, Local due upon completion**

#### ALTERNATES

##### UPGRADE EXTERNAL WAPS

##### 802.11 Wi-Fi 7 Cloud IQ Pilot Managed Wireless - Outdoor XIQ

AP4060-WW	Outdoor Quad Radio Wi-Fi 7 (2x2) 2.4GHz 5GHz 6GHz and dedicated sensor Multi-Rate Port internal antennas. Domain World SKU	6	\$	3,574.44	WAP	ALL
KT-147407-02	OUTDOOR MOUNTING HARDWARE KIT FOR OUTDOOR ACCESS POINTS-STAINLESS STEEL FOR HARSH ENVIRONMENTS	6	\$	716.34	WAP	ALL
USK12-STD-A-S-C-EW-5Y	ExtremeCloud IQ Pilot with AI Expert; ExtremeWorks Right-to-Use Subscription and TAC OS for one Tier A device for 5 years (US K-12)	6	\$	1,395.72	WAP	ALL
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				\$	5,686.50	

**AIC ERATE SPIN #: 143051945**

**Contact: Hali (814) 969-4985**



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