

CONTRACT APPROVAL FORM

(Contract Management Use only)

CONTRACT TRACKING NO.
CM2334

CONTRACTOR INFORMATION

Name: Insight Public Sector

Address: 6820 S. Harl Ave, Tempe, AZ 85283-4318

Contractor's Administrator Name: Brian Mayer City: _____ State: _____ Zip: _____ Title: Associate Account Executive

Tel#: 800-467-4448 x3085 Fax: 480-760-9162 Email: brian.mayer@insight.com

CONTRACT INFORMATION

Contract Name: NetMotion Premium Maintenance Agreement Contract Value: \$1,752.50

Brief Description: Maintenance agreement for computer mobility interface software - 25 devices. This product facilitates information sharing between laptops, cardiac monitors, hospitals, CAD and other critical IT infrastructure. Cooperative Contract Purchase, pursuant to the Purchasing Policy, Section 4.1, under U.S. Communities IT Products & Services (#4400006644)

Contract Dates : From: 07/22/2016 to 07/21/2017 Status: New Renew Amend# WA/Task Order

How Procured: Sole Source Single Source ITB RFP RFQ Coop. Other _____

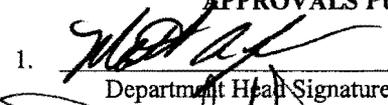
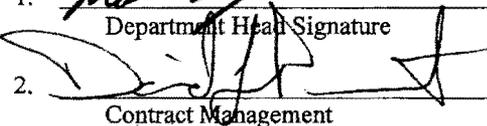
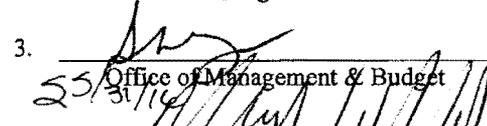
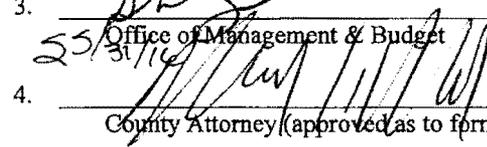
If Processing an Amendment:

Contract #: _____ Increase Amount of Existing Contract: _____ No Increase

New Contract Dates: _____ to _____ TOTAL OR AMENDMENT AMOUNT: _____

MAY 23 PM 12:49

APPROVALS PURSUANT TO NASSAU COUNTY PURCHASING POLICY, SECTION 6

- | | | | |
|----|---|----------------|--|
| 1. |  | <u>5-20-16</u> | <u>01261526-546020 (50%) & 04223522-546020 (50%)</u> |
| | Department Head Signature | Date | Funding Source/Acct # |
| 2. |  | <u>5/26/16</u> | |
| | Contract Management | Date | |
| 3. |  | <u>5-31-16</u> | |
| | Office of Management & Budget | Date | |
| 4. |  | <u>6/6/16</u> | |
| | County Attorney (approved as to form only) | Date | |

Comments: _____

COUNTY MANAGER - FINAL SIGNATURE APPROVAL

Ted Selby  6/7/16
Date

RETURN ORIGINAL(S) TO CONTRACT MANAGEMENT FOR DISTRIBUTION AS FOLLOWS:

- Original: Clerk's Services; Contractor (original or certified copy)
- Copy: Department
- Office of Management & Budget
- Contract Management
- Clerk Finance

Insight Public Sector Maintenance Agreement-Software CM2334 \$1,752.50

Cathy Lewis

Tue 5/31/2016 10:52 AM

To: Norman Kennedy <nkennedy@nassaucountyfl.com>; BJ, Derryl Johnson <djohnson@nassaucountyfl.com>;

Cc: Matt Graves <mgraves@nassaucountyfl.com>; David Pensante <dpensante@nassaucountyfl.com>; Constance Holmes <cholmes@nassaucountyfl.com>;

1 attachment (1 MB)

20160531104713.pdf

The attached contract is a maintenance agreement for software the Fire Rescue Department utilized. FYI as IT department.

Cathy Lewis, CPA
Nassau County Board of County Commissioners
Office of Management and Budget
Financial Management & Budget Analyst
96135 Nassau Place, Suite 2
Yulee, FL 32097
904-530-6005
clewis@nassaucountyfl.com



INSIGHT PUBLIC SECTOR SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

SOLD-TO PARTY 10240918

NASSAU CO FIRE & RESCUE
 96135 NASSAU PL
 YULEE FL 32097-8634

SHIP-TO PARTY

NASSAU CO FIRE & RESCUE
 96135 NASSAU PL
 YULEE FL 32097-8634

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Electronic Delivery
Terms of Delivery : FOB DESTINATION
Currency : USD

PRICE QUOTE IS VALID UNTIL 7/21/2016.

Quotation	
Quotation Number	: 217870721
Document Date	: 10-MAY-2016
PO Number	:
PO Release	:
Sales Rep	: Ricardo Pryor
Email	: RICARDO.PRYOR@INSIGHT.COM
Telephone	: 8004674448 X 6992
Sales Rep 2	: Brian Mayer
Email	: BRIAN.MAYER@INSIGHT.COM
Telephone	: 8004674448 X 3085

Material	Material Description	Quantity	Unit Price	Extended Price
090NMPRMMNT1-NCFR	NCFR - NMW MOBILITY XE PREMIUM MAINTENANCE (1 YEAR) Coverage Dates: 22-JUL-2016 - 21-JUL-2017 U.S. COMMUNITIES IT PRODUCTS & SERVICES(#4400006644) Maintenance covers: Mobility with 25 devices, Policy/NAC Bundle Module	1	1,752.50	1,752.50

Product Subtotal	1,752.50
TAX	0.00
Total	1,752.50

PURCHASE ORDER REQUIREMENTS:
 Quote Number:217870721

Purchase Order Number: _____

Authorized by/Title: Co. Mgr (please print)

Authorized Signature: [Signature] Date: 6/7/16

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Ricardo Pryor
 8004674448 X 6992
 RICARDO.PRYOR@INSIGHT.COM
 Fax 4807607266

Brian Mayer
 8004674448 X 3085
 BRIAN.MAYER@INSIGHT.COM
 Fax 4807609162

U.S. Communities IT Products, Services and Solutions Contract No. 4400006644

Insight Public Sector (IPS) is proud to be a contract holder for the U.S. Communities Technology Products, Services, Solutions & Related Products and Services Contract.

This competitively solicited contract is available to participating agencies of the U.S. Communities Government Purchasing Alliance. U.S. Communities assists local and state government agencies, school districts (K-12), higher education, and nonprofits in reducing the cost of purchased goods by pooling the purchasing power of public agencies nationwide. This is an optional use program with no minimum volume requirements and no cost to agencies to participate.

Thanks for choosing Insight!

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at: https://www.ips.insight.com/en_US/help/product-returns-terms-and-conditions.html

SCHEDULE C
Maintenance

C.1. NetMotion Offers Standard and Premium Maintenance.

Maintenance Offering Description	Standard	Premium
Technical Support - 5:00AM – 5:00 PM PT, M-F	✓	
Technical Support - 24 x 7 (NOTE: only for Severity 1 and Severity 2 Fault Classes)		✓
Access to Tech Notes and Web Based Support	✓	✓
Cumulative Quantity Discounts Applied on Additional Device Licenses.	✓	✓
Discounts on Upgrades	✓	
Discounts on New NetMotion Licensed Software	✓	✓
Updates Included	✓	✓
Upgrades Included		✓
20% Discount on Consulting Services		✓
Guaranteed Response Times Based on Severity Level		✓

C.2. Term. The initial term of Maintenance to be provided by NetMotion to Customer will be one year, commencing on the date Customer subscribes to such Maintenance. Maintenance will automatically renew for additional one-year terms, unless either party provides written notice of termination at least sixty (60) days prior to the anniversary date or Customer fails to pay for Maintenance for a term. If Customer cancels or fails to pay for Maintenance for a term, Customer may reinstate such services at a later date upon payment of support fees then in effect plus an additional fee equal to the current monthly maintenance charge multiplied by the number of months during which the support services were interrupted.

C.3. Customer Installation. Customer shall install the Licensed Software and any Patches, Updates, Upgrades or New Licensed Software, unless Customer has retained NetMotion to complete the installation.

C.4. Technical Assistance. NetMotion personnel will provide a reasonable amount of assistance to Customer's representative to answer questions and resolve problems that Customer is unable to resolve independently. Maintenance requests will be directed to NetMotion's designated representative during NetMotion's support hours.

C.4.1. Telephone Support.

- A.** For Standard Maintenance, telephone and email assistance for the Licensed Software will be available Monday through Friday (except NetMotion company holidays) from 5:00 AM to 5:00 P.M. Pacific time. For support outside normal support hours Customer may leave a voicemail, email or web support request with NetMotion.
- B)** For Premium Maintenance, telephone assistance for the Licensed Software for Fault Classes of Severity Level 1 or 2 will be available twenty-four hours per day 7 days per week (24/7), including holidays. For Fault Classes of Severity Levels 3 and 4, telephone and email assistance for the Licensed Software will be available Monday through Friday (except NetMotion company holidays) from 5:00 A.M. to 5:00 P.M. Pacific time, and for support outside normal support hours Customer may leave a voicemail, email or web support request with NetMotion.

- C.4.2. Voicemail.** NetMotion uses voicemail as a backup when technical support representatives are assisting other customers or are not available by phone or email. Other than as noted above in Section C.4.1. (B) for Premium Customers with Severity Level 1 or 2, NetMotion will make reasonable efforts to respond to voicemails left during business hours within two (2) business hours after receipt of the voicemail message.
- C.4.3. Email and web support requests.** NetMotion will make reasonable efforts to respond to email and web support requests left during business hours within four (4) business hours after receipt of the message.
- C.4.4. Online Support.** Customer has access to online support via NetMotion's website (www.netmotionwireless.com/support). Online support includes access to Tech Notes, a library of Licensed Software updates, white papers and Licensed Software documentation.
- C.4.5. Patches.** A "Patch" is a version of the Licensed Software intended to correct defects or malfunctions. Patches may be designated by an increment in the build number (e.g. 1.00.23450 to 1.00.24011). A patch may also be construed as a partial release of the Licensed Software, as in a Server-only or Client-only release, a release limited to specific Operating Systems, or a release consisting of only certain binary files. NetMotion will use commercially reasonable efforts to correct ("patch") errors, defects or malfunctions in the Licensed Software, replace the Licensed Software with functionally equivalent software, or provide a work-around for the portion of the Licensed Software containing the errors. Patches are released by NetMotion as part of Customer's Standard or Premium Maintenance without additional charge. Patches will be deemed part of the Licensed Software licensed under this Agreement, and shall be provided subject to the terms and conditions contained in this Agreement. Nothing herein shall be construed as requiring NetMotion to make new versions or Patches available.
- C.4.6. Updates.** An "Update" or "minor release" is a version of the Licensed Software intended to correct defects or malfunctions as well as to provide new or enhanced functionality. Updates are identified by an increase in the "dot" or "minor" version number of the Product (i.e. 1.5 to 1.6, or 1.0 to 1.01). From time to time during the Maintenance term, NetMotion may provide Customer with Updates for the Licensed Software which are released by NetMotion as part of Customer's Standard or Premium Maintenance without additional charge. All Updates shall be deemed part of the Licensed Software licensed under this Agreement, and shall be provided subject to the terms and conditions contained in this Agreement. Nothing herein shall be construed as requiring NetMotion to make new versions or Updates available.
- C.4.7. Upgrades.** An "Upgrade" or "major release" is a new version of the Licensed Software. Upgrades provide significant new or enhanced functionality and may also correct defects and provide minor enhancements or new features, Upgrades are identified by an increase in the "integer" or "major" version number of the Product (i.e. 1.x to 2.x). In the event that Customer purchased Premium Maintenance, from time to time during the term of the Maintenance, NetMotion may provide Customer with upgrades of the Licensed Software ("Upgrades") which are released by NetMotion as part of the Customer's Premium Maintenance without additional charge. All Upgrades shall be deemed part of the Licensed Software licensed under this Agreement, and shall be provided subject to the terms and conditions contained in this Agreement. Standard Maintenance customers will not receive

Upgrades without additional charges as noted herein in Section C.5.2. Nothing herein shall be construed as requiring NetMotion to make new versions or Upgrades available.

C.5. Limitations.

C.5.1. New Products. Any product that is designated by NetMotion as a new product or new Licensed Software or is separately licensable will not be provided or included in Maintenance.

C.5.2. Upgrades. In the event the Customer purchased Standard Maintenance, any Licensed Software that is designated by NetMotion as an Upgrade will not be included in Standard Maintenance. Where NetMotion makes Upgrades available, Customer may obtain such products by issuing a purchase order to NetMotion. Upon purchasing the Upgrade and paying the then current Maintenance Fees for the Upgrade, the Maintenance described herein will be extended to cover the Upgrade.

C.5.3. End-of-Life Licensed Software. NetMotion will not support versions of the Licensed Software which have been classified by NetMotion as end-of-life. NetMotion will provide Maintenance for the most current version of the Licensed Software and at least the last preceding major release ("Upgrade") of the Licensed Software. NetMotion will provide Customer with twelve (12) months advance notice prior to classifying Licensed Software as end-of-life.

C.5.4. Misuse. NetMotion will not provide Maintenance with respect to problems with the Licensed Software which result from damage caused by accidents, relocation or other movement of any Licensed Software, neglect, misuse or unauthorized use of the Licensed Software, failure to maintain proper environmental conditions of sites, or failure to use the Licensed Software in accordance with the applicable Documentation.

C.5.5. On-Site Support. Maintenance does not include on-site support at Customer's facilities or other locations unless NetMotion determines in its sole discretion that on-site support is required to resolve a problem, and on-site support has been requested by an Customer.

C.6. Suggestions. NetMotion appreciates suggestions from Customer and End Users regarding improvements and modifications to the Licensed Software. In the event that a Customer or End User suggests any improvements and modifications to the Licensed Software, the Customer and End User acknowledges and agrees that it assigns all right, title and interest, including all copyrights, patents, trade secrets, and all other intellectual property rights, in any such suggestions, improvements and modifications to NetMotion, and will execute any reasonable documentation requested by NetMotion in connection therewith.

C.7. Faults and Management. A fault is a deviation in the Licensed Software that results in an unexpected operational problem. When a Customer experiences a fault, NetMotion follows the management procedures described below in an effort to resolve such operational problems from re-occurring:

In order for NetMotion to reasonably assist the Customer or End User, the Customer or End User must document and promptly report all faults, errors or malfunctions of the Licensed Software to NetMotion. The Customer or End User also must take all steps necessary to carry out procedures for the rectification of errors or malfunctions within a reasonable time after such procedures have been received from NetMotion.

C.7.1. Fault Classes. NetMotion classifies a reported fault by its severity. NetMotion will determine the severity of the issue. Severity levels at NetMotion are currently defined below.

Severity 1 Critical Impact :: Operations Down

Problems: Failure of the Licensed Software to function as documented causes a material disruption or loss of Licensee's operations or services. No workaround exists.

Procedures: For Premium Maintenance Customers only, initial assignment and response immediately with status report to Customer within one (1) hour. Commencement of work on resolution immediately, with workaround or fix delivered as soon as reasonably available

Severity 2 Significant Impact :: Operations Severely Impaired

Problems: Failure of the Licensed Software to function as documented causes performance impairment that materially degrades Licensee's operations or services. Workarounds exist.

Procedures: For Premium Maintenance Customers only, initial assignment and response within one (1) hour with status report to customer within four (4) hours. Commencement of work on resolution within four (4) hours, with workarounds delivered as soon as reasonably available.

Severity 3 Moderate Impact :: Operations Partially Impaired

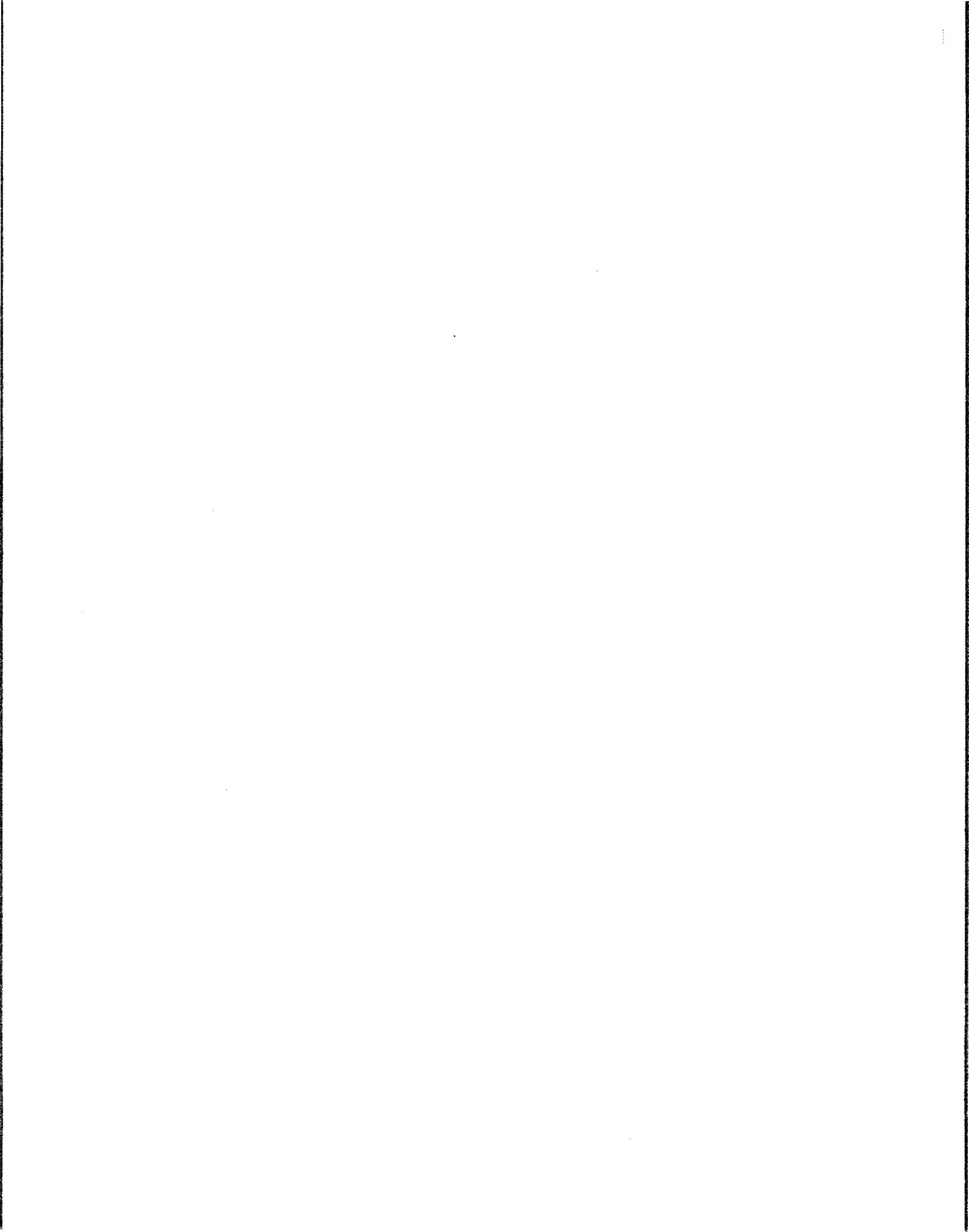
Problems: Failure of the Licensed Software to function as documented partially impairs Licensee's operations or services in a non-critical manner. Workarounds exist.

Procedures: Initial assignment of resources within eight (8) hours with status report to customer within twenty-four (24) hours. Customer to be notified as soon as reasonably possible as to when a workaround or fix will be available.

Severity 4 No Impact :: Informational

Questions regarding product capabilities and configuration. Requests for new or improved functionality.

Procedures: Logged as a feature request which will be considered for incorporation into a future release of the Software.





DEDICATED INSIGHT PUBLIC SAFETY ACCOUNT TEAM

Ricardo R. Pryor
Regional Account Executive
407.417.3364
ricardo.pryor@insight.com

Brian Mayer
Client Solutions Representative – inside
800.467.4448 Ext. 3085
brian.mayer@insight.com

ORDERING INFORMATION

2701 N. Rocky Point Dr. Suite 300
Tampa, FL 33607
800.467.4448 ext. 3085
redandblue@insight.com

REMIT PAYMENT TO

Insight Public Sector, Inc.
P.O. Box 731072
Dallas, TX 75373-1072

FEID: 36-39490000

IPS PUBLIC SAFETY CARD

MAKING IT EASIER FOR PUBLIC SAFETY

When every second counts, having the right technology can improve the speed and efficiency of police, fire and EMS organizations. Count on Insight Public Sector to provide these technology solutions. With Insight, you have one IT partner that not only understands the unique demands of public safety, but will help you optimize resources and manage changing IT infrastructure requirements.

As a premier provider of IT hardware, software and services, Insight offers total solutions using leading-edge technologies. Strong relationships with our manufacturing partners, plus local presence and years of experience with public safety allow us to solve your IT needs with single-source efficiency.

INSIGHT EXPERTISE INCLUDES

- Ruggedized Mobile Computing
- In-Car and Fixed Video Solutions
- Vehicle Mounting Solutions and Installations
- License Plate Recognition
- Automatic Vehicle Locations (AVL)
- Wireless Connectivity & Infrastructure
- Trade-In & Asset Disposal
- Mobile Printing
- Municipal leasing
- Much more...

INSIGHT'S FEATURED STATE CONTRACTS

- U.S. Communities IT Products & Services # RQ09-997736-42B
- Insight Public Sector GSA Contract # GS-35F-0009U
- Western States Contracting Alliance (WSCA)

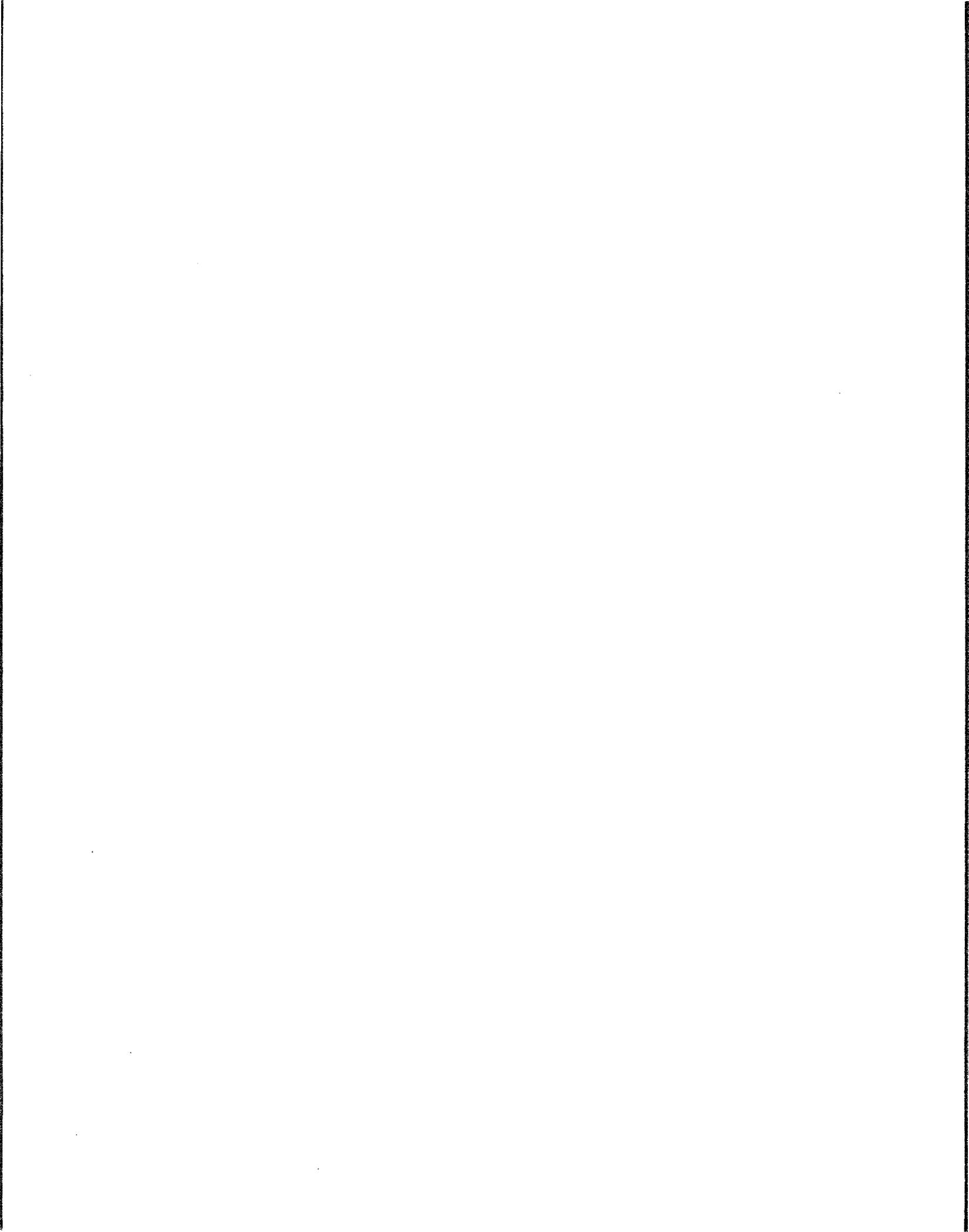
INSIGHT FAST FACTS

- \$5.3 billion in revenue in 2011
- 5,300+ teammates worldwide
- Operations in 23 countries
- Serving 80% of Global Fortune 500
- Currently 460 on the Fortune 500
- SAS 70 Certified NOC
- Provided over 2 million seats of cloud services
- 1,100 services professionals
- Vision: "To become our clients' trusted advisor and improve their performance through innovative technologies."
- 20+ years of public sector experience

Insight
PUBLIC SECTOR

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IPS.INSIGHT.COM ▼ 1.800.INSIGHT



Re: NetMotion Wireless

Matt Graves

Thu 5/12/2016 9:28 AM

To: Mayer, Brian <Brian.Mayer@Insight.com>;

Cc: Pryor, Ricardo <Ricardo.Pryor@Insight.com>; Constance Holmes <cholmes@nassaucountyfl.com>;

Hi Brian, I will be your point of contact for Nassau County Fire Rescue.

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-530-6600 office
904-321-5748 fax

From: Mayer, Brian <Brian.Mayer@Insight.com>
Sent: Wednesday, May 11, 2016 9:13:03 PM
To: Matt Graves
Cc: Pryor, Ricardo
Subject: FW: NetMotion Wireless

Chief Graves, please see attached for you upcoming NetMotion Wireless renewal.

Several years back, I use to work with Chief Sam Young Directly on purchases before he retired. I sent this over to Mark Johnson, but not sure if he is still around and have worked with others there (Randy Toskin, Constance Holmes) and others in the past as well.

I called into HQ today to see if they could put me in touch with Procurement, finance, I.T, etc...for who handles your I.T. Purchases currently and got directed to HR. I called HR and they took my contact info and said they would ask around and have somebody call me back.

I got your info from the Nassau County Fire website and sending to your attention in hopes that you will know where to direct this if this is not handled by you?

Thank you and feel free to contact me with any questions or should need anything else for any additional Computer hardware, software or services.



BRIAN MAYER | Associate Account Executive | Insight Public Sector | ips.insight.com

Public Safety – FL,NC,SC,PR | t. 800-467-4448 x3085 | f. 480-760-9162
brian.mayer@insight.com or redandblue@insight.com

RICARDO R. PRYOR | Regional Account ExecutiveG | Insight Public Sector
t. 800.467.4448 ext. 6992 | c. 407.417.3364 | ricardo.pryor@insight.com | ips.insight.com

From: Mayer, Brian
Sent: Tuesday, May 10, 2016 4:57 PM
To: 'mjohnson@nassaucountyfl.com'
Cc: Pryor, Ricardo
Subject: NetMotion Wireless

Please see attached for your upcoming renewal. I have quoted the 1-year renewal option and can show you pricing on a 2-year or 3-year renewal option if interested.

If you should need any additional NetMotion licenses or pricing on anything else, please do not hesitate to ask.

Thank you,



BRIAN MAYER | Associate Account Executive | Insight Public Sector | ips.insight.com
Public Safety – FL,NC,SC,PR | t. 800-467-4448 x3085 | f. 480-760-9162
brian.mayer@insight.com or redandblue@insight.com

RICARDO R. PRYOR | Regional Account Executive | Insight Public Sector
t. 800.467.4448 ext. 6992 | c. 407.417.3364 | ricardo.pryor@insight.com | ips.insight.com

Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, please do not send electronic mail to this entity. Instead, please contact this office by phone or in writing.

Insight Public Sector Contract Technology Products, Services and Solutions

[Home](#) > [Insight Public Sector](#)

Solutions

BY SUPPLIER ([show all ->](#))

BY CATEGORY

- Facilities
- Office & School
- Specialty
- Technology

Technology Products, Services, Solutions, and Related Products and Services

Lead Agency:
County of Fairfax, Virginia

Contract Number:
4400006644

3 year initial term, May 1, 2016 – April 30, 2019
Option to renew for (4) additional (1) year periods or any combination thereof

Contract Documents:

[Contract 4400006644 Insight](#)

RFP Documents:

- [RFP 2000001701](#)
- [RFP 2000001701 Addendum 1](#)
- [RFP 2000001701 Addendum 2](#)
- [RFP 2000001701 Addendum 3](#)
- [RFP 2000001701 Posting Document](#)

Main Menu

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- [Government Purchasing](#)
- [Nonprofit](#)
- [Housing Authorities](#)
- [Go Green Program](#)
- [Innovation Exchange](#)

Postings

Number of suppliers who responded to RFP: 18

Posting Information:	Date Posted:
U.S. Communities: Upcoming Contract	Aug 12, 2015-Sept 17, 2015
Canadian MERX Public Tenders	Aug 12, 2015-Sept 17, 2015
Onvia Demand Star	Aug 12, 2015-Sept 17, 2015
Fairfax County, VA	Aug 12, 2015-Sept 17, 2015
Association of Oregon Counties	Aug 12, 2015-Sept 17, 2015
State of Hawaii and Oregon	Aug 12, 2015-Sept 17, 2015

U.S. COMMUNITIES | NATIONAL COOPERATIVE PURCHASING PROGRAM

Getting Started

- [Program Overview](#)
- [How It Works](#)
- [FAQs](#)

Why Use U.S. Communities

- [What Makes Us Different](#)
- [Webinars & Events](#)
- [Supplier Commitments](#)

Discounts on Brands

- [Products & Suppliers](#)
- [Online Marketplace](#)
- [Solicitations](#)

Over 55,000 agencies trust U.S.

- [Who Uses U.S. Communities?](#)
- [Cooperative Standards](#)
- [State Statutes](#)

David Pensante

From: Mayer, Brian <Brian.Mayer@Insight.com>
Sent: Tuesday, May 24, 2016 2:36 PM
To: Charlotte Young; David Pensante
Cc: Pryor, Ricardo
Subject: FW: NetMotion - USC Contract Verbiage for Clients and discount
Attachments: Quotation #0217870721 - Nassau Co Fire Rescue.pdf; 01 - Insight USC 4400006644 Product Discounts.pdf

Charlotte, I am following up to our conversation yesterday. Below is the info on how the U.S. Communities price is calculated.

For various reasons, not all of our available part numbers show up on our website. Here is how the U.S. Communities price is determined for the NetMotion Premium Technical Support that the Nassau County Fire Rescue is wanting to procure. The U.S. Communities price is based on a discount off our list price, and the discounts vary by product group.

For part number 090NMPRMMNT1-NCFR, Insight's list price is \$1881.38. The corresponding discount offered under the U.S. Communities contract for this product is 2.0%. This would make the U.S. Communities not-to-exceed price \$1843.75. As you can see from the quote sent to you, the price being offered to the City is \$1752.50, which is \$91.25 less than the maximum U.S. Communities contract price.

I have also attached the U.S. Communities pricing structure. This particular item falls under the Licensing Warranties category.

Please let me know if you have any questions or if you need further clarification.

Thank you,



BRIAN MAYER | Associate Account Executive | Insight Public Sector | ips.insight.com
Public Safety – FL,NC,SC,PR | t. 800-467-4448 x3085 | f. 480-760-9162
brian.mayer@insight.com or redandblue@insight.com

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INSIGHT PUBLIC SECTOR SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

SOLD-TO PARTY 10240918

NASSAU CO FIRE & RESCUE
 96135 NASSAU PL
 YULEE FL 32097-8634

SHIP-TO PARTY

NASSAU CO FIRE & RESCUE
 96135 NASSAU PL
 YULEE FL 32097-8634

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Electronic Delivery
Terms of Delivery : FOB DESTINATION
Currency : USD

PRICE QUOTE IS VALID UNTIL 7/21/2016

Quotation	
Quotation Number	: 217870721
Document Date	: 10-MAY-2016
PO Number	:
PO Release	:
Sales Rep	: Ricardo Pryor
Email	: RICARDO.PRYOR@INSIGHT.COM
Telephone	: 8004674448 X 6992
Sales Rep 2	: Brian Mayer
Email	: BRIAN.MAYER@INSIGHT.COM
Telephone	: 8004674448 X 3085

Material	Material Description	Quantity	Unit Price	Extended Price
090NMPRMMNT1-NCFR	NCFR - NMW MOBILITY XE PREMIUM MAINTENANCE (1 YEAR) Coverage Dates: 22-JUL-2016 - 21-JUL-2017 U.S. COMMUNITIES IT PRODUCTS & SERVICES(#440006644) Maintenance covers: Mobility with 25 devices, Policy/NAC Bundle Module	1	1,752.50	1,752.50

Product Subtotal	1,752.50
TAX	0.00
Total	1,752.50

PURCHASE ORDER REQUIREMENTS:

Quote Number:217870721

Purchase Order Number: _____

Authorized by/Title: _____ (please print)

Authorized Signature: _____ Date: _____

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Ricardo Pryor
 8004674448 X 6992
 RICARDO.PRYOR@INSIGHT.COM
 Fax 4807607266

Brian Mayer
 8004674448 X 3085
 BRIAN.MAYER@INSIGHT.COM
 Fax 4807609162

U.S. Communities IT Products, Services and Solutions Contract No. 4400006644

Insight Public Sector (IPS) is proud to be a contract holder for the U.S. Communities Technology Products, Services, Solutions & Related Products and Services Contract.

This competitively solicited contract is available to participating agencies of the U.S. Communities Government Purchasing Alliance. U.S. Communities assists local and state government agencies, school districts (K-12), higher education, and nonprofits in reducing the cost of purchased goods by pooling the purchasing power of public agencies nationwide. This is an optional use program with no minimum volume requirements and no cost to agencies to participate.

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This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at: https://www.ips.insight.com/en_US/help/product-returns-terms-and-conditions.html

**U.S. Communities Technology Products, Services, Solutions,
and Related Products and Services Contract No. 4400006644
Product Discount Pricing Structure**

Cisco Products		
Product Line	Discount off MSRP (Government)	Discount off MSRP (Education)
Hardware/Software	36%	36%
Learning Credits	0%	0%
Cisco Technical and Maintenance Services (SKU based)	8%	8%
Cisco / Insight Advanced / Technical Services (SOW based)	0%	0%
SMARTnet	Incumbent	All
	16%	28%
	Non-Incumbent	
	8%	

Microsoft Software	
Product Line	Cost Plus Percentage
Microsoft Software (only)	3.5%

All Other Products		
Product Category	Description	Discount off Insight List Price
Cabling	Cables	8.9%
	Cables Custom	8.1%
Cloud	Cloud	1.0%
Imaging & Displays	Displays	1.5%
	Display Accessories	3.4%
	Projectors	3.3%
	Projector Accessories	3.3%
	Imaging Digital Cameras	2.9%
	Imaging Camcorders	2.8%
	Imaging Scanners	2.9%
	Imaging Accessories	5.0%
Printing/Imaging	Memory Printer/Fax	3.5%
	Printers Inkjet	1.7%
	Printers Laser	1.5%
	Printers Dot Matrix	1.8%
	Multi-Function	1.9%
	Fax Machine	1.9%
	Printers Wide Format	1.1%
	Printers Label	3.4%
	Printer Consumables	3.9%
	Cables Printer	6.9%
	Printer Accessories	3.6%
	POS Scanners	3.6%
	POS Displays	3.8%
	POS Accessories	4.1%
Servers & Data Center	Memory Server	4.0%
	Servers 1 Processor	3.0%
	Servers 2 Processor	2.3%
	Servers 4+ Processor	2.4%
	Servers Tower	2.4%
	Servers Blade	2.8%
	Server Accessories	2.9%
	Servers Unix	2.1%

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Product Discount Pricing Structure

All Other Products (continued)		
Product Category	Description	Discount off Insight List Price
Personal Computing	Modems	3.1%
	Notebook Batteries	2.9%
	System Components	3.6%
	Keyboards & Mice	1.8%
	Desktops	0.2%
	Desktop Accessories	5.4%
	Notebooks	1.2%
	Notebook Accessories	3.8%
	Handhelds	2.8%
	Handheld Accessories	5.4%
	Mobile Phones	0.0%
	Mobile Phone Accessories	0.0%
	Memory Desktop	4.3%
	Memory Notebook	4.2%
Memory Flash	4.4%	
Power Related	Power UPS	1.3%
	Power Surge Protectors	5.5%
	Power Data Center	3.0%
	Power Accessories	4.6%
Networking	Memory Networking	4.0%
	Network Video	2.8%
	Wireless LAN Accessories	3.1%
	Wireless Accessories	3.4%
	Repeaters & Transceivers	2.7%
	10/100 Hubs & Switches	1.5%
	Gigabit Hubs & Switches	2.4%
	KVM	4.1%
	Bridges & Routers	2.5%
	Intrusion Detection	2.9%
	Hardware Firewalls	2.7%
	Telephony	2.0%
	Network Adapters	2.9%
	Networking Accessories	4.5%
	Networking Warranties	2.8%
Networking Communication	2.9%	
Network Testing Equipment	2.3%	
Non-SOW Services	Service Parts	3.6%
	Miscellaneous Solutions	0.7%
	Service Charge	0.7%
	Managed Services	0.7%
	Lab Fees	0.7%
	PC Lab Order Service	0.7%
	Internal Lab Service	0.7%
	Advanced Integration	0.7%
	Electronic Services	0.7%
	Asset Disposal	0.7%
	Asset Management	0.7%
Training	Training Courses	0.7%
	Training Reference	0.7%
Warranties	Warranties Physical	1.5%
	Warranties Electronic	1.5%
	Complex Warranties	1.5%

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All Other Products (continued)		
Product Category	Description	Discount off Insight List Price
Storage & Data Management	Hard Disks Fibre Channel	2.7%
	Hard Disks IDE/ATA/SAT	6.2%
	Hard Disks Notebook	2.8%
	Hard Disks SCSI	2.5%
	Hard Disks External	2.7%
	Disk Arrays	2.8%
	Disk Arrays JBOD	2.8%
	Drives Removable Disk	3.4%
	Tape Drives DLT	2.9%
	Tape Drives DAT	2.8%
	Drives Magneto-Optic	2.7%
	Tape Drives SDLT	2.8%
	Tape Drives LTO/Ultra	2.9%
	Tape Drives Travan	2.8%
	Tape Drives 4mm	2.8%
	Tape Drives 8mm/VXA	4.8%
	Tape Drives AIT	2.5%
	Tape Autoloaders DLT	2.3%
	Tape Autoloaders DAT	2.8%
	Tape Autoloaders LTO	2.3%
	Tape Autoloaders AIT	2.8%
	Optical Drives CD-ROM	2.5%
	Optical Drives CD-RW	2.7%
	Optical Drives DVD/CD	0.3%
	Optical Drives DVD-R	3.1%
	Optical Drives DVD-R	2.8%
	Adapters Fibre Channel	2.5%
	Adapters FireWire/US	1.2%
	Adapters IDE/ATA/SAT	3.2%
	Adapters RAID	2.5%
	Adapters SCSI	0.3%
	Storage NAS	2.3%
	Storage SAN	2.7%
	Storage Accessories	3.2%
	Media 4mm Tape	4.8%
	Media AIT Tape	4.5%
	Media Optical	4.7%
	Media DAT Tape	4.8%
	Media DLT Tape	4.2%
	Media LTO/Ultrium Tape	4.0%
	Media Magneto-Optical	4.2%
	Media SLR Tape	4.5%
Media Travan Tape	4.5%	
Media VXA Tape	4.0%	
Media Zip	4.0%	

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All Other Products (continued)		
Product Category	Description	Discount off Insight List Price
Software	Software Computer Security	2.8%
	Software Backup	2.8%
	Software Financial	2.8%
	Software Spreadsheet	2.8%
	Software Business Application	2.8%
	Software Personal Organization	2.8%
	Software Cloning	2.8%
	Software Report Analysis	2.8%
	Software Handheld	2.8%
	Software Flow Chart	2.8%
	Software Word Processing	2.8%
	Software Barcode/OCR	2.8%
	Software CAD/CAM	2.8%
	Software Database	2.8%
	Software Web Development	2.8%
	Software Development	2.8%
	Software Collaboration	2.8%
	Software Graphic Design	2.8%
	Software Virtualization	2.8%
	Software Network OS	2.8%
	Software OS	2.8%
	Software Reference	2.8%
	Software Warranties	2.8%
	Software Utilities	2.8%
	Licensing Computer Security	2.0%
	Licensing Backup	2.0%
	Licensing Financial	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Business Application	2.0%
	Licensing Personal Organization	2.0%
	Licensing Cloning	2.0%
	Licensing Report Analysis	2.0%
	Licensing Handheld	2.0%
	Licensing Flow Chart	2.0%
	Licensing Word Processing	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Database	2.0%
	Licensing Web Development	2.0%
	Licensing Development	2.0%
	Licensing Collaboration	2.0%
	Licensing Graphic Design	2.0%
	Licensing Virtualization	2.0%
Licensing Network OS	2.0%	
Licensing OS	2.0%	
Licensing Reference	2.0%	
Licensing Warranties	2.0%	
Licensing Utilities	2.0%	