

Cost Analysis
Layer 3 Communications, LLC
EX3400-48P Switches with Redundant Power Supplies
Georgia SWC No. 99999-SPD-T20120501-0013



By utilizing this contract, the County is saving \$322,002.00 with a total overall percentage savings discount of 59.93%. 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 x 1/10G SFP/SFP+, 2 x 40G QSFP+, redundant fans, front-to-back airflow, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately)	50	\$8,802.00	\$440,100.00	\$3,388.77	\$169,438.50	-\$270,661.50
JPSU-920-AC-AFO	EX3400 920W AC Power Supply, front-to-back airflow (power cord needs to be ordered separately)	50	\$1,561.00	\$78,050.00	\$600.99	\$30,049.50	-\$48,000.50
SVC-ND-EX34-48P M	Layer 3 Communications Branded PSS Basic Support for EX3400-48P 1 YEAR TERM	50	\$383.00	\$19,150.00	\$316.20	\$15,810.00	-\$3,340.00
Extended Totals				\$537,300.00		\$215,298.00	
Extended List Price and Extended Cost Difference = Cost Savings							-\$322,002.00
Percentage Savings							-59.93%