

Letter of Agreement - RFP 21-106

Pursuant to the terms of Mountain View Los Altos High School District's RFP # 21-106 for Category Two Equipment, (Name of Company) Portola Systems, Inc.'s response to RFP #21-106 dated (mm/dd/yyyy) _____, (Name of Company) Portola Systems, Inc. will provide the equipment and services per RFP # 21-106 effective the date of issuance of Mountain View Los Altos High School District's Purchase Order(s).

(Name of Company) Portola Systems, Inc. and Mountain View Los Altos High School District acknowledge that this agreement is for E-Rate eligible products and services, which are contingent on funding by the School and Libraries Division of USAC/FCC and the Mountain View Los Altos High School District for E-Rate Year 2021 (Year 24), and the District's Board of Education approval.

The Mountain View Los Altos High School District (District) reserves the right to terminate the referenced Request for Proposal (RFP) and all documents associated with the Request for Proposal, including but not limited to this Letter of Agreement, in its sole discretion at any time, with or without cause, upon written notice to the other party. In the event of termination, notice shall be deemed served on the date of mailing and shall be effective immediately. The District shall not be responsible for any costs to Bidder prior to termination.

Mountain View Los Altos High School District

Portola Systems, Inc.

(Name of Company)

Authorized Representative Signature

Authorized Representative Signature

Date: _____

Date: January 31, 2021

Name: Mike Mathiesen

Name: Ryan T. Miller

Title: Assoc. Superintendent, Bus. Serv.

Title: Vice President

Address: 1299 Bryant Ave.

Address: PO Box 361

Mountain View, CA 94040

Sebastopol, CA

Email: mike.mathiesen@mvla.net

Email: rmiller@portolasystems.net

Phone: (650) 940-4666

Phone: (707) 824-8800



Cost Proposal

RFP 21-106

Responder Company Name: Portola Systems, Inc.
 Responder Name: Ryan T. Miller
 Responder Title: Vice President
 Responder SPIN: 143051221
 Responder Phone: 707-824-8800

The District's eligible Category Two Equipment includes (or equivalent):

Los Altos High School				
Part Number	Qty	Description	Unit Price	Extended Cost
MS120-8fp	3	Cisco Meraki Cloud Managed MS120-8 - switch - 8 ports - managed	\$584.00	\$1,752.00
MR46	3	Cisco Meraki MR46 - wireless access point	\$640.00	\$1,920.00
MA-SFP-1GB-LX10	6	Cisco Meraki MA-SFP-1GB-LX10 Comp. SFP - 1GbE SMF Transceiver (<i>must be genuine Cisco Meraki</i>)	\$440.00	\$2,640.00
MR55	10	Dual-band 802.11ax compatible access point	\$817.00	\$8,170.00
LIC-ENT-5YR	13	Meraki Cisco Meraki Enterprise Cloud Controller License 1 Access Point	\$199.00	\$2,587.00
			Sub total	\$17,069.00
			Taxes	\$1,303.38
			Shipping	
			Installation	\$3,828.00
			Configuration	
			Grand Total	\$22,200.38

Mountain View High School				
Part Number	Qty	Description	Unit Price	Extended Cost
MS120-8fp	3	Cisco Meraki Cloud Managed MS120-8 - switch - 8 ports - managed	\$584.00	\$1,752.00
MR46	3	Cisco Meraki MR46 - wireless access point	\$640.00	\$1,920.00
MA-SFP-1GB-LX10	6	Cisco Meraki MA-SFP-1GB-LX10 Comp. SFP - 1GbE SMF Transceiver (<i>must be genuine Cisco Meraki</i>)	\$440.00	\$2,640.00
MR55	36	Dual-band 802.11ax compatible access point	\$817.00	\$29,412.00
LIC-ENT-5YR	39	Meraki Cisco Meraki Enterprise Cloud Controller License 1 Access Point	\$199.00	\$7,761.00
			Sub total	\$43,485.00
			Taxes	\$3,215.16
			Shipping	
			Installation	\$4,060.00
			Configuration	
			Grand Total	\$50,760.16

District Office				
Part Number	Qty	Description	Unit Price	Extended Cost
MS390-48UX2	5	Meraki MS390-48UX2 L3 Stackable Cloud Mgd 48 port 5 Gigabit Ethernet UPoE Switch	\$5,520.00	\$27,600.00
MA-SFP-10GB-LR	158	Cisco Meraki MA-SFP-10GB-LR Comp. SFP+ - 10GbE SMF Transc (<i>must be genuine Cisco Meraki</i>)	\$1,764.00	\$278,712.00
MS390-24UX	1	Cisco Meraki Cloud Managed MS390-24UX - switch - 24 ports - managed - rack-	\$5,739.00	\$5,739.00
LIC-MS390-48A-5YR	5	CISCO MERAKI MS390 48-PORT ADV. LICENSE 5Y	\$3,279.00	\$16,395.00
LIC-MS390-24A-5YR	1	CISCO MERAKI MS390 24-PORT ADV. LICENSE 5Y	\$1,773.00	\$1,773.00
			Sub total	\$330,219.00
			Taxes	\$28,084.59
			Shipping	
			Installation	\$3,720.00
			Configuration	
			Grand Total	\$362,023.59

Total Project				
Part Number	Qty	Description	Unit Price	Extended Cost
MS120-8fp	6	Cisco Meraki Cloud Managed MS120-8 - switch - 8 ports - managed	\$584.00	\$3,402.00
MR46	6	Cisco Meraki MR46 - wireless access point	\$640.00	\$3,732.00
MA-SFP-1GB-LX10	12	Cisco Meraki MA-SFP-1GB-LX10 Comp. SFP - 1GbE SMF Transceiver (<i>must be genuine Cisco Meraki</i>)	\$440.00	\$5,124.00
MS390-48UX2	5	Meraki MS390-48UX2 L3 Stackable Cloud Mgd 48 port 5 Gigabit Ethernet UPoE Switch	\$5,520.00	\$26,840.00
MS390-24UX	1	Cisco Meraki Cloud Managed MS390-24UX - switch - 24 ports - managed - rack-	\$5,739.00	\$5,582.00
MA-SFP-10GB-LR	158	Cisco Meraki MA-SFP-10GB-LR Comp. SFP+ - 10GbE SMF Transc (<i>must be genuine Cisco Meraki</i>)	\$1,764.00	\$270,970.00
MR55	46	Dual-band 802.11ax compatible access point	\$817.00	\$36,524.00
LIC-ENT-5YR	52	Meraki Cisco Meraki Enterprise Cloud Controller License 1 Access Point	\$199.00	\$10,036.00
LIC-MS390-48A-5YR	5	CISCO MERAKI MS390 48-PORT ADV. LICENSE 5Y	\$3,279.00	\$15,945.00
LIC-MS390-24A-5YR	1	CISCO MERAKI MS390 24-PORT ADV. LICENSE 5Y	\$1,773.00	\$1,773.00
			Sub total	\$390,773.00
			Taxes	\$32,603.13
			Shipping	
			Installation	\$11,600.00
			Configuration	
			Grand Total	\$434,976.13

Labor Quote Terms:

Prices are provided assuming each location is scheduled into one project. Consolidated timeline to be executed in 30 days. If projects are broken out into individual projects, installation prices are subject to change.

Responding to Request For Proposal No. 21-106 due January 15, 2021 before 10:00 AM