



Tony Baldwin, Ed.D., Superintendent

175 Bingham Road, Asheville, NC 28806  
P 828.255.5921 F 828.255.5923  
www.buncombe.k12.nc.us

February 23, 2016

Chauncey Kehoe  
IMMIXGroup, Inc.  
c/o: A3 Communications, Inc.  
8444 Westpark Drive, Suite 200  
McLean, VA 22102

**LETTER OF INTENT FOR PURCHASE OF E-RATE RELATED SWITCHES UNDER NC10WIFI10**

Buncombe Co School District intends to leverage E-rate and NCDPI Connectivity funding to purchase, contingent upon the issuance of an actual purchase order, E-rate eligible Cisco switches under the current North Carolina WiFi Contract #NC10WIFI10 in the amount of \$92,544.64 as listed on the attached IMMIXGroup, Inc. Sales Quotation c/o A3 Communications, Inc. This represents a 59% discount off of list as negotiated by the State of North Carolina. This will be for the purchase of equipment only.

A purchase order will be issued no earlier than April 1, 2016 per E-rate rules. These switches will support staff and student Internet access throughout and exclusively at Enka Intermediate School (New Construction), will be located exclusively at Enka Intermediate School (BEN #17001392), and are necessary to provide Internet connectivity throughout the building.

IMMIXGroup, Inc. c/o A3 Communications, Inc. intends to insure delivery within fifteen (15) days of receiving an official purchase order to ensure the successful opening of Enka Intermediate School in August 2016.

Sincerely,

Barry Pace, Director of Technology  
Buncombe Co School District

Chauncey Kehoe, Representative  
IMMIXGroup, Inc.

  
Authorized Signature

  
Matt Whitfield, Representative  
A3 Communications, Inc.  
  
Authorized Signature(s)

Attached: IMMIXGroup, Inc. Sales Quotation c/o A3 Communications, Inc.

# Sales Quotation

**Customer Information:**  
 Buncombe County School  
 Barry Pace  
 175 Bingham Rd  
 Ashville, NC 28806  
 828-225-5921  
 Barry.Pace@bcsemail.org

**Contract No.:** NC10WIF110

**CAGE Code:** 1KHG0  
**DUNS No.:** 15-980-3972  
**TAX ID#:** 54-1908609  
**Terms:** Net 30  
**FOB:** Destination

**Quote Number:** AAAQ15803  
**Quote Date:** 1/28/2016  
**Expiration Date:** NA

**Order/Payment Address:**  
 ImmixGroup, Inc.  
 c/o: [Insert Partner Name]  
 8444 Westpark Drive, Suite 200  
 McLean, VA 22102  
 PH: 703-752-0610 FX: 703-584-3115  
 EFT:

**ImmixGroup Contact:** Kehoe, Chauncey  
 540-354-1790 CiscoNC\_DPI@immixgroup.com

**SPIN:** 143047906

**Partner Contact:** Matt Whitfield  
 [Insert Partner POC Phone] 704-956-3908

Item	Part Number	Contract	Trans Type	Product Description	Qty	List Price	Price	Extended Price
***See Attached***								
<b>Grand Total</b>							<b>\$92,544.64</b>	

Subject to the Terms and Conditions of Contract Number NC10WIF110.

All Purchase Orders must include: End User Name, Phone Number, Email Address, Purchase Order Number, Government Contract Number or Our Quote Number, Bill-To and Ship-To Address (Cannot ship to a PO Box), Period of Performance (if applicable), and a Signature of a duly Authorized Representative.



**communications**

4119 Rose Lake Drive - Charlotte, NC 28217  
t. 704-253-4020 f. 803-731-6046

# QUOTE

**Number** AAAQ15803

**Date** Dec 23, 2015

### Sold To

**Buncombe County Schools**  
Barry Pace  
Administrative Services Building  
175 Bingham Rd  
Asheville, NC 28806  
United States  
**Phone** (828) 255-5097

### Ship To

**Buncombe County Schools**  
Barry Pace  
Administrative Services Building  
175 Bingham Rd  
Asheville, NC 28806  
United States  
**Phone** (828) 255-5097

### Your Consultant

**Matt Whitfield**  
704-253-4020 ext 5051  
matt.whitfield@a3communications.com



### Terms

Net 30

### P.O. Number

### Ship Via

Qty	Part No	Description	Unit Price	Ext. Price
<i>Form 470# 855450001286650</i>				
1	WS-C3850-24P-E	Cisco Catalyst Ethernet Switch - 24 Ports - Manageable - 24 x POE+ - 10/100/1000Base-T - PoE Ports - Rack-mountable	\$4,633.00	\$4,633.00
1	CON-SW-WSC384PE	1 YR US NO RMA WS-C3850-24P-E	\$225.91	\$225.91
1	S3850UK9-32-0SE	CAT3850 UNIVERSAL	\$0.00	\$0.00
1	PWR-C1-440WDC	Cisco 440W DC Power Supply Spare - 440 W	\$205.00	\$205.00
1	PWR-C1-715WAC/2	Cisco Proprietary Power Supply - 715 W	\$410.00	\$410.00
1	C3850-NM-2-10G	Cisco Network Module - 2 x SFP (mini-GBIC) , 2 x SFP (mini-GBIC)/SFP+	\$1,025.00	\$1,025.00
1	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$0.00	\$0.00
1	CAB-SPWR-30CM	Catalyst 3750X Stack Power Cable 30 CM	\$0.00	\$0.00
1	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
8	WS-C2960X-48FPD-L	Cisco Catalyst 2960X-48FPD-L Ethernet Switch - 48 Ports - Manageable - 48 x POE - 2 x Expansion Slots - 10/100/1000Base-T - PoE Ports - Rack-mountable, Desktop	\$3,277.95	\$26,223.60
8	CON-SW-WSC296XL	SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 740W, 2 x 10	\$168.10	\$1,344.80
8	CAB-16AWG-AC	AC Power Cord, 16AWG	\$0.00	\$0.00
8	C2960X-STACK	Cisco FlexStack-Plus Hot-Swappable Stacking Module - For Stacking	\$489.95	\$3,919.60
8	CAB-STK-E-0.5M	Cisco FlexStack 50cm Stacking Cable	\$0.00	\$0.00
13	WS-C2960X-48FPS-L	Cisco Catalyst Ethernet Switch - 48 Ports - Manageable - 48 x POE - 4 x Expansion Slots - 10/100/1000Base-T - PoE Ports - Rack-mountable, Desktop	\$2,703.95	\$35,151.35

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOR FOR HARDWARE ONLY - WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS - WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE. DAMAGES RELATED TO THIS AGREEMENT - INCLUDE 15% RESTOCKING FEE WITH ORIGINAL PACKAGING

Qty	Part No	Description	Unit Price	Ext. Price
13	CON-SW-WSC294SL	Cisco Base - 1 Year - Service - 24 x 7 - Technical - Electronic Service	\$132.02	\$1,716.26
13	CAB-16AWG-AC	AC Power Cord, 16AWG	\$0.00	\$0.00
13	C2960X-STACK	Cisco FlexStack-Plus Hot-Swappable Stacking Module - For Stacking	\$489.95	\$6,369.35
13	CAB-STK-E-0.5M	Cisco FlexStack 50cm Stacking Cable	\$0.00	\$0.00
11	SFP-10G-SR=	10GBASESR SFP+ Module	\$407.95	\$4,487.45
1	SFP-H10GB-CU1M=	Cisco 10GBase-CU Cable - 3.28 ft - 1 Pack - 1 x SFP+ - 1 x SFP+	\$41.00	\$41.00
6	CAB-STK-E-3M=	Cisco Bladeswitch 3M Stack Cable	\$123.00	\$738.00

Thank you for the opportunity to provide this proposal. If you have any questions about this proposal, please contact Scott Rives. Shipping and sales tax charges may apply.

Scott Rives  
1038 Kinley Road [Bld. B]  
Irmo, South Carolina 29063  
Main: 803.744.5000  
Direct: 803.744.5035  
Fax: 803.731.6046

<b>SubTotal</b>	\$86,490.32
<b>Tax</b>	\$6,054.32
<b>Shipping</b>	\$0.00
<b>Total</b>	<b>\$92,544.64</b>

All quotes are considered to be confidential information between A3 Communications and the customer.

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