

Cost Analysis

Layer 3 Communications, LLC
 EX3400-24P Switches with Redundant Power Supplies
 Georgia SWC No. 99999-SPD-T20120501-0013



By utilizing this contract, the County is saving \$163,917.13 with a total overall percentage savings discount of 54.48%. It is recommended approval for the use of this contract to avoid adversely impacting continuity of operations throughout the County.

Layer 3 Communications LLC EX3400-48P Switches with Redundant Power Supplies

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	EXTENDED LIST PRICE	COUNTY'S COST	EXTENDED COUNTY'S COST	DIFF BETWEEN EXTENDED COUNTY COST AND EXTENDED LIST PRICE
EX3400-24P	EX3400 24-port 10/100/1000BaseT PoE+, 4 x1/10G SFP/SFP+, 2 X40G QSFP+, redundant fans, front-to-back airflow, 1 AC PSU JPSU-600AC-AFO included (optics sold separately)	25	\$4,871.00	\$121,775.00	\$1,997.11	\$49,927.78	-\$71,847.22
JPSU-920-AC-AFO	EX3400 600W AC Power Supply, front-to-back airflow (power cord needs to be ordered separately)	25	\$1,143.00	\$28,575.00	\$468.63	\$11,715.75	-\$16,859.25
EX3400-48P	EX2300 48-port 10/100/1000BaseT PoE+, 4x1/10G SFP/SFP+(Optics sold separately)	20	\$5,591.00	\$111,820.00	\$2,292.31	\$45,846.20	-\$65,973.80
EX2300-24P	EX2300 48-port 10/100/1000BaseT PoE+, 4x1/10G SFP/SFP+(Optics sold separately)	20	\$3,232.00	\$64,640.00	\$1,325.12	\$26,502.40	-\$38,137.60

Maintenance and Support

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	EXTENDED LIST PRICE	COUNTY'S COST	EXTENDED COUNTY'S COST	DIFF BETWEEN EXTENDED COUNTY COST	TERM
SVC-SDCE-EZ3424P G	Layer Communications Branded Juniper Care Same Day Onsite Support For EX3400-24P	25	\$558.00	\$13,950.00	\$502.20	\$12,555.00	-\$1,395.00	1-yr
SVC-SDCE-EZ23-49P G	Layer Communications Branded Juniper Care Same Day Onsite Support For EX3400-48P	20	\$612.00	\$12,240.00	\$550.80	\$11,016.00	-\$1,224.00	1-yr
SVC-SDCE-EZ23-49P G	Layer Communications Branded Juniper Care Same Day Onsite Support For EX3400-24P	20	\$353.00	\$7,060.00	\$317.70	\$6,354.00	-\$706.00	1-yr
Extended Totals				\$360,060.00		\$163,917.13		
Extended List Price and Extended Cost Difference = Cost Savings							-\$196,142.87	
Percentage Savings							-54.48%	