REQUEST FOR PROPOSAL

#13-029: Aruba Network Equipment

BY
THE UNIVERSITY OF WATERLOO

CLOSING DATE: April 19, 2013
CLOSING TIME: 16:30:00:00
CLOSING LOCATION: ECH 203A

University of Waterloo
Procurement & Contract Services
East Campus Hall
263 Phillip Street
Waterloo, Ontario N2L 3W8
Contents of RFP #13-029

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University of Waterloo Profile

Founded in 1957, the University of Waterloo is one of Canada’s leading comprehensive universities, with undergraduate and graduate programs in faculties of Applied Health Sciences, Arts, Engineering, Environment, Mathematics, and Science; and includes professional schools of Pharmacy, Optometry, Accounting and Architecture. UW is one of seventeen provincially assisted universities in Ontario and offers North America’s largest co-operative education program. The UW community also includes four federated university colleges: St. Jeromes, Renison, St. Paul’s and Conrad Grebel; and associated research institutes, such as the Water Institute, Waterloo Institute of Nanotechnology (WIN), the Quantum Nano Centre, and the Schlegel Institute for Aging. Full time enrolment is more than 30 000 student.

A major challenge currently facing all educational institutions is increased enrolments at a time when tuition fees and operating grants are highly constrained.

SECTION 1.0: PURPOSE AND CONTENT

1.1 The University of Waterloo invites qualified companies to submit proposals for the Aruba Network Equipment in accordance with the terms of this Request for Proposal.

The University of Waterloo is upgrading WiFi in student residences and adding WiFi in the Columbia Lake Village North residences.
SECTION 2.0: INSTRUCTIONS TO BIDDERS

2.1 Proposals will be accepted up to and no later than 16:30:00:00 (Eastern Daylight Saving Time) on April 19, 2013 at the University of Waterloo, East Campus Hall. Proposals received after the closing time and date will not be considered and will be returned to the bidder unopened.

**NOTE: Philip Street is partially closed for construction and proponents should expect some delay. RFP’s are required to be received in East Campus Hall prior to 16:30hrs and exceptions will not be made – please plan accordingly.**

2.2 One (1) paper copy and one (1) electronic copy (USB, or CD/DVD is preferred) should be submitted and enclosed in a sealed envelope clearly marked:

Request for Proposal (RFP) #13-029 “Aruba Network Equipment” - Deliver to ECH 203A

2.3 Proposals must be completed in accordance with the requirements of these Request for Proposal documents and no amendment or change to proposals will be accepted after the closing date and time.

2.4 Proposals shall be irrevocable for ninety (90) days following close of bidding and shall be retained by the University of Waterloo.

2.5 Proposals shall be originally and irrevocably signed by an authorized representative of the bidder when submitted. Upon award (if any), the successful bidder will be required to supply proof satisfactory to the University of Waterloo of appropriate authorization to bind the bidder.

2.6 Questions regarding this Request for Proposal may be submitted in writing (in person, fax or email only) up to seventy-two (72) hours prior to the closing time and date, and must be directed to:

Terry Taylor, C.P.P.
Procurement and Contract Services
University of Waterloo, East Campus Hall
Waterloo ON N2L 3W8
Fax: (519) 746-4072
Email: terryt@uwaterloo.ca

Should any question be considered relevant to all bidders, the University of Waterloo will provide both the question and the written answer to all known bidders in the form of an addendum. Bidders are solely responsible for ensuring that the University of Waterloo has current contact information on file for the bidder.

2.7 No other representative of the University of Waterloo is to be contacted regarding this Request for Proposal. The University of Waterloo accepts no responsibility for, and the bidder agrees not to rely upon, any verbal or written statements or representations from any other person, whether or not employed by the University.
2.8 In the event the bidder cannot comply with any term, condition, or requirement of this Request for Proposal, such non-compliance must be clearly noted on the bidder’s letterhead and submitted with the proposal. Bidders are cautioned that such non-compliance may result in disqualification of the bidder’s proposal, at the sole discretion of the University of Waterloo. **No allowance will be made for un-noted non-compliance of any kind by a bidder.**

2.9 While the University of Waterloo will not consider more than one bid from a bidder under the same or different names, the University is prepared to consider, in addition to the original bid, alternative bids submitted within the same bid package providing such are clearly marked as alternatives.

2.10 Bidders are cautioned that proposals will be solely evaluated upon the disclosed evaluation criteria, and no linkage of offers to donations, scholarships or similar quid pro quo arrangements will be considered.

2.11 Pursuant to Section 6 of Ontario Regulation 429/07 (“Regulation”), The Accessibility Standard for Customer Service made under the Accessibility for Ontarians with Disabilities Act, 2005, the Successful Bidder shall ensure that all of its officers, employees, agents, or others for whom it is at law responsible, receive training about the provision of the Goods and Services contemplated herein to persons with disabilities.

    Bidders are encouraged to review the University of Waterloo’s requirements with regard to accessibility, and to identify and offer recommendations / alternatives that serve to support accessibility for all.

2.12 The International Sale of Goods Act does not apply to this Request for Proposal, nor to any contract formed as a result of this Request for Proposal.

2.13 The laws of the Province of Ontario shall apply to this Request for Proposal and any contract formed as a result of this Request for Proposal, and the Courts of Ontario shall have exclusive jurisdiction over any contract formed as a result of this Request for Proposal.

2.14 The University of Waterloo’s name, logo, crest, etc, shall not be used without the prior written consent of the University.

2.15 Upon the conclusion of the RFP process, the University of Waterloo will publicly name the successful Bidder to which an award was made. Should a compliant bidder wish to debrief, they are welcome to make a formal request, in writing, to the person named in 2.6 within sixty (60) days of the award posting. Please be advised that the University of Waterloo considers each bid to be confidential, and will only discuss with each bidder their own bid’s strengths and weaknesses. Where a supplier wishes to dispute the outcome of a bid, subsequent to a debriefing with the Procurement & Contract Services department, the process to be followed is outlined on the University of Waterloo’s website: [http://uwaterloo.ca/procurement/suppliers/bid-dispute-process](http://uwaterloo.ca/procurement/suppliers/bid-dispute-process)
2.16 The University of Waterloo supports environmentally positive initiatives. Our goals are to pursue sound life cycle choices whenever possible and to encourage our suppliers to strive towards not just environmentally progressive goods, but to aggressively pursue increasingly superior environmental and sustainable offerings. The University of Waterloo will always consider environmentally superior product choices in our procurement decisions, and will, when appropriate, factor a certain percentage of cost towards superior environmental and sustainable goods and services.

2.17 Except as expressly and specifically permitted in the Terms and Conditions of this Request for Proposal, bidders shall not have any claim for compensation of any kind whatsoever, as a result of participating in this Request for Proposal, and by offering a submission to this request, each bidder shall be deemed to have accepted and agreed that it has no claim.

2.18 Bidders acknowledge that the University of Waterloo is subject to the Ontario Freedom of Information and Protection of Privacy Act. Bidders shall clearly mark as "Confidential" all information regarding trade secrets, commercial, financial, labour relations, technical or other aspects of a bidder's proposal, which in the bidder's opinion are of a proprietary or confidential nature, and are significant enough to be injurious to the bidder should this information be provided under a request of information.

Entire proposals are not to be marked “Confidential”.

The University of Waterloo shall use all reasonable efforts to hold all information marked "Confidential" by the bidder in strict confidence where required or permitted by law but shall not be liable for any disclosure or non-disclosure made in respect of a request under the Act except as contemplated by section 62(2) of the Act.

If the University’s response to a request under the Act is appealed to the Information and Privacy Commissioner of Ontario and the bidder elects to participate in the appeal, it shall be responsible for its own participation.

SECTION 3.0: EVALUATION AND AWARD

3.1 The University of Waterloo intends to award a contract to the bidder whose proposal offers the best value to the University. However, the University is under no obligation to award any contract in whole or in part and the University reserves the right at its sole discretion to cancel this Request for Proposal process at any time before or after closing without providing reasons for such cancellation. The highest scoring or any proposal may not necessarily be accepted.

3.2 All proposals will be evaluated upon the criteria listed in Section 3.9.

3.3 An award (if any) made by the University of Waterloo shall be made in writing and shall be subject to the availability of funding at the time of award.

3.4 In the event of mathematical errors in extension of prices or other ambiguities, unit prices shall govern over total bid prices, and words shall govern over numbers.
3.5 To obtain the most advantageous offer for the University of Waterloo, the University reserves the right at its sole discretion:

a) to waive irregularities and/or minor non-compliance by any bidder with the requirements of this Request for Proposal;
b) to request clarification and/or further information from one or more bidders after closing without becoming obligated to offer the same opportunity to all bidders; bidders are advised however to submit a complete offer as their bid. It is the University’s intent to solicit and accept best offers. Any waiver, clarification or negotiation will not be considered an opportunity for bidders to correct errors in their bids.
c) to negotiate minor variances in scope and the corresponding price solution.

3.6 The University of Waterloo shall not be responsible for any expenses or charges incurred by a bidder in preparing or submitting a proposal nor in providing any additional information considered necessary by the University for evaluation of proposals.

3.7 All pricing must be made on a Net basis and the currency must be specified. No prepayments shall be made unless the supplier agrees to provide one of the following at the supplier’s expense for the amount of the prepayment: an Advanced Payment Bond, an Irrevocable Standby Letter of Credit, or, a Letter of Guarantee.

3.8 The University of Waterloo reserves the right at its sole discretion to amend this Request for Proposal at any time prior to the close of bidding, and bidders are cautioned to ensure that they have received all addenda (if any) prior to submitting a bid. Should the University issue any changes to this Request for Proposal, the University will endeavour to notify all bidders to whom the Request for Proposal has been issued.

3.9 Evaluation criteria consist of the following items:

<table>
<thead>
<tr>
<th>Requirements: 50%</th>
<th>Fee Structure: 40%</th>
<th>Other: 10%</th>
</tr>
</thead>
<tbody>
<tr>
<td>• As per Section 6</td>
<td>• Fees to University of Waterloo</td>
<td>• Reputation, experience and qualifications in a similar environment</td>
</tr>
<tr>
<td>• Value added features/services</td>
<td>• Total cost of ownership/warranty</td>
<td>• A demonstrated ability and capacity of the supplier to service its customers</td>
</tr>
<tr>
<td></td>
<td>• Maintenance costs</td>
<td>• A minimum of three (3) current references from clients of comparable size and scope.</td>
</tr>
</tbody>
</table>

- In the event of a tie amongst bidders, the University of Waterloo will re-visit the subjective portions of the bid (references, experience) in an effort to determine the best alternative.
- Value added: Services in addition to, supplemental to, or as an alternative to those identified in this RFP that the bidder is offering in relation to this contract – please provide details.
SECTION 4.0: AWARD OF CONTRACT

4.1 The contract to the successful bidder (if any) shall be subject to the terms of this Request for Proposal and the terms of the University of Waterloo’s purchase order, together with those terms stated in the bidder’s proposal which are not in conflict with the University of Waterloo’s terms, and which have been specifically accepted by the University.

4.2 The successful bidder (if any) may not assign or subcontract any portion of the contract without the prior written consent of the University of Waterloo.

4.3 The successful bidder (if any) shall indemnify the University of Waterloo, its Board of Governors, Students, Employees, Servants and/or Agents from all damage, damages, losses, costs, claims, demands, actions, suits, or proceedings which may arise directly or indirectly as a result of the negligent or wrongful acts or omissions of the successful bidder (if any), its Employees, Agents and/or Servants in the performance or purported performance of any of its obligations under the contract, whether or not such claims are initiated by third parties or arise between the parties.

4.4 The successful bidder (if any) shall carry at all times during the performance of the work commercial general liability insurance with a limit of not less than $2,000,000 inclusive per occurrence for bodily injury (including death) and damage to property including loss of use thereof. Such insurance shall at a minimum include coverage of broad form property damage, contractual liability, completed operations and product liability, and automobile liability (owned and non-owned), and such other types of insurance as would be carried by a prudent person performing such contract work and as the University of Waterloo may from time to time require.

The University of Waterloo shall be named as an additional insured without right of subrogation in all policies of insurance.

All such policies of insurance shall provide that the Insurers shall give at least thirty (30) days written notice to the University of Waterloo prior to any cancellation, material changes, or amendments restricting coverage of any policy or policies.

The successful bidder (if any) shall provide a certificate of such insurance to the University of Waterloo as a condition of receiving the award within five (5) days of notification of award or prior to commencing the work, whichever is sooner.

4.5 The successful bidder (if any) shall at all relevant times have a valid clearance certificate Workplace Safety and Insurance Board (WSIB) of Ontario coverage, or in other districts, Employers Liability Insurance in the amount of not less than $2,000,000, and shall submit either a current clearance from WSIB proving coverage, or a copy of the insurance policy, to the University of Waterloo prior to the commencement of the work.
4.6 The successful bidder (if any) shall warrant its work and/or products for a period of not less than one (1) year from completion, installation or supply against all defects and deficiencies in manufacture, workmanship and installation. The successful bidder (if any) shall also promptly remedy or replace any defect or deficiency, in the goods or services as solely determined by the University of Waterloo, upon notice from the University to do so, and at no cost to the University.

Should the successful bidder (if any) fail to remedy any defect or deficiency promptly with a reasonable time after notice to do so, the University may remedy the defect or deficiency, at the successful bidder’s cost.

4.7 Any products supplied and installed by the successful bidder (if any) shall be CSA (or equivalent) approved, and shall be installed in such a manner as to preserve any and all manufacturer’s warranties for the benefit of the University of Waterloo.

4.8 The University of Waterloo and the successful bidder (if any) acknowledge and agree that they are independent contractors in a contract for goods and/or services and no employer/employee, partnership nor agency relationship is intended or created by their agreement.

The successful bidder (if any) shall be solely responsible for all matters relating to statutory deduction of all employment taxes, employment insurance, and Canada Pension, and for payment of Workplace Safety and Insurance Board of Ontario insurance premiums, leave, remuneration, discipline, and for all licenses and permits which are or may become required to perform the Work.

4.9 Notwithstanding the above, while at the University of Waterloo, personnel of the successful bidder (if any) must observe all regulations and policies of the University, including parking and traffic regulations. Vehicles shall be parked in areas, at the successful bidder’s expense, as directed by the University’s Parking Administration.

4.10 In addition to any rights of termination at law or in equity, the University of Waterloo shall have the right to terminate any contract formed with the successful bidder (if any) upon written notice to the successful bidder.

SECTION 5.0: PROPOSED SCHEDULE

Our anticipated schedule for selection and implementation is as follows:

<table>
<thead>
<tr>
<th>Selection Phase</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 1, 2013</td>
<td>RFP #13-028 posted on Merx</td>
</tr>
<tr>
<td>April 19, 2013</td>
<td>RFP Responses from Suppliers</td>
</tr>
<tr>
<td>April 22–30, 2013</td>
<td>Initial Evaluation of RFP Responses</td>
</tr>
<tr>
<td>May 2013</td>
<td>Final Selection and award of contract</td>
</tr>
</tbody>
</table>
SECTION 6.0: REQUIREMENTS

Please provide information regarding your ability to provide the following functionality and/or services.

<table>
<thead>
<tr>
<th>Part Number</th>
<th>Description</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>M3mk1</td>
<td>Aruba Multi-Service Mobility Module Mark I, 10x 1000Base-X (SFP), 2x 10GBase-X (XFP), (0 AP Support)</td>
<td>3</td>
</tr>
<tr>
<td>EN1-M3mk1</td>
<td>NEXT-DAY SUPPORT FOR M3mk1 (1 YEAR)</td>
<td>3</td>
</tr>
<tr>
<td>LIC-512-AP</td>
<td>Access Point License (512 Access Point License)</td>
<td>4</td>
</tr>
<tr>
<td>EN1-LIC-512-AP</td>
<td>SUPPORT FOR LIC-512-AP (1 YEAR)</td>
<td>4</td>
</tr>
<tr>
<td>LIC-SEC-512</td>
<td>Security Software Bundle (512 AP License) (includes Next Generation Policy Enforcement Firewall Module and RF Protect)</td>
<td>4</td>
</tr>
<tr>
<td>EN1-LIC-SEC-512</td>
<td>SUPPORT FOR LIC-SEC-512 (1 YEAR)</td>
<td>4</td>
</tr>
<tr>
<td>AW-EXP1-2500</td>
<td>AirWave Wireless Management Suite expansion license for 1 additional AP/device. Can be added to system with 2500 or more existing licensed APs/devices. All AWMS products must have active ArubaCare.</td>
<td>2250</td>
</tr>
<tr>
<td>EN1-AW-EXP1-2500</td>
<td>SUPPORT FOR AW-EXP1-2500 (1 YEAR)</td>
<td>2250</td>
</tr>
<tr>
<td>7240</td>
<td>Aruba 7240, 4x 10GBase-X (SFP+), 1x 350W AC PS, Unrestricted Regulatory Domain</td>
<td>2</td>
</tr>
<tr>
<td>LIC-1-AP</td>
<td>Access Point License (1 Access Point License)</td>
<td>2</td>
</tr>
<tr>
<td>EN1-LIC-1-AP</td>
<td>SUPPORT FOR LIC-1-AP (1 YEAR)</td>
<td>2</td>
</tr>
<tr>
<td>LIC-SEC-1</td>
<td>Security Software Bundle (1 AP License) (includes Next Generation Policy Enforcement Firewall Module and RF Protect)</td>
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<tr>
<td>EN1-LIC-SEC-1</td>
<td>SUPPORT FOR LIC-SEC-1 (1 YEAR)</td>
<td>2</td>
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<tr>
<td>EN1-7240</td>
<td>NBD SUPPORT FOR 7240 (1 YEAR)</td>
<td>2</td>
</tr>
<tr>
<td>PSU-350-AC</td>
<td>Field Replaceable Power Supply - 350 Watt; for Aruba 38x0 platforms</td>
<td>2</td>
</tr>
<tr>
<td>AP-93H</td>
<td>Aruba 93H Access Point, 802.11abgn, dual-band, single radio, integrated antennas, 4 port switch (hospitality variant)</td>
<td>1965</td>
</tr>
</tbody>
</table>
The University would like to consider two options for procurement:

Option A
• Procurement of all equipment in single purchase order, June 2013

Option B
• Procurement of all controllers, licenses, and 50% of access points June 2013
• Procurement of balance of access points November 2013

The University reserves the right to adjust final total quantities +/- 10%, and/or substitute modules or chasses with comparable components from the same product line.

All equipment proposed herein must be entirely new.

Pricing is to remain fixed for a one year term, to May 2013 thru May 2014.
Non-exclusivity:
The award of this contract in no way obligates the University of Waterloo to utilize the services of the successful bidder exclusively, and the University of Waterloo specifically reserves the right to negotiate with vendors and establish contracts in addition to this one.

Pricing – Please outline on Appendix C

The proposal should include information on all related fees, including:

• Licensing fees
• Other one time fees
• Deposits required
• Charge-back rates
• Extended warranty options
• Payment terms
• Freight/Delivery Costs
• Costs for add-ons

F.O.B.: uWaterloo – Delivered
Appendix A

STANDARD TERMS AND CONDITIONS
University of Waterloo (The Purchaser)
Procurement and Contract Services

All Purchase Orders issued by the University of Waterloo are subject to the following Standard Terms and Conditions.

1. Suppliers outside Canada must provide Canada Customs Invoices with fully completed shipment documentation in accordance with regulations, to the University of Waterloo's customs broker, noted on the Purchase Order.

2. All packages, packing slips, invoices, correspondence, customs documentation and freight bills of lading must have the complete Purchase Order number prominently displayed and packing slips must accompany all shipments.

3. Payments will be made in Canadian funds unless otherwise noted on the Purchase Order. Cash discounts are calculated from the date of invoice.

4. Applicable taxes are specified on the Purchase Order.

5. Unless otherwise stated, the price on the Purchase Order represents the complete cost to the Purchaser to the specified point of delivery; and includes every license fee, patent, royalty, government and municipal tax levy and charge of every description as well as charges for crating, boxing and cartage.

6. Time shall be of the essence of this contract. The goods/services must be delivered strictly in accordance with the quantities and specifications shown and on delivery date(s) specified. The Purchaser shall otherwise be at liberty to cancel this contract in whole or in part.

7. This order shall not be assigned in whole or in part without the previous written approval of the Purchaser.

8. Goods are subject to inspection by the Purchaser not withstanding prior payment. All or any goods received by the Purchaser will be subject to inspection and rejection by the Purchaser and if rejected may be held at the Seller's risk and exposure or returned at the Seller's expense. The Purchaser reserves the right to retain any portion or all of any shipment not strictly in accordance with the specifications and in such case will pay a reasonable price. However, retention shall not preclude the Purchaser from rejecting the remainder of the shipment or any part thereof in accordance with specifications.

9. All electrical/electronic components or equipment subject to standards approval for use/consumption in the Province of Ontario must conform to the standards approved by Canadian Standards Association (CSA).

10. Material Safety Data Sheets (MSDS) and appropriate labels must accompany all hazardous products as defined under the federal Hazardous Products Act and the provincial WHMIS legislation.
11. All goods and services provided to the University of Waterloo shall be in strict compliance with all current, and future revisions to, applicable legislation, safety and design codes and standards in Canada, specifically, but not limited to,

a) the Occupational Health and Safety Act;
b) the Transportation of Dangerous Goods Act;
c) the federal Hazardous Products Act and the provincial WHMIS legislation for hazardous products;

The Supplier shall comply with all applicable Laws, and all costs associated with compliance shall be borne by the Supplier. If the attention of the Supplier is called to any compliance violation, the Supplier shall be fully responsible in meeting legislative requirements and shall immediately desist from or correct such violation.

12. Prior to delivery of any goods/services to the University of Waterloo, the Supplier shall be the legal and beneficial owner, and shall have good and valid title to all goods/services sold or to be sold by the Supplier to the University of Waterloo under this Purchase Order. Title to goods/services shall pass to, and shall become the sole property of the University of Waterloo upon receipt to the premises designated by the University of Waterloo.

13. Until such time as title to these goods passes to the University of Waterloo, these goods shall remain in all respects at the risk of the Supplier.

14. The Supplier warrants that any goods, materials, articles or equipment, to be supplied under or pursuant to this Purchase Order, that are to be made or used for a particular purpose, will be fit and suitable for that purpose.

15. Goods shall conform to all Manufacturers' specifications and shall be new, unused and free of any defects in design, materials and workmanship under the University of Waterloo's intended use of the goods for the duration of the warranty period, unless otherwise specified in the contract.

16. Warranties shall apply notwithstanding any inspection, testing, acceptance of, or payment for the goods by the University of Waterloo.

17. All goods which are either defective or do not comply with the warranty, shall be repaired or replaced with new goods at no cost to the University of Waterloo at any time during the warranty period or at any time after the expiry of the warranty period if the defect or non-compliance arose during the warranty period.

18. The Supplier shall pay all royalties and license fees for patent to invention rights, copyrights, trademarks and service marks; and defend all suits or claims for the infringement of any patent to invention rights, trademarks and service marks involved in the items furnished in commitment to this Purchase Order.

19. The reproduction of the University of Waterloo names and trademarks is strictly limited to the Purchase Order and is not intended for any advertising, promotion or any other purpose other than that stated on the purchase order.

20. The University of Waterloo reserves the right to accept, reject or amend any insurance offered by the Supplier.

Revised as of March, 2013
Procurement and Contract Services
University of Waterloo
Appendix B

STATUTORY FORM OF DECLARATION

We certify that:

The party executing this document is authorized to sign this document.

The matters set forth in the Request for Proposal response are correct.

This Request for Proposal response is made without any connection, comparison of figures, or arrangement with or knowledge of, any other Corporation, Firm or Person making a Proposal for the same work.

No member of the University of Waterloo is, will be, or has become interested, directly or indirectly, as a Contract in Party, Partner, Stockholder, Surety or otherwise in, or in the performance of the Contract, or in the supplies, work, or business to which it relates, or in any portion of the profits thereof, or in any of the money to be derived there from.

This Request for Proposal response will remain open for acceptance and the prices herein submitted will remain firm and unchanged for a period of 90 days after the closing date of the Request for Proposal and the University of Waterloo may at any time within this period accept this proposal.

Legal Name of Firm: __________________________________________

Signing Officers Signature: ______________________________________

____________________________________________
(print name, and, title)

Declared on this ___________ day of __________ 2013.

Contact information:

Address __________________________________________

___________________________________________

Phone: _______________________________________

Fax: _________________________________________

Email: _______________________________________

### Appendix C  PROPOSAL SUBMISSION FORM

Aruba Network Equipment

<table>
<thead>
<tr>
<th>Part Number</th>
<th>Description</th>
<th>Qty</th>
<th>Unit Price</th>
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<tr>
<td>LIC-512-AP</td>
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</tr>
<tr>
<td>EN1-LIC-SEC-1</td>
<td>SUPPORT FOR LIC-SEC-1 (1 YEAR)</td>
<td>2</td>
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<tr>
<td>EN1-7240</td>
<td>NBD SUPPORT FOR 7240 (1 YEAR)</td>
<td>2</td>
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<tr>
<td>PSU-350-AC</td>
<td>Field Replaceable Power Supply - 350 Watt; for Aruba 38x0 platforms</td>
<td>2</td>
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</tbody>
</table>
### Table

<table>
<thead>
<tr>
<th>Item Code</th>
<th>Description</th>
<th>Quantity</th>
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</thead>
<tbody>
<tr>
<td>AP-93H</td>
<td>Aruba 93H Access Point, 802.11abgn, dual-band, single radio, integrated antennas, 4 port switch (hospitality variant)</td>
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<tr>
<td>AP-105</td>
<td>Aruba 105 Wireless Access Point (Dual Radio)</td>
<td>558</td>
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<td>AP-105-MNT</td>
<td>Mount for AP-105</td>
<td>558</td>
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<tr>
<td></td>
<td><strong>TOTAL</strong></td>
<td></td>
</tr>
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</table>

**Net Price = $ ___________**  specify currency: _______

**Note:** Any deviation from the specifications, dimensions and/or specified code must be clearly identified (see Sec. 2.8). Any or all deviations may result in the disqualification of your proposal.

**Supplier Name:** __________________________________________

**Signature:** ____________________________________________

**F.O.B.:** uWaterloo – Delivered/Installed (see Section 6.0 - Requirements)

**Payment Terms:** _________________________________________

**Delivery date:** _____________________________

**Warranty:** _________________________________________

**Other:** ____________________________________________

**Note:** As a public institution, uWaterloo will not pre-pay for any equipment or service. We will pay promptly upon receipt of goods.