Cost Analysis

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

By utilizing this contract, the County is saving $265,688.80 with a total overall percentage savings discount of 53.71%. 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
EX3400-48P	EX3400 48-port 10/100/1000BaseT PoE+, 4 x1/10G SFP/SFP+, 2 X40G QSFP+, redundant fans, front-to-back airflow, 1 AC PSU JPSU-920-AC-AFO included (optics sold separtely	40	$9,243.00	$369,720.00	$3,789.63	$151,585.20	-$218,134.80
JPSU-920-AC-AFO	EX3400 920W AC Power Supply, front-to-back airflow (power cord needs to be ordered separately)	40	$1,747.00	$69,880.00	$716.27	$28,650.80	-$41,229.20
EX-QSFP-40GE-DAC-50CM	QFSP+ 40 Gigabit Ethernet Direct Attach Copper (Twinax Copper Cable) for 50m Transmission	40	$268.00	$10,720.00	$109.88	$4,395.20	-$6,324.80

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-EX34-48P G	Layer 3 Communications Branded Juniper Care Same Day Onsite Support For EX3400-48P	40	$1,109.00	$44,360.00	$1,109.00	$44,360.00	$0.00	1-yr
Extended Totals				**$494,680.00**		**$228,991.20**		
Extended List Price and Extended Cost Difference = Cost Savings							**-$265,688.80**	
Percentage Savings							**-53.71%**	