

Request to Approve Purchase of Room Kits, Cameras, Mics, and Hardware

Recommendation:

Staff recommends approval to purchase of Cisco room kits, cameras, microphones, etc. from HyeTech Network & Security Solutions, LLC. at a total cost of \$695,463.83.

Procurement Process and Budget Information:

Funds were budgeted in Fiscal Year 2023 by the Technology Advancement and Support (TAS) division and Government Procurement Alliance contract 22-02PV-08 is utilized to ensure best value for the college.

Summary:

This purchase is related to the technology refresh and classroom upgrades referenced in the previous request. Better value was found in utilizing Government Procurement Alliance contract 22-02PV-08 and working with HyeTech for the purchase.

Included in this purchase are the Cisco WebEx room kits, cameras, microphones and all hardware and services required for installation and operation in classrooms.

All applicable taxes are included in the attached quote.





HyeTech Network & Security Solutions, LLC.
 10235 S. 51st Street #120
 Phoenix, AZ 85044

Date: January 20, 2023

Quotation #: 1102-055

Customer ID: 1102

Prepared by: Justin Maroney

Quotation valid until: February 18, 2023

Project Detail: Video Endpoints

Contract: 1GPA Contract 22-02PV-08

Bill To:
 Northland Pioneer
 Curtis Stevens
 2251 E. Navajo Blvd.
 Holbrook, AZ 86025

Ship To:
 Northland Pioneer
 Curtis Stevens
 2251 E. Navajo Blvd.
 Holbrook, AZ 86025

Products:

Part	Description	Term	List Price	Unit Price	Qty	Ext. Price
CS-KITPRO-K9	WEBEX ROOM KIT PRO CODEC QUAD CAM TCH 10	---	\$35,942.64	\$16,425.79	23	\$377,793.17
CON-SNT-CS0CK9KI	ROOM KIT PRO - CODEC, QUAD CAM, ROOM NAV	12	\$3,519.00	\$2,357.73	23	\$54,227.79
CS-CODEC-PRO+	CODEC PRO FOR AUTO EXPAND	---	\$0.00	\$0.00	23	\$0.00
PSU-12VDC-70W-GR+	POWERSUPPLY - AC/DC 12V 6.25A GREY	---	\$0.00	\$0.00	23	\$0.00
CAB-DV10-8M+	NETWORK CABLE (ETHERNET) 8 METER	---	\$0.00	\$0.00	23	\$0.00
CS-CPRO-ANT+	ANTENNAS FOR CODEC PRO	---	\$0.00	\$0.00	23	\$0.00
CS-T10-TS+	CISCO WEBEX ROOM NAVIGATOR - TABLE STAND	---	\$0.00	\$0.00	23	\$0.00
PWR-CORD-USA-B	POWER CORD FOR UNITED STATES OF AMERICA	---	\$0.00	\$0.00	46	\$0.00
CAB-ETHRSHLD-10M	10M SHIELD CBL FOR CEIL MIC NOT PLENUM	---	\$88.72	\$40.55	69	\$2,797.95
CTS-MIC-CLNG-G2	TELEPRESENCE CEIL MIC GENERATION 2	---	\$1,762.50	\$805.46	69	\$55,576.74
CON-SNT-CT2CG2SM	CISCO TELEPRESENCE CEILING MICROPHONE	---	\$175.00	\$117.25	69	\$8,090.25
CS-CPRO-RACKEARS	RACKEARS FOR CISCO SPARK CODEC PRO	---	\$0.00	\$0.00	23	\$0.00
CS-CAM-PTZ4K	PTZ 4K CAMERA	---	\$10,527.68	\$4,811.15	23	\$110,656.45
CON-SNT-CS1F4KCA	PAN-TILT-ZOOM 4K 20X CAM SNTC-8X5XNBD	12	\$1,048.00	\$702.16	23	\$16,149.68
CS-PTZ4K-BRKT	BRACKET FOR MOUNTING OF PTZ 4K CAMERA	---	\$294.54	\$134.60	23	\$3,095.80
PSU-12VDC-40W2	POWER SUPPLY 12 VDC 40W	---	\$200.00	\$0.00	23	\$0.00
PWR-CORD-USA-B	POWER CORD FOR UNITED STATES OF AMERICA	---	\$0.00	\$0.00	23	\$0.00
CS-QUADCAM2+	CISCO QUAD CAMERA IN FIRST LIGHT COLOUR	---	\$0.00	\$0.00	23	\$0.00
BRKT-QCAM-WMK-	WALL MOUNTING BRACKET FOR QUAD CAMERA	---	\$0.00	\$0.00	23	\$0.00
CS-KIT-MINI-K9	ROOM KIT MINI MIC ARRAY SPK AND TCH 10	---	\$7,026.71	\$3,211.21	2	\$6,422.42
CON-SNT-CS8GK9KI	ROOM KIT MINI WITH MICROPHONE ARRAY,	12	\$395.00	\$264.65	2	\$529.30
PWR-CORD-USA-B	POWER CORD FOR UNITED STATES OF AMERICA	---	\$0.00	\$0.00	2	\$0.00
CS-KIT-MINI-SMK	SCREEN MOUNT KIT FOR THE ROOM KIT MINI	---	\$211.73	\$96.76	2	\$193.52
CAB-2HDMI-1.5M-GR-	1.5M GREY HDMI 2.0	---	\$0.00	\$0.00	2	\$0.00
CS-KIT-MINI-WMK-	WALL MOUNT FOR CISCO ROOM KIT MINI (DEFA	---	\$0.00	\$0.00	2	\$0.00
CAB-ETH-5M-GR-	CAB (16,4 FEET / 5M) GREY ETHERNET	---	\$0.00	\$0.00	2	\$0.00
PSU-12VDC-70W-GR-	POWERSUPPLY - AC/DC, 12V, 6.25A, GREY	---	\$0.00	\$0.00	2	\$0.00
CAB-DV10-8M+	NETWORK CABLE (ETHERNET) 8 METER	---	\$0.00	\$0.00	2	\$0.00
CS-KITMIN-CAM-COV-	CAMERA COVER FOR ROOM KIT MINI	---	\$0.00	\$0.00	2	\$0.00
CS-T10-TS+	CISCO WEBEX ROOM NAVIGATOR - TABLE STAND	---	\$0.00	\$0.00	2	\$0.00
TRN-CLC-001	CISCO LEARNING PARTNER 100 TRAINING CRED	12	\$10,000.00	\$0.00	3	\$0.00

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

If you have any questions concerning this quotation please contact sales@hyetechnetworks.com



Quotation

Subtotal: **\$635,533.07**

Quote Summary		Amount
Products:		\$635,533.07
	Subtotal:	\$635,533.07
	Estimated Tax:	\$59,930.76
	Total:	\$695,463.83



Terms & Conditions:

Invoicing & Payment

Unless otherwise stated in an SOW, exhibit, or definitive agreement, Hye Tech shall invoice Customer on a project basis. Customer shall pay Hye Tech within thirty (30) calendar days from the date of invoice for any of the Services and expenses provided or incurred hereunder. Hye Tech may charge Customer interest and late fees on any overdue and unpaid portion of the Fees in an amount equal to one and one half percent (1.5%) per month. All payments shall be made in U.S. dollars. In the event Customer disputes any Fees, Customer shall pay any undisputed portion of the invoice containing the disputed Fees.

Suspension

In the event of non-payment of any Fees or other fees payable within forty-five (45) days from the date of invoice, HT may, in addition to any other rights and remedies it may have, suspend Customer's access to the Products and Services.