

BerkCom™

QUOTATION

Berkeley Communications 1321 67th ST Emeryville, CA 94608

Quoted To:

Mt. Diablo Unified School Dist.
 Kris Fillmore
 1936 Carlotta Door
 Concord, CA 94519
 (925) 682-8000 x 4175
fillmorek@mdusd.org

Quote Details:

Date: 2/6/2019
 Quote Number: 20190206-MDU-01
 Quote valid through: 3/8/2019
 Net Terms: NET 30

Sales Team Contact:

Matt Houseman
 Account Manager
 (510) 282-2609
mhouseman@berkcom.com

Item	Part #	Description	Qty	Unit Price	Extended Price
1	AFF-A220-SYS-SC	NetApp AFF-A220-SYS-SC	1	\$ -	\$ -
2	AFF-A220A-002-SC	AFF-A220A Flash Bundle	2	\$ -	\$ -
3	SW-2-A220A-TPM-C	SWTrusted Platform Module EnabledA220-C	2	\$ -	\$ -
4	SW-2-A220A-NVE-C	SWData at Rest Encryption EnabledA220-C	2	\$ -	\$ -
5	AFF-A220A-EXP-109	AFF-A220HA12X3.8TB SSDFlash BundleNVE	1	\$ 35,748.54	\$ 35,748.54
6	X800-42U-R6	Power Cable,In-Cabinet,C13-C14	2	\$ -	\$ -
7	X-02659-00	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32	1	\$ 85.73	\$ 85.73
8	X6589-R6	SFP+Optical 10Gb Shortwave	8	\$ 238.38	\$ 1,907.04
9	X66250-5	Cable,LC-LC,OM4,5m	8	\$ 117.10	\$ 936.80
10	DATA-AT-REST-ENCRYPTION	Data at Rest Encryption Capable Operating Sys	2	\$ -	\$ -
11	SW-FLASH-01-P	SW,Per-0.1TB,Flash,01,-P	456	\$ 153.90	\$ 70,178.40
12	CS-BASE-SUPPORT	Base Software Support, 36 mo.	1	\$ 10,860.76	\$ 10,860.76
13	CS-O2-NOINSTALL-4HR	SupportEdge Premium 4hr Onsite, w/o Install, 36 mo.	1	\$ 13,274.28	\$ 13,274.28
14	SW-2-CL-BASE	SW-2,Base,CL,Node	1	\$ -	\$ -

Subject to BerkCom Terms & Conditions
<http://www.berkcom.com/terms-conditions/>

Subtotal:	\$	132,991.55
Estimated Freight:	\$	400.00
Tax:		TBD
Total:		

Notes:

35,748.54 +
 85.73 +
 1,907.04 +
 936.80 +
 70,178.40 +
 108,856.51*

108,856.51 x
 1.0875 x
 118,381.454625*

118,381.454625 +
 10,860.76 +
 13,274.28 +

142,516.49*

equip total w/ tax

maintenance & install non tax

grand total

Agreed to and Accepted by:

By: _____
 Title: _____
 Date: _____
 PO# _____



Sales Proposal

2000 Crow Canyon Place, Suite 250
 San Ramon CA 94583
 650-392-7848
 www.kovarus.com

Date	Quote #
3/7/2019	N190307JA

Bill To
 MT DIABLO UNIFIED SCHOOL DISTRICT
 1936 CARLOTTA DR
 CONCORD CA 94519-1358

Ship To
 MT DIABLO UNIFIED SCHOOL DISTRICT
 1936 CARLOTTA DR
 CONCORD CA 94519-1358

Expiration Date	Account Manager	Terms
4/6/2019	Arauzo, Joseph	Due on receipt

Line #	Qty	Model #	Description	Unit Price	Ext. Price
1			► NETAPP ◀		
2	1	AFF-A220-SYS-SC	AFF-A220-SYS-SC	0.00	0.00
3	2	AFF-A220A-002-SC	AFF-A220A Flash Bundle	0.00	0.00
4	2	SW-2-A220A-TPM-C	SWTrusted Platform Module EnabledA220-C	0.00	0.00
5	2	SW-2-A220A-NVE-C	SWData at Rest Encryption EnabledA220-C	0.00	0.00
6	1	AFF-A220A-EXP-109	AFF-A220HA12X3.8TB SSDFlash BundleNVE	49,699.97	49,699.97
7	2	X800-42U-R6	Power Cable,In-Cabinet,C13-C14	0.00	0.00
8	1	X-02659-00	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32	119.17	119.17
9	8	X6589-R6	SFP+Optical 10Gb Shortwave	302.97	2,423.76
10	8	X66250-5	Cable,LC-LC,OM4,5m	148.83	1,190.64
11	2	DATA-AT-REST-ENCRYPTION	Data at Rest Encryption Capable Operating Sys	0.00	0.00
12	456	SW-FLASH-01-P	SW,Per-0.1TB,Flash,01,-P	217.83	99,330.48
13	1	CS-BASE-SUPPORT	Base Software Support	13,162.77	13,162.77
14	1	CS-O2-NOINSTALL-4HR	SupportEdge Premium 4hr Onsite, w/o Install	16,087.84	16,087.84
15	1	SW-2-CL-BASE	SW-2,Base,CL,Node	0.00	0.00

Notes: This proposal is valid for 30 days and is subject to revision if / when vendor's prices increase. Payment terms are Net 30 days. Sales quotes do not include any applicable shipping or freight charges. Customer is responsible for paying tax & shipping charges; these charges will be billed on the invoice.	Subtotal 182,014.63 Estimated Shipping Cost (Shipping Charges) 400.00 Total Tax 4,675.46 Total \$187,090.09
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SALES QUOTE

Name: Nick Loredo
 Fax: 408-980-8893

Phone: 408-464-5432
 Email: nloredo@intervision.com

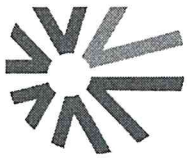
BILL TO: Mt. Diablo School District	SHIP TO: Mt. Diablo School District	QUOTE #:
ATTN: Phone: Email:	ATTN: Phone: Email:	DATE: March 6, 2019 VALID: 30 DAYS SHIP VIA: TERMS: NET 30

NO.	C	MFG	PART #	DESCRIPTION	QTY	LIST PRICE	PRICE	EXTENDED PRICE
1		NetApp	AFF-A220A-002	AFF A220 HA System,Flash Bundle,CNA	2	\$ 7,500.00	\$ 6,236.97	\$ 12,473.94
2		NetApp	DOC-AFF-A220-C	Documents,AFF-A220,-C	1	\$ -	\$ -	\$ -
3		NetApp	ALL-FLASH-OPTIMIZED	Optimized SSD Personality	1	\$ -	\$ -	\$ -
4		NetApp	AFF-A220-102-C	AFF A220,12X3.8TB SSD,-C	1	\$ 69,920.00	\$ 58,146.53	\$ 58,146.53
5		NetApp	DATA-AT-REST-ENCRYPTION	Data at Rest Encryption Capable Operating Sys	2	\$ -	\$ -	\$ -
6		NetApp	SW-2-CL-BASE	SW-2,Base,CL,Node	1	\$ -	\$ -	\$ -
7		NetApp	SW-2-A220A-NVE-C	SW,Data at Rest Encryption Enabled,A220,-C	2	\$ -	\$ -	\$ -
8		NetApp	SW-2-A220A-TPM-C	SW,Trusted Platform Module Enabled,A220,-C	2	\$ -	\$ -	\$ -
9		NetApp	SW-FLASH-01-C	SW,Per-0.1TB,Flash,01,-C	456	\$ 368.00	\$ 306.02	\$ 139,545.60
10		NetApp	X6566B-05-R6	Cable,Direct Attach CU SFP+ 10G,0.5M	2	\$ 72.00	\$ 59.87	\$ 119.75
11		NetApp	X66030A	Cable,12Gb,Mini SAS HD,0.5m	2	\$ 185.00	\$ 153.85	\$ 307.71
12		NetApp	X-SFP-H10GB-CU1M-R6	Cable,Cisco 10GBase Copper SFP+ 1m	8	\$ 80.00	\$ 66.53	\$ 532.21
13		NetApp	X-02659-00	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32	1	\$ 205.00	\$ 170.47	\$ 170.47
14		NetApp	X800-42U-R6	Power Cable,In-Cabinet,C13-C14	2	\$ -	\$ -	\$ -
15		NetApp	CS-BASE-SUPPORT	Base Software Support	1	\$ 18,468.15	\$ 15,358.03	\$ 15,358.03
16		NetApp	CS-O2-NOINSTALL-4HR	SupportEdge Premium 4hr Onsite, w/o Install	1	\$ 22,625.60	\$ 18,815.35	\$ 18,815.35

THIS QUOTATION IS LIMITED TO THE TERMS AND CONDITIONS CONTAINED ON THE FACE AND AT <http://www.intervision.com/tc>, ST&C 5 Rev. 8/2012, WHICH ARE HEREBY INCORPORATED BY THIS REFERENCE. ANY ADDITIONAL OR DIFFERENT TERMS PROPOSED BY CUSTOMER IN ANY PURCHASE ORDER OR OTHER DOCUMENT ARE DEEMED TO BE MATERIAL ALTERATIONS AND NOTICE OF OBJECTION TO THEM IS HEREBY GIVEN. ANY SUCH PROPOSED TERMS SHALL BE VOID. THE TERMS HEREIN SHALL CONSTITUTE THE COMPLETE AND EXCLUSIVE STATEMENT OF THE TERMS AND CONDITIONS OF THE CONTRACT BETWEEN THE PARTIES. NEITHER INTERVISIONS ACKNOWLEDGMENT OF A PURCHASE ORDER NOR INTERVISIONS FAILURE TO OBJECT TO

SUBTOTAL	\$ 245,469.58
SHIPPING	
SALES TAX	
GRAND TOTAL	\$ 245,469.58

totals next page →



InterVision

INNOVATION DELIVERED

Santa Clara, CA 95050
MAIN 408-980-8550 , FAX 408-980-8893

SALES QUOTE

Name: Nick Loredo
Fax: 408-980-8893

Phone: 408-464-5432
Email: nloredo@intervision.com

BILL TO: Mt. Diablo School District		SHIP TO: Mt. Diablo School District		QUOTE #:				
ATTN: Phone: Email:		ATTN: Phone: Email:		DATE	March 6, 2019			
				VALID	30 DAYS			
				SHIP VIA:				
				TERMS:	NET 30			
NO.	C	MFG	PART #	DESCRIPTION	QTY	LIST PRICE	PRICE	EXTENDED PRICE

INTERVISION DISCLAIMS LIABILITY FOR THE CORRECTNESS OF THE QUOTE UNDER THE PROVISIONS HEREIN. ACCEPTANCE OF THIS QUOTE SHALL BE DEEMED AN ACCEPTANCE OF SUCH TERMS OR A WAIVER OF THE PROVISIONS HEREOF.

NOTE:

QUOTE ACCEPTANCE:

NAME: _____
TITLE: _____
DATE: _____
CUSTOMER'S SIGNATURE: _____

12,473.94+
58,146.53+
139,545.60+
119.75+
307.71+
532.21+
170.47+
211,296.21*

211,296.21x
1,087.5x
229,784.628375*

*equip total
w/ tax*

229,784.628375+
15,358.03+
18,815.35+
263,958.01*

*maint
+ install - non tax*

grand total