**SP-21-0001 APC Network Critical Infrastructure Solutions**

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| **Current Effective Dates September 24, 2020 through September 23, 2023**  **Potential Final Expiration Date September 23, 2027** | |
| Contract Administrator | Office of State Procurement  Shane Phillips  Phone: 501-324-9322  Email: [Jordan.Phillips@dfa.arkansas.gov](mailto:Jordan.Phillips@dfa.arkansas.gov) |
| Mandatory Status | Non-Mandatory |
| Certified Minority Vendor Status | No |
| AASIS Outline Agreement Number | I-K Electric: 4600047584  Presidio: 4600047583  Vision Data Spaces: 4600047710 |

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| **Vendor Information** | |
| I-K Electric  AASIS Vendor # 100001870 | Mike Seitz  Phone: 501-320-0431  Email: [mseitz@ik-ns.com](mailto:mseitz@ik-ns.com) |
| Presidio Networked Solutions Inc.  AASIS Vendor # 100118473 | Rick Marendt  Phone: 501-218-8297  Email: [rmarendt@presidio.com](mailto:rmarendt@presidio.com) |
| Vision Data Spaces  AASIS Vendor # 100123402 | Bruce Henry  Phone: 501-821-6200  Email: [bruce@visiondataspaces.com](mailto:bruce@visiondataspaces.com) |

**CONTRACT OVERVIEW**

American Power Conversion (APC) manufactured network-critical physical infrastructure (NCPI) solutions to include equipment, software, services, maintenance, technical support and training.

**PERMISSIVE USERS**

All eligible purchasers (“Purchasing Entity” or “Participating Entity”) within the State of Arkansas, including State agencies, K-12 educational institutions, and local public procurement units (cities, counties, municipalities), are authorized to purchase products and services under the terms and conditions of this Agreement.

**DISCOUNTS AND PRICING STRUCTURE**

The discounts and pricing **must** include all associated cost for the product and/or service being bid including any travel expenses, shipping/freight costs, non-recurring and/or one-time cost. All proposed discounts and pricing submitted **must** include the full cost of standard ground delivery to any destination within Arkansas (discounts **must** reflect FOB destination). Do not include state or local sales taxes in the bid price.

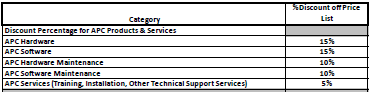
APC products and support services **must** be a percentage discount off APC’s current Global Price List(s).

**I-K NETWORK SOLUTIONS**

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| **Category** | **%Discount off Price List** |
| **Discount Percentage for APC Products & Services** |  |
| **APC Hardware** | **18%** |
| **APC Software** | **18%** |
| **APC Hardware Maintenance** | **12%** |
| **APC Software Maintenance** | **12%** |
| **APC Services (Training, Installation, Other Technical Support Services)** | **12%** |

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| **Catergory** | **Unit of Measure (i.e. per hour, per day, total, etc.)** | **List Price** | **%Discount off Price List** |
| **Reseller provided Services (Training, Installation, Other Technical Support Services) Network Engineer** | HOUR | $230 | 40% |
| **Reseller provided Services (Training, Installation, Other Technical Support Services) Network Technician** | HOUR | $125 | 40% |
| **Reseller provided Services (Training, Installation, Other Technical Support Services) Electrician** | HOUR | $125 | 40% |

**PRESIDIO**



**VISION DATA SPACES**

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| **Category** | **%Discount off Price List** |  |  |
| **Discount Percentage for APC Products & Services** |  |  |  |
| **Replacement Batteries** | **10%** |  |  |
| **Cooling Solutions & Products** | **20%** |  |  |
| **DC Systems** | **15%** |  |  |
| **ISX Solutions** | **10%** |  |  |
| **Battery Management** | **15%** |  |  |
| **Infrastructure Management Products & Services** | **15%** |  |  |
| **AC Power Cables** | **40%** |  |  |
| **Bulk Cables** | **3%** |  |  |
| **KVM Products** | **20%** |  |  |
| **Power Distribution Units & Transfer Switches** | **15%** |  |  |
| **Power Cords** | **20%** |  |  |
| **Power Generation** | **20%** |  |  |
| **Racks & Accessories** | **12%** |  |  |
| **Netbotz** | **15%** |  |  |
| **Surge Suppression** | **15%** |  |  |
| **Back-UPS** | **5%** |  |  |
| **Smart-UPS** | **10%** |  |  |
| **Symmetra UPS** | **15%** |  |  |
| **Symmetra PX UPS** | **20%** |  |  |
| **Galaxy VS, VM, VX UPS** | **20%** |  |  |
| **Assessment Services & Extended Warranty** | **15%** |  |  |
| **Installation, Network Integration, Startup, & Onsite Services** | **20%** |  |  |
| **Remote Monitoring Services** | **15%** |  |  |
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|  |  |  |  |
| **Catergory** | **Unit of Measure (i.e. per hour, per day, total, etc.)** | **List Price** | **%Discount off Price List** |
| **Discount Percentage for Reseller Provided Services** |  |  |  |
| **Reseller provided Hardware Maintenance** | **per hour** | **150** | **45%** |
| **Reseller provided Software Maintenance** | **per hour** | **150** | **45%** |
| **Reseller provided Systems Integration** | **per hour** | **150** | **45%** |
| **Reseller provided Project Management** | **per hour** | **150** | **45%** |
| **Reseller provided Training** | **per day** | **1200** | **45%** |
| **Reseller provided Installation Oversight** | **per hour** | **150** | **45%** |
| **Reseller provided Design Services** | **per hour** | **200** | **45%** |
| **Reseller provided Equipment Assembly Services** | **Specific to product and project** | **varies** | **45%** |
| **Reseller provided Installation** | **Specific to product and project** | **varies** | **45%** |
| **Reseller provided Other Services** | **per hour** | **150** | 45% |