

# West Lafayette School Corporation

## Network Equipment Purchase

### 1.8.24



**SOLUTION REPRESENTATIVE**  
Jason Monroe

**TECHNICAL REPRESENTATIVES**  
Mallory Herbert  
Jacob Kieta





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## Executive Summary

West Lafayette Community School Corporation (WLCSC) is seeking proposals for a project to supply and install network equipment at its eligible locations. Wintek is aware that this project will be contingent upon the successful obtaining of Category 2 E-Rate funding, and the contract agreement between the district and Wintek recognizes that contingency. This RFP covers all three aspects of Category 2 – Internal Connections, Basic Maintenance of Internal Connections (BMIC) and Managed Internal Broadband Services (MIBS)

WLCSC seeks an agreement that allows it to work with the selected vendor to adjust quantities and/or scale back or cancel the project entirely as needed based upon funding availability and/or the best interests of the District.

Wintek is a local fiber service provider and Cisco Premier Certified Partner that excels in Cisco Network Design and Implementation Services. We support a variety of local businesses of all sizes — from schools and small manufacturers to retail shops and enterprise organizations.

Wintek also takes great pride in unparalleled local customer support, swift responsiveness and network innovation. We have a fine-tuned focus on business and enterprise customers — tailoring comprehensive solutions to individual needs, implementing them faster than our competitors, and providing the levels of support and personalized engineering that only we can.

We understand this project is contingent upon successfully obtaining Category 2 E-Rate funding. We also understand that WLCSC seeks an agreement allowing for adjustment of quantities and project scale — or to cancel the project entirely — based on funding availability and the best interests of the district.

Wintek's existing relationship with WLCSC is a strategic partnership that delivers leading-edge services and support to ensure the excellence required for WLCSC's operation. We look forward to the opportunity to continue this collaboration of service for WLCSC.





## Information

**Wintek Corporation**  
SPIN # 143006417  
427 N. 6th St., Suite C  
Lafayette, IN 47901

765-742-8428 (phone)  
765-742-0646 (fax)

## Contact

**Jason Monroe**  
*Customer Experience  
Practice Leader*  
jmonroe@wintek.com

## Qualifications and Personnel

- Wintek has been located and operated in Indiana since its 1973 inception.
- Reselling Cisco for more than 20 years
- Highly qualified and Cisco Systems Certified network engineers, with certifications that include:
  - » CCIE (Security)
  - » CCNP – Route/Switch
  - » CCNA (4 individuals)

### Jason Monroe

*Customer Experience Practice Leader*

- 21+ years in the electric / telecommunications industry, focused on program design and business development program implementation
- Would launch project and manage communication between WLCS representatives and Wintek's in-house engineering staff

### Travis Bailey

*Innovation and Technology Practice Leader*

- 22+ years with Wintek, specializing in advanced network design and implementation
- Cisco CCIE-Security certification
- CCNP – Route/Switch

### Mallory Herbert

*Network Engineer*

- 7+ years in the network industry, working with school corporations, financial business and more.
- Cisco Meraki CMNA

### Jacob Kieta

*Network Engineer*

- 3+ years with Wintek, working with school corporations, financial businesses and more.
- BS Network and Cyber Security – Purdue Polytechnic
- Cisco Meraki CMNA

# Hardware & Services Overview

## West Lafayette Community School Corporation

### Hardware delivered to:

West Lafayette Community School Corporation  
1130 N. Salisbury  
West Lafayette, IN 47906

Part Number	Function	Description	Quantity
C9300-48UXM	Switch	Cisco 9300 60 W PoE Switches – 48 Ports (36 port 2.5 Gbps and 12 ports 10 Gbps 1100w Power Supply	29 +/-
Stack-T1-1M	Cables	Cisco Stacking Cables – 1m length	27 +/-
C9500-16X	Core Switches	Cisco 9500 16 port 10Gbps	2 +/-
C9300X-24Y	Access Switch	Cisco 9300X 24 Port Switch – 10 Gbps or higher Switch	1 or more
C9300-NM-8X	9300 Uplink Modules	Uplink Module for 9300 Switches	13 +/-
CON-SNT-C93E048X	Licensing	Smartnet for 9300 Switches	29 +/-
C9300-DNX-E-3Y	Licensing	Cisco DNA Essentials Licensing as required 3Y	29 +/-
CAB-SPWR-30CM	Cables - Stack Power	Cisco 1100W Stack Power Cable for 9300 Series	27 +/-
CON-SNT-C95016EX	Licensing	Smartnet – Core Switches	2 +/-
C9500-DNX-E-16X-3Y	Licensing	Cisco DNA Essentials – Core Switches	2 +/-
C9300X-DNX-E-3Y	Licensing	Cisco DNA Essentials – Access Switch 9300X	1 or more
CON-SNT-93024EX	Licensing	Smartnet – Access Switch	1 or more
Labor	Labor	Installation, activation, configuration Switches, Cabling, Modules	12 +/-

# Wintek Corporation

427 North 6th Street  
 Lafayette, IN 47901  
 Tel: 765-742-8428 / Fax: 765-742-0646  
 Web: www.wintek.com



## Quote

PREPARED FOR:
West Lafayette Comm School Corp Brandon Hamilton 1130 N Salisbury St West Lafayette, IN 47906

DATE	NUMBER	VER
02/06/2024	004777	1
PROJECT		
Cat. 2 470 #240003465 - Network Equipment Upgrade		

NOTES:

### Hardware

Product Details	Price	Qty	Extended Price
C9300-48UXM-EDU CATALYST 9300 48-PORT(12 MGIG&36 2.5GBPS	5193.35	14	\$72,706.90
CON-SNT-C9300XM8 SNTC-8X5XNBD CATALYST 9300 48-PORT(12 MG	710.70	14	\$9,949.80
C9300-NW-E-48 C9300 NETWORK ESSENTIALS, 48-PORT LICENS	\$0.00	14	\$0.00
SC9300UK9-176 CISCO CATALYST 9300 XE 17.6 UNIVERSAL UNIVERSAL	\$0.00	14	\$0.00
PWR-C1-1100WAC-P 1100W AC 80+ platinum Config 1	\$0.00	14	\$0.00
C9300-SPS-NONE NO SECONDARY POWER SUPPLY SELECTED	\$0.00	14	\$0.00
CAB-TA-NA NORTH AMERICA AC TYPE A POWER CABLE	\$0.00	14	\$0.00
C9300-SSD-NONE No SSD Card Selected	\$0.00	14	\$0.00
STACK-T1-1M 1M TYPE 1 STACKING CABLE	79.05	14	\$1,106.70
CAB-SPWR-30CM CATALYST STACK POWER CABLE 30 CM	37.55	14	\$525.70
NM-BLANK-T1 CISCO CATALYST TYPE 1 NETWORK MODULE BLA	\$0.00	14	\$0.00
PWR-C1-BLANK CONFIG 1 POWER SUPPLY BLANK	\$0.00	14	\$0.00
C9300-DNA-E-48 C9300 DNA ESSENTIALS, 48-PORT TERM LICEN	\$0.00	14	\$0.00
C9300-DNA-E-48-3Y C9300 DNA ESSENTIALS, 48-PORT, 3 YEAR TE	442.65	14	\$6,197.10
C9300-NM-NONE NO NETWORK MODULE SELECTED	\$0.00	14	\$0.00
NETWORK-PNP-LIC NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU	\$0.00	14	\$0.00
C9300-48UXM-EDU CATALYST 9300 48-PORT(12 MGIG&36 2.5GBPS	5193.35	13	\$67,513.55

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### Hardware

Product Details		Price	Qty	Extended Price
CON-SNT-C9300XM8	SNTC-8X5XNBD CATALYST 9300 48-PORT(12 MG	710.70	13	\$9,239.10
C9300-NW-E-48	C9300 NETWORK ESSENTIALS, 48-PORT LICENS	\$0.00	13	\$0.00
SC9300UK9-176	CISCO CATALYST 9300 XE 17.6 UNIVERSAL UNIVERSAL	\$0.00	13	\$0.00
PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1	\$0.00	13	\$0.00
C9300-SPS-NONE	NO SECONDARY POWER SUPPLY SELECTED	\$0.00	13	\$0.00
CAB-TA-NA	NORTH AMERICA AC TYPE A POWER CABLE	\$0.00	13	\$0.00
C9300-SSD-NONE	No SSD Card Selected	\$0.00	13	\$0.00
STACK-T1-1M	1M TYPE 1 STACKING CABLE	79.05	13	\$1,027.65
CAB-SPWR-30CM	CATALYST STACK POWER CABLE 30 CM	37.55	13	\$488.15
PWR-C1-BLANK	CONFIG 1 POWER SUPPLY BLANK	\$0.00	13	\$0.00
C9300-DNA-E-48	C9300 DNA ESSENTIALS, 48-PORT TERM LICEN	\$0.00	13	\$0.00
C9300-DNA-E-48-3Y	C9300 DNA ESSENTIALS, 48-PORT, 3 YEAR TE	442.65	13	\$5,754.45
C9300-NM-8X	CATALYST 9300 8 X 10GE NETWORK MODULE	1007.84	13	\$13,101.92
NETWORK-PNP-NONE	NETWORK PLUG-N-PLAY OPT OUT SKU	\$0.00	13	\$0.00
C9300-48UXM-EDU	CATALYST 9300 48-PORT(12 MGIG&36 2.5GBPS	5193.35	2	\$10,386.70
CON-SNT-C9300XM8	SNTC-8X5XNBD CATALYST 9300 48-PORT(12 MG	710.70	2	\$1,421.40
C9300-NW-E-48	C9300 NETWORK ESSENTIALS, 48-PORT LICENS	\$0.00	2	\$0.00
SC9300UK9-176	CISCO CATALYST 9300 XE 17.6 UNIVERSAL UNIVERSAL	\$0.00	2	\$0.00
PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1	\$0.00	2	\$0.00
C9300-SPS-NONE	NO SECONDARY POWER SUPPLY SELECTED	\$0.00	2	\$0.00
CAB-TA-NA	NORTH AMERICA AC TYPE A POWER CABLE	\$0.00	2	\$0.00
C9300-SSD-NONE	No SSD Card Selected	\$0.00	2	\$0.00

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### Hardware

Product Details	Price	Qty	Extended Price
C9300-STACK-NONE NO STACK CABLE SELECTED	\$0.00	2	\$0.00
C9300-SPWR-NONE NO STACK POWER CABLE SELECTED	\$0.00	2	\$0.00
NM-BLANK-T1 CISCO CATALYST TYPE 1 NETWORK MODULE BLA	\$0.00	2	\$0.00
PWR-C1-BLANK CONFIG 1 POWER SUPPLY BLANK	\$0.00	2	\$0.00
C9300-DNA-E-48 C9300 DNA ESSENTIALS, 48-PORT TERM LICEN	\$0.00	2	\$0.00
C9300-DNA-E-48-3Y C9300 DNA ESSENTIALS, 48-PORT, 3 YEAR TE	442.65 \$0.00	2	\$885.30
C9300-NM-NONE NO NETWORK MODULE SELECTED	\$0.00	2	\$0.00
NETWORK-PNP-LIC NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU	\$0.00	2	\$0.00
C9300X-24Y-EDU CATALYST 9300X 24-PORT 25/10G SFP+, K12	9880.78 \$0.00	1	\$9,880.78
CON-SNT-C9300X-2 SNTC-8X5XNBD CATALYST 9300X 24-PO	1351.66 \$0.00	1	\$1,351.66
SC9300UK9-179 CISCO CATALYST 9300 XE 17.9 UNIVERSAL UN	\$0.00	1	\$0.00
PWR-C1-715WAC-P 715W AC 80+ platinum Config 1 Powe	\$0.00	1	\$0.00
C9300-SPS-NONE NO SECONDARY POWER SUPPLY SELECTED	\$0.00	1	\$0.00
CAB-TA-NA NORTH AMERICA AC TYPE A POWER CABLE	\$0.00	1	\$0.00
C9300X-NW-E-24 C9300 NETWORK ESSENTIALS, 24-PORT LICENSE	\$0.00	1	\$0.00
C9300-STACK-NONE NO STACK CABLE SELECTED	\$0.00	1	\$0.00
C9300-SPWR-NONE NO STACK POWER CABLE SELECTED	\$0.00	1	\$0.00
C9300-SSD-NONE No SSD Card Selected	\$0.00	1	\$0.00
PWR-C1-BLANK CONFIG 1 POWER SUPPLY BLANK	\$0.00	1	\$0.00
C9300X-NM-BLANK CATALYST 9300 NETWORK MODULE BLANK MODULE	\$0.00	1	\$0.00
TE-C9K-SW TE AGENT FOR IOSXE ON C9K	\$0.00	1	\$0.00
C9300X-DNA-24Y-E C9300 DNA ESSENTIALS, TERM LICENSE	\$0.00	1	\$0.00



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### Hardware

Product Details	Price	Qty	Extended Price
C9300-DNA-L-E-3Y DNA ESSENTIALS 3 YEAR LICENSE	241.09 \$0.00	1	\$241.09
C9300X-NM-NONE Catalyst 9300 No-Network Module Selection	\$0.00	1	\$0.00
NETWORK-PNP-LIC NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU	\$0.00	1	\$0.00
C9500-16X-EDU Catalyst 9500 16-port 10G, K12	6809.84 \$0.00	2	\$13,619.68
CON-SNT-C950DU16 10G, K12	931.30 \$0.00	2	\$1,862.60
CAB-TA-NA NORTH AMERICA AC TYPE A POWER CABLE	\$0.00	4	\$0.00
PWR-C4-950WAC-950W AC CONFIG 4 POWER SUPPLY FRONT TO B	\$0.00	2	\$0.00
-R			
PWR-C4-950WAC-950W AC CONFIG 4 POWER SUPPLY FRONT TO B	829.99 \$0.00	2	\$1,659.98
-R/2			
C9500-NM-BLANK CATALYST 9500 NETWORK MODULE BLANK COVER	\$0.00	2	\$0.00
C9500-NW-E C9500 NETWORK STACK, ESSENTIALS	\$0.00	2	\$0.00
S9500UK9-179 CISCO CATALYST 9500 XE 17.9 UNIVERSAL	\$0.00	2	\$0.00
C9500-DNA-16X-E C9500 DNA Essentials, Term licenses	\$0.00	2	\$0.00
C9500-DNA-L-E-3Y DNA Essentials 3 Year License	395.23 \$0.00	2	\$790.46
NETWORK-PNP-LIC NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU	\$0.00	2	\$0.00
LIC			
Subtotal:			<b>\$229,710.67</b>

### Service

Product Details	Price	Qty	Extended Price
Labor Hourly Labor	\$0.00	12	\$1,800.00
Hourly Labor			
Subtotal:			<b>\$1,800.00</b>

Quote Summary	Amount
Hardware	\$229,710.67
Service	\$1,800.00
Total:	<b>\$231,510.67</b>



# Description of Services

## Project Implementation

Wintek Corporation shall order the proposed hardware upon WLCSC's approval of the proposal. Lead times are based on product availability.

## Procurement Project Management

Wintek will provide Procurement Project Management for this proposal. The project will include regular updates on equipment delivery. The project manager(s) for this will be Jason Monroe.

## Installation

Installation will be in place of existing equipment and the requested equipment will be integrated into the existing environment. This includes all labor necessary for staging, installation, testing, and documentation of equipment. Equipment staging will consist of (but not be limited to) ensuring firmware version consistency, configuration loading, and hardware preparation for mounting. Software and firmware version for components will be agreed upon at time of deployment, and configurations will be coordinated with WLCSC staff. Installation by Wintek will include the removal of the existing equipment and placement of the new equipment. Equipment testing should verify access to internal resources and the Internet. Documentation should include configuration and summary reports of installations.

## Timeline for Delivery

The current estimated lead time for the quoted hardware is 90 days. Once the proposal is approved, the hardware will be ordered in time to take delivery as required by WLCSC. Wintek will work with WLCSC to ensure timely delivery of services described in this proposal.



# Ready-to-Execute Contract

This proposal serves as the agreement.

We reserve the right to cancel orders arising from pricing or other errors. All approved orders are final. If a previously approved order is canceled by Customer due to issues out of Wintek's control, approved order will result in a 5% order processing fee. Returns after 30 days are not valid. Credit from returns within 30 days may have restrictions on use.

Wintek will invoice for hardware, software and SMARTnet upon delivery and installation to WLCSC.

Wintek will allow WLCSC to adjust quantities and project scale or to cancel the project entirely based on funding availability and the best interests of the district.

IN WITNESS WHEREOF, the parties, by their duly authorized representatives, have executed this Agreement in the day and year first written below.

## Wintek Corporation (Wintek)

## West Lafayette Community School Corporation

SIGNATURE

SIGNATURE

NAME Jason Monroe

NAME

TITLE Customer Experience Practice Leader

TITLE

DATE 1/8/2024

DATE

ADDRESS 427 N. 6<sup>th</sup> Street

ADDRESS

CITY, STATE, ZIP Lafayette, IN 47901

CITY, STATE, ZIP

PHONE 765-742-8428

PHONE

FAX 765-742-0646

FAX

EMERGENCY NUMBER 765-742-0428

EMERGENCY NUMBER

E-MAIL jmonroe@wintek.com

E-MAIL





## Customer References

### TIPPECANOE SCHOOL CORPORATION

**Devin Arms**, Director of Technology

765-269-8060, ext. 8322

Wintek provides fiber-optic internet service, along with fiber WAN services, to various school buildings.

### LAFAYETTE SCHOOL CORPORATION

**Li Zhao**, CTO

765-269-8060, ext. 8322

Wintek has provided network equipment to the Lafayette School Corporation.





## Who is Wintek?

Wintek is a premier technology solutions company founded in Lafayette, Ind. in 1973. We specialize in supplying fiber internet, WAN circuits and dark fiber to business and residential customers, and we have an expertly trained technical staff at two locations:

- Business offices at 427 N. Sixth St. in Lafayette
- State-of-the-art data center at 3921 David Howarth Drive in Lafayette

In January 2019, Tipmont REMC acquired Wintek — allowing Wintek to exponentially expand its fiber network and Tipmont to deepen its portfolio of essential services. Over the next five years, Tipmont and Wintek will invest \$100 million in regional fiberoptic infrastructure for businesses and residents.

One of the five largest electric cooperatives in Indiana, Tipmont serves more than 28,000 homes and businesses with electric infrastructure. Wintek now provides more than 4,000 homes and businesses with fiberoptic infrastructure. Collectively, we have \$218M in assets with \$75M in annual revenue.



### Miles of Fiber

1,276 OVERHEAD  
481 UNDERGROUND



### Miles of Electric Distribution

1,792 OVERHEAD  
980 UNDERGROUND



### Fiber Accounts

958 BUSINESSES  
3,339 RESIDENTIAL

### Electric Accounts

## Contact us, anytime.

Since 1973, Wintek has empowered businesses through state-of-the-art connectivity. Big or small, Wintek offers the right-sized solution for your business. We look beyond the business needs of today to deliver technology ready for tomorrow. From state-of-the-art fiber internet to a data center colocation space, Wintek knows what's best for your business, and we're dedicated to providing just that with the expertise you need and the results you want.

### SOLUTION REPRESENTATIVE

Jason Monroe, 765-426-3163, jmonroe@wintek.com

### TECHNICAL REPRESENTATIVES

Mallory Herbert, 765-742-8428, mah@wintek.com  
Jacob Kieta, 765-742-8428, jkieta@wintek.com



**Cisco Premier  
Integrator**



**24/7 Customer  
Service**



**Growing Local  
Infrastructure**

# Better Technology. Better Service.

Connect with Wintek Business Solutions!



765-742-8428



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