

**AM No. 12-15: AUTHORIZATION TO PURCHASE A FOUNDRY SWITCH LOCATED AT THE WASILLA POLICE DEPARTMENT, WHICH SERVES AS THE CORE SWITCH/ROUTER FOR THE ENTIRE CITY AND AWARDING THE ASSOCIATED CONTRACT TO CDW-G IN THE AMOUNT OF \$34,863.**

**Agenda of:** April 9, 2012

**Date:** March 28, 2012

**Originator:** Josie Judd, Purchasing/Contracting Officer

Route to:	Department	Signature	Date
X	Finance Director		3/28/12
X	Interim Deputy Administrator		4-2-12
X	City Clerk		3/28/12

**REVIEWED BY MAYOR VERNE E. RUPRIGHT:**

**FISCAL IMPACT:**  yes \$34,863      Funds Available     Yes or  No

**Account name/number/amount:**  
 Equipment Replacement      110-4181-499.45-09      \$34,863

**Attachments:**  
 Sales Quotation (4 page)  
 Resolution Serial No. 11-44 (12 pages)

**SUMMARY STATEMENT:** In accordance with WMC 5.08.108, the City of Wasilla will utilize the available contract with the State of Alaska to purchase the Foundry Switch that is needed and serves as the switch/router for the entire City. The current appliance is in need of replacement with an end of life date of December 2011. The monies are budgeted in the Capital Projects Fund.

**STAFF RECOMMENDATION:** Adopt AM No. 12-15.

<b>Date:</b> 4/9/12	<b>Approved:</b> <input checked="" type="checkbox"/>	<b>Denied:</b> <input type="checkbox"/>	<b>Initials:</b>	<b>Comments:</b>
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# SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
CNHH315	1754014	1/31/2012

**BILL TO:**  
 CITY OF WASILLA  
 290 E HERNING AVE

**SHIP TO:**  
 CITY OF WASILLA  
 Attention To: MICHAEL THOMAS  
 290 E HERNING AVE

Accounts Payable  
 WASILLA , AK 99654-7091

WASILLA , AK 99654-7091  
 Contact: MICHAEL  
 THOMAS 907.373.9047

Customer Phone #907.376.5913

Customer P.O. # BROCADE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
JEREMY CIOE 866.465.9996		Drop Ship Ground	Request Terms	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	1019980	BROCADE-FASTIRON SUPERX 800 8 SLOT B Mfg#: FOU-FI-SX800-AC Contract: Hawaii & Alaska	9,950.00	9,950.00
1	738910	BROCADE SUPX FI REDUNDANT SYS PWR Mfg#: FOU-SX-ACPWR-SYS Contract: Hawaii & Alaska	985.00	985.00
3	2165941	BROCADE-FISX 48 PRT 10/100/1000 POE Mfg#: FOU-SX-FI48GPP Contract: Hawaii & Alaska	3,895.00	11,685.00
1	915889	BROCADE 24PT 100/1000 SFP FOR FSX Mfg#: FOU-SX-FI424HF Contract: Hawaii & Alaska	4,615.00	4,615.00
2	738911	BROCADE SUPX FI POE POWER SUPPLY Mfg#: FOU-SX-ACPWR-POE Contract: Hawaii & Alaska	1,202.77	2,405.54
1	1991157	BROCADE NBD PARTS SUP FASTIRON SX800 Mfg#: FOU-FI-SX8-SVL-NDP-1 Contract: Hawaii & Alaska	1,350.00	1,350.00
2	1043406	BROCADE FASTION M3 MNG SX800&SX600 Mfg#: FOU-SX-FIZMR Contract: Hawaii & Alaska	1,205.06	2,410.12
SUBTOTAL				33,400.66
FREIGHT				0.00
TAX				0.00

US Currency

**TOTAL** 33,400.66

CDW Government  
 230 North Milwaukee Ave.  
 Vernon Hills, IL 60061  
 Phone: 847.371.5000

Fax: 847-371-7872

**Please remit payment to:**  
 CDW Government  
 75 Remittance Drive  
 Suite 1515  
 Chicago, IL 60675-1515

## Josie Judd

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**From:** Systems Administrator  
**Sent:** Wednesday, March 07, 2012 2:25 PM  
**To:** Josie Judd  
**Cc:** mike thomas; Troy Tankersley  
**Subject:** Quotes for Foundry FastIron 800 Replacement Project  
**Attachments:** CDWGQuote#CNHH315.pdf; Quote - 8839 - City of Wasilla.pdf

**Importance:** High

Hi Josie:

Here are the three quotes that are needed to replace the Foundry FI 800 over at the PD:

Specifically, in addition to the quote that is contained in this Email (please, scroll down), I have attached two more quotes pertaining to the project that was approved by City Council targeting the replacement of our Foundry FI 800 core switch/router over at the Wasilla Police Department.

Incidentally, I am told that the reference to contract "Hawaii and Alaska" is CDWG's notation for WSCA pricing. Also, Shawn has indicated to Mike that the quote from Tekmate will be honored beyond the date that is indicated within the document itself.

Please, let me know if you have any questions or concerns. If I cannot answer the question myself, I will defer to Mike, who has been instrumental in obtaining all three quotes.

Thank you very much,

Terry Gregory  
Network Support Specialist  
City of Wasilla  
290 E Herning AVE  
Wasilla, AK 99654  
(907) 373-9097

-----Original Message-----

From: jerecio@cdwg.com [mailto:jerecio@cdwg.com]  
Sent: Wednesday, March 07, 2012 11:47 AM  
To: Systems Administrator  
Subject: CDWG Quote #CPSF414 - GBIC

Mike,

Here is the correct part.

Brocade SFP (mini-GBIC) transceiver module  
MFG #: E1MG-SX-OM | CDW #: 1535394

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This e-mail best viewed in a fixed font such as Courier.

Mike Thomas

Thank you for considering CDW-G for your computing needs. Following are the details of your quote.

Quote Date: 3/7/2012 2:47:06 PM  
Quote Number: CPSF414  
P.O. Number: CPSF414  
Customer#: 1754014

Payment Terms: Net 30 Days-Govt State/Local  
Shipped Via: Drop Ship Ground

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QTY	CDW-G PART #	DESCRIPTION /MFG. PART NUMBER	UNIT PRICE	EXT. PRICE
4	1535394	BROCADE 1000BSX SFP OPTIC MONITORING Mfg#: FOU-E1MG-SX-OM Contract: Hawaii & Alaska	365.59	1,462.36
		Subtotal		\$1,462.36
		Freight		\$0.00
		Sales Tax		\$0.00
		Total		\$1,462.36

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Ship To:	Bill To:
CITY OF WASILLA	CITY OF WASILLA
290 E HERNING AVE	290 E HERNING AVE
WASILLA, AK 99654-7091	WASILLA, AK 99654-7091

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If you find any discrepancies or I can be of further assistance, please let me know.

JEREMY CIOE

Direct Line: 866-465-9996  
Fax Number: 847-371-7872  
E-Mail: [jrecio@cdwg.com](mailto:jrecio@cdwg.com)

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Retrieve quotes, view your order status and order history, get special pricing, and more online with a [CDW.G@work](mailto:CDW.G@work) extranet.  
Interested? Go to: <http://www.cdwg.com/getatwork>

CDW Government  
[www.cdwg.com](http://www.cdwg.com)

CDW Government  
230 N. Milwaukee Avenue  
Vernon Hills, Illinois 60061  
1-800-800-4239

Business Hours:  
Monday-Friday, 7am-7:30pm CT  
Saturday, 9am-5pm CT

Will Call Pick Up Hours:  
Monday-Friday, 9am-7pm CT (Vernon Hills)  
Saturday, 9am-2pm CT (Vernon Hills)  
Sunday, Closed

Please remit payment to:  
CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515

All information subject to CDW's terms and policies.  
For more details, contact a CDW account manager or go to  
<http://www.cdwg.com/r.asp?n=17151>  
Form: OE400SPS



**CITY OF WASILLA  
LEGISLATION STAFF REPORT**

**Resolution Serial No. 11-44: AMENDING THE FY2012 BUDGET BY REDIRECTING FUNDS WITHIN AN ACCOUNTING FUND IN THE AMOUNT OF \$50,450 TO PURCHASE A FOLDER-INSERTER MACHINE AND FOUNDRY SWITCH.**

**Agenda of:** November 14, 2011  
**Originator:** Finance Director

**Date:** November 2, 2011

Route to:	Department	Signature/Date
X	Finance Director	<i>[Signature]</i>
X	Chief of Police	<i>[Signature]</i>
X	Deputy Administrator	<i>[Signature]</i>
X	City Clerk	<i>[Signature]</i>

**REVIEWED BY MAYOR VERNE E. RUPRIGHT:**

*[Signature]*

**FISCAL IMPACT:**  yes  no

**Funds Available**  yes  no

**Account name/number:**

AS400 System Replacement      110-4181-499-45-09      \$50,450

**Attachments:**

Neopost DS-62 (4 pgs)  
Brocade Quote for Foundry Switch Replacement (4 pgs)

**SUMMARY STATEMENT:**

The City's Management Information Services Division has informed the Finance Department of the Foundry Fastiron 800, the City's core switching and routing appliance located at the WPD has an end of life date of December 2011. This simply means that the switch is required to be replaced in order to continue with support services.

To replace the Foundry Fastiron 800, Brocade has provided a quote of \$34,129. It is anticipated that an additional \$6,000 will be required for a certified technician to install. The remaining \$3,821 will be used for any unanticipated costs.

This resolution additionally provides for \$6,500 to be used for the acquisition of a letter folder and envelope stuffer machine. The Finance Department has been working hard to restructure its sales tax forms and notifications to produce on regular 8"x11" paper. To help facilitate the control and processing to the post office it is imperative that the City acquire this type of equipment so as to not out-source at a potentially higher cost to the City.

It is anticipated that this equipment will cost the City \$1,136 per year in a maintenance agreement with the first year at no charge. This amount will need to be budgeted within the City's normal budgeting procedures in the Finance Department budget. However, even with this reoccurring cost, the Finance Department anticipates a savings of \$7,331 after five years.

**STAFF RECOMMENDATION:** Approve the adoption of Resolution Serial No. 11-44 that redirects funds within an accounting fund in the amount of \$50,450 to purchase a folder-inserter machine and foundry switch.

**CITY OF WASILLA  
RESOLUTION SERIAL NO. 11-44**

**A RESOLUTION OF THE WASILLA CITY COUNCIL AMENDING THE FY2012 BUDGET BY REDIRECTING FUNDS WITHIN AN ACCOUNTING FUND IN THE AMOUNT OF \$50,450 TO PURCHASE A FOLDER-INSERTER AND FOUNDRY SWITCH.**

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WHEREAS, the Foundry FastIron 800, the City's core switching and routing appliance located at the Wasilla Police Department is in need of replacement with an end of life date of December 2011 with a cost of \$43,950; and

WHEREAS, for cost efficiencies and data capturing, the Finance Department is restructuring its sales tax forms and notices to be printed on regular 8 inch by 11 inch paper. With this process, the Finance Department is requesting acquisition of a letter folder and envelope stuffer machine with a cost of \$6,500; and

WHEREAS, the FY2012 Budget has unexpended funds available (\$50,450) within account 110-4181-499-45-09 for the AS400 System Replacement and this project has been completed.

NOW, THEREFORE, BE IT RESOLVED, that the Wasilla City Council by this resolution, redirect funds for the following purpose:

001-4181-499-45-09	Equipment Replacement	\$50,450
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BE IT FURTHER RESOLVED, the source of funding is as follows:

001-4181-499-45-09	AS400 System Replacement	\$50,450
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ADOPTED by the Wasilla City Council on November 14, 2011.

  
VERNE E. RURRIGHT, Mayor

ATTEST:

  
KRISTIE SMITHERS, MMC, City Clerk

[SEAL]

VOTE: Harris, Katkus, Menard, Sullivan-Leonard and Woodruff in favor. Holler absent.

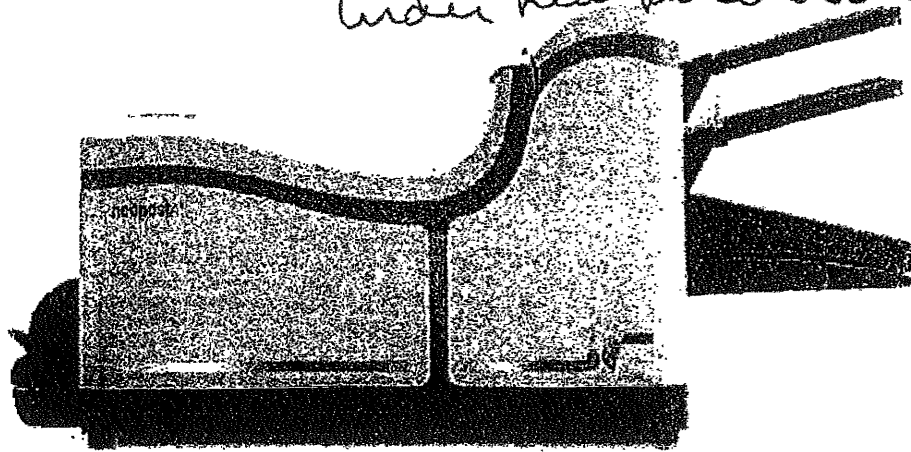
neopost

Phil Davenport  
854-5027 cell

\$6,302.00 WSCA

\$1,126 annual maintenance  
or \$240.00 per hour w/o  
maintenance agreement.

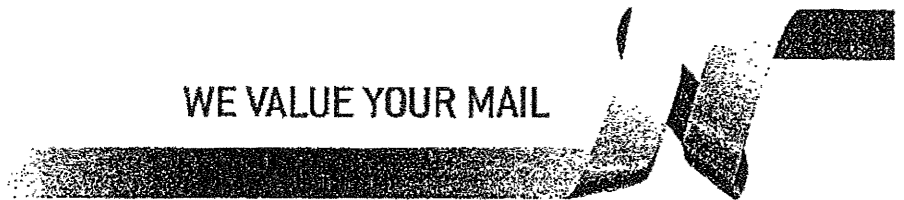
1st year warranty covered  
under new purchase warranty



## DS-62 YOUR OFFICE ASSISTANT

The versatile folder inserter to quietly fulfill all mailing needs

WE VALUE YOUR MAIL



neopost

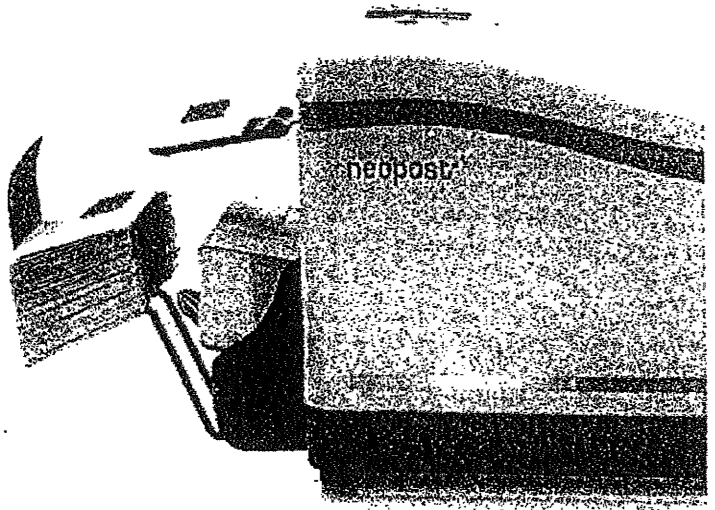
# DS-62

## YOUR OFFICE ASSISTANT

Remember the time when you had to put your mail together by hand? Manually collating, folding, inserting, sealing and stacking your mail pieces is a time-consuming business.

There is a better way. The DS-62 folder inserter handles all your mail automatically. It saves you time and money while producing professional looking mail documents and best of all, it is also as easy to use as a copier.

The DS-62 allows you to process a wide variety of mail items for direct mail marketing campaigns, invoicing, monthly statements and much more. It will take care of virtually all of your company's mailing needs!



### ONE SOLUTION FOR A WIDE VARIETY OF MAIL PIECES

Does your mail vary in paper size and paper quality? Does it consist of invoices, cards or reply envelopes? The DS-62 does it all for you.

The unique flexFeed® feeders enable you to process any document size, including anything from full sheets down to 1/3 inserts from each flexFeeder, giving you total versatility.



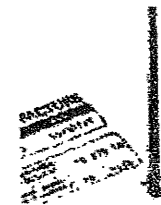
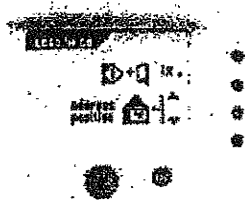
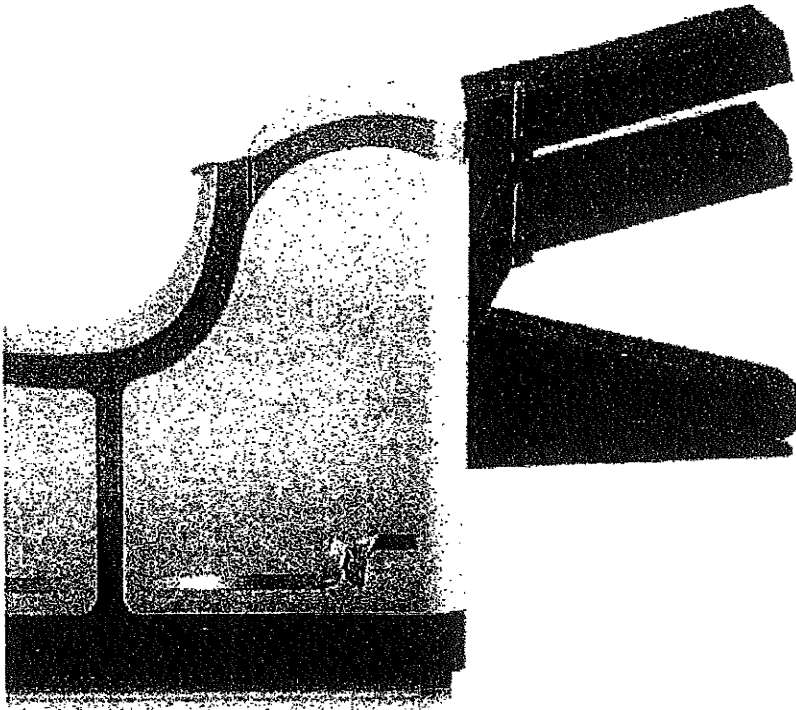
### CREATE YOUR OWN PROFESSIONAL LOOKING MAIL DOCUMENTS

Effective communication starts with a professional looking mail document. And with the DS-62, you don't even have to think about it. The DS-62 collates and assembles all documents before folding them. The result is that your customer receives an automatically collated professional package.

With powerFold™ you can fold up to 5 pages in tri-fold, neatly and silently.

The Daily Mail mode offers to process up to 5 sheets fed by hand, stapled or unstapled.

EASY TO USE  
AUTOMATION WITH LOAD'N GO  
LOW NOISE LEVEL  
FULLY ACCESSIBLE – ERGONOMIC DESIGN  
PROFESSIONAL LOOKING MAIL DOCUMENTS



#### **AUTOMATICALLY ADAPTING TO YOUR NEEDS**

Thanks to load'n Go®, there are no special skills needed to operate the DS-62. Just load documents and envelopes, press the button and Go! The DS-62 will adjust all settings automatically and save them in the memory for instant recall. Regular jobs? Just run load'n Go and store the settings in one of the 9 available jobs.

#### **BENEFITS EVERY OFFICE ENVIRONMENT**

With its low noise level, flexibility and ease-of-use, and compact design, the DS-62 is ideal for any office environment. In addition, you will have quick, safe and easy access to all parts of the paper path.

#### **MAXIMIZE EFFECTIVENESS WITH PRINTMACHINE**

PrintMachine output management software streamlines your customer communications by automating the document management process. Create more professional and informative customer communications, deliver documents to customers with greater speed and accuracy, and reduce costs by grouping and consolidating customer documents while taking advantage of postal automation discount technologies.

#### **OPTICAL MARK RECOGNITION TO ENSURE CORRECT DELIVERY**

Using a sequence of marks, the DS-62 is able to securely process single or multiple page documents to ensure they reach the correct recipient.

# DS-62

## QUIET FOLDER INSERTER



### TOTAL MAIL FLOW OPTIMIZATION – SEND MORE FOR LESS

Choose the most convenient way of stacking your filled envelopes to optimize productivity and space. Insert'n Mail™ allows you to automate your total mail flow by connecting the DS-62 to a Neopost mailing system.

### CONTENT CONTROL AND SECURITY YOU CAN RELY ON

To ensure that every recipient gets the correct mail piece, Neopost's patented electro-mechanical thickness detection protects against double feeding. It is insensitive to paper dust and works with toner or colored paper.

### FEATURES & BENEFITS

#### OPERATIONAL EFFICIENCY

Speed	Up to 2,200/hour
load'n Go® automatic settings	Yes
NexFeed® multi-format feeder	Yes
Multiple sheet feeding	Yes
Cascade from all feeder	Yes
Number of feeders	2 NexFeeders + 1 insert feeder
powerFold™ folding capacity	Yes (up to 5 sheets 20 lb.)
Job memory	9
Daily mail	Yes
Documents feeder capacity	325 sheets (20 lb.)
Envelopes feeder capacity	150
Fold types	c-fold, z-fold, single, double parallel, no-fold $\Delta$ Z $\angle$ $\leftarrow$ — Optional catch tray, side exit
Different exits	3.5" – 14"
Documents height	5" – 9"
Documents width	16 – 67" lb.
Documents weight	3.5" – 6.4"
Envelopes length	6.3" – 9.8"
Envelopes width	.08"
Set thickness	

#### MAIL QUALITY & SECURITY

secure'n Feed™ double detection	Yes
Accumulate before folding	Yes
Optical Mark Recognition (OMR)	Optional
powerFold™	Yes (up to 5 sheets 20 lb.)
Tip to tip secure sealing	Yes

#### BUDGET OPTIMIZATION

Print Machine software	Optional
Insert'n Mail™ system integration	Optional


### SYSTEM SPECIFICATIONS

#### BASE

Length x Height x Depth	42.2" x 20.5" x 18.5"
Weight	165 lbs.

### WHY CHOOSE NEOPOST?

Neopost is a world leader in mailing and logistics solutions. Our innovative solutions bring simplicity and efficiency to your mailing process to make your business run better. Neopost brilliantbasics benefits provide excellence in all our offers, from products to support and services. They bring you the best in operational efficiency, mail quality and security, budget optimization and online management. Whether for advice or support, you enjoy our commitment to supply first-class service – on the phone, on site, or online. Benefit from immediate response times and remote diagnosis at our call centers, and fast dispatch of service engineers when needed. Find out more at [www.neopost.com/brilliantbasics](http://www.neopost.com/brilliantbasics)

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[www.neopostinc.com](http://www.neopostinc.com)

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ISO 14001 and OHSAS 18001  
Registered by EAGLE Registrations Inc.



End User Account Name	City of Wasilla	Opportunity Name	Switch Replacement
Quote Date	1/11/2011	Salesperson	Terry Dickinson
Quote Name		Salesperson Phone	
Quote Valid Until	NON EXECUTABLE	Salesperson Email	tdickins@brocade.com
Quote Number	B65005	Inside Salesperson	
Revision Number	1	Inside Salesperson Phone	
Payment Terms	Net 30	Inside Salesperson Email	

Please Make Purchase Order To

<u>United States Only:</u>	<u>Outside United States</u>
Brocade Communications Systems, Inc. 130 Holger Way San Jose, CA 95134 FAX (408)333-6600 email sjom@brocade.com	Brocade Communications Switzerland Sàrl 29, Route de l'Aéroport Case Postale 105 CH-1215 Genève 15 Switzerland  Method of Shipment: U.S. - Ex Works (EXW) manufacturing site or distribution center. Non-U.S. - Free Carrier (FCA) manufacturing site or distribution center

Quote Line Items

Qty	Part Number	Part Description	Price	Net Price	Discount	Ext. Discount	Extended Net Price	Extended Sell Price
1	FF-SX800-AC	F1-SX800-S, (2)SX-F1SF, SX-ACPWR-SYS	\$16,595.00	\$10,288.90	38.0 %	\$6,306.10	\$10,288.90	\$10,288.90
1	SX-ACPWR-SYS	90 - 240 VAC POWER SUPPLY FOR FASTIRON S	\$1,643.00	\$1,019.90	38.0 %	\$625.10	\$1,019.90	\$1,019.90
2	SX-F1ZMR	M3 FOR THE FSX 800 & PSX 1800 W/ ZEBRO PO	\$1,995.00	\$1,238.90	38.0 %	\$1,516.20	\$1,238.90	\$2,473.80
3	SX-F148GPP	F1SX 48 PRT 10/100/1000 POE PLUS	\$6,495.00	\$4,026.90	38.0 %	\$7,404.30	\$4,026.90	\$12,080.70
1	SX-F1424HF	24-PORT 100/1000 SFP WITH 4-PORT COMBO &	\$7,695.00	\$4,770.90	38.0 %	\$2,924.10	\$4,770.90	\$4,770.90

Attractive financing options may be available through Brocade Capital Solutions. Contact your Brocade Communications sales representative or Brocade Capital at 800-213-5132 or Brocadecapital@brocade.com

Brocade Privileged and Confidential Information

2	SX-ACPWR- POE	90 - 240 VAC POWER SUPPLY FOR FASTIRON S	\$1,645.00	\$1,019.95	38.0 %	\$1,250.20	\$1,019.90	\$2,039.80
1	EI-SXB-SVL- NDP-1	ESSENTIAL NBD PARTS ONLY SUPPORT - Duration 1 Year for EI-SXB00-AC	\$1,940.00	\$1,455.00	25.0 %	\$485.00	\$1,455.00	\$1,455.00

Total List Price	\$54,640.00
Total Discount	\$20,511.00
Total Net Price	\$34,129.00

When ordering support for Products not listed on this quote, serial numbers and locations are required for order processing. Failure to do so may delay support order fulfillment and entitlement.

#### Brocade Warranty Description

Product Family	Hardware Warranty Duration	Hardware Coverage	Software Warranty Duration	Software Coverage	Exclusions
SAN & Extension Products	13 mos from ship	Return to factory RMA - 30 day turn around	90 days from ship	Conformance to spec, repair/replace non-conforming SW	
IP Products	13 mos from ship	Return to factory RMA - 30 day turn around	90 days from ship	Conformance to spec, repair/replace non-conforming SW	
IP Products - Edgeline, FastIron Edge, FastIron LS, FastIron GS, FastIron Edge X/XE Series	5 years from ship	Return to factory RMA - 30 day turn around	90 days from ship	Conformance to spec, repair/replace non-conforming SW	Excludes power supplies, fans, removable optics and LEDs
IP Products - FastIron WS, FastIron CX, FastIron SX800, FastIron SX1600, TurboIron	Life of product*, initial registered user	Advanced hardware replacement next business day where available	Life of product*, initial registered user	Software defect repair and Knowledge Portal access	Excludes removable optics
EFCM/DCFM	NA	NA	90 days from ship	Conformance to spec, repair/replace non-conforming SW	
HBA's	3 years from ship	Return to factory RMA - 30 day turn around	3 years from ship	Return to factory RMA - 30 day turn around	

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Brocade Privileged and Confidential Information

Product Family	Hardware Warranty Duration	Hardware Coverage	Software Warranty Duration	Software Coverage	Exclusions
FRUs (Field Replaceable Units as identified in pricelist)	90 days from ship	Return to factory RMA - 30 day turn around	NA	NA	

\* Through product end of support date

\*\* For maintenance release current at time of shipment only

#### Support Services

Support Levels	Telephone Support	Web-based Resources	Software Releases	Hardware Repair
4-Hour Onsite (AOS)	24x7	Unlimited	Bug Fixes & Updates	24x7, 4-hr Parts & Labor
4-Hour Parts (4P)	24x7	Unlimited	Bug Fixes & Updates	24x7, 4-hr Parts Only
Next Business Day Onsite (NDO)	24x7	Unlimited	Bug Fixes & Updates	8x5, Next Business Day Parts & Labor
Next Business Day Parts (NDP)	24x7	Unlimited	Bug Fixes & Updates	8x5, Next Business Day Parts Only
Return To Factory (RTF)	24x7	Unlimited	Bug Fixes & Updates	Repaired hardware shipped within 5 days
Remote HW Support* (RMT)	24x7	Unlimited	Bug Fixes & Updates	None
Application SW Support (SW)	24x7	Unlimited	Bug Fixes & Updates	Not Applicable
Supplemental Support (SEMAINT)	24x7	Unlimited	Bug Fixes & Updates	None

\* Available for Limited Lifetime Warranty products only

Detailed information as to specific Support Plans is available at <http://www.brocade.com/services-support/support-plans/index.page>.

**Support Term and Renewal.** The initial term applicable to each Support quotation will begin (i) in the case of newly acquired Products, on the date of shipment; or (ii) in the case of previously shipped Products, on the effective date specified on Brocade's quotation, and such services shall continue through the term stated on the quotation. Thereafter, such Support will only be renewed based on Brocade's renewal quotation to Customer and receipt of Customer's corresponding purchase order. For the first renewal period, Support may be renewed for the next term at the same rate as the initial Support term. However, upon sixty (60) days prior written notice before the end of any Support term, Brocade may increase the yearly fees for Support, provided that such increase will not exceed five percent (5%) over the prior year's Support fees. To the extent that the Support has been modified (e.g., service level, duration, product mix/qty), the renewal fees will be at Brocade's then current price list. Notwithstanding the foregoing, should Brocade announce End of Life on a Product being maintained for Customer, Brocade may, at the beginning of the next Support renewal term and each year thereafter, increase the Support fee for such Product to its then current commercial Support list price.

THIS COMMUNICATION IS NOT INTENDED AS AN OFFER, ACCEPTANCE OR CONFIRMATION OF A CONTRACT. UNLESS A MASTER PURCHASE ARRANGEMENT IS IN EFFECT WITH BROCADE THAT SPECIFICALLY COVERS THE PURCHASE OF BROCADE PRODUCTS AND/OR SERVICES, A CONTRACT MAY ONLY BE FORMED WHEN BROCADE MAKES AN OFFER BY WAY OF A "SALES AGREEMENT" DRAFTED BY BROCADE, AND ANOTHER PARTY ACCEPTS BY EXECUTING THAT SALES AGREEMENT IN THE MANNER INVITED. IN THE EVENT THAT A COURT CONSTRUCTS THIS COMMUNICATION AS AN OFFER, ACCEPTANCE, OR CONFIRMATION OF A CONTRACT, BROCADE'S WILLINGNESS TO ENTER INTO ANY CONTRACT IS EXPRESSLY CONDITIONAL ON THE OTHER PARTY'S

Attractive financing options may be available through Brocade Capital Solutions. Contact your Brocade Communications sales representative or Brocade Capital at 800-213-5132 or [Brocadecapital@brocade.com](mailto:Brocadecapital@brocade.com)

Brocade Privileged and Confidential Information



ASSENT TO THE TERMS AND CONDITIONS CONTAINED IN BROCADE'S SALES AGREEMENT, A COPY OF WHICH IS LOCATED AT <http://www.brocade.com/termsandconditions>. BROCADE EXPRESSLY OBJECTS TO ANY TERMS THAT ARE ADDITIONAL OR DIFFERENT FROM THOSE CONTAINED IN BROCADE'S SALES AGREEMENT. ANY TERMS THAT ARE ADDITIONAL OR DIFFERENT FROM THOSE CONTAINED IN BROCADE'S SALES AGREEMENT MAY ONLY BECOME PART OF A CONTRACT BY WAY OF A SEPARATE WRITING, SIGNED BY BOTH PARTIES.

(Customer)
Name:
(Signature)
Name:
(Print)
Title:
Date:

DRAFT

Attractive financing options may be available through Brocade Capital Solutions. Contact your Brocade Communications sales representative or Brocade Capital at 800-213-5132 or [Brocadecapital@brocade.com](mailto:Brocadecapital@brocade.com)

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