



ERIE COUNTY WATER AUTHORITY

INTEROFFICE MEMORANDUM

June 6th, 2024

To: Jerome D. Schad, Chair
Peggy A. LaGree, Vice Chair
Michele M. Iannello, Treasurer

From: Dave Aubertine, Director IT & Cybersecurity *DWA*

Subject: Cisco Enterprise Agreement

The Authority utilizes a large amount of Cisco products and services to maintain network and security functions that are mission critical. These are normally addressed via annual purchases that are awarded to the lowest bidder, resulting in increased overhead and support challenges given that multiple 3rd party vendors support similar products.

Cisco offers Enterprise Agreements that result in cost savings, locked in pricing for 5-years and the advantage of having a single vendor supporting the full line of products with NYS-OGS Contract pricing. This contract was informally bid through the required NYS-OGS documents. Multiple suppliers were emailed the RFQ interest form as required, and several vendors replied. Based upon the responses, the ECWA IT Department recommends that the bid is awarded to ePlus Technologies Inc. Cisco only allows their products to be sold via 3rd party vendors and this purchase is being executed via the NYS OGS Contract.

The total value of the contract is \$1,357,593.03 over 5 years (\$271,518.60 annually) and is on a NYS_OGS internet technology umbrella contract that is currently in effect and not scheduled to expire until November of 2025. Per the terms of the contract, the agreement can be extended for 60 months beyond the contract expiration date.

The Legal Department and Director of Administration have reviewed and approved the contract. The IT Department requests the Board to Execute the contract, effective 7/1/24. Two changes orders are also included for execution as several of the products covered in the comprehensive enterprise agreement are already under contract with a Cisco 3rd-party vendor. The change orders allow the Enterprise Agreement to be fully managed by ePlus.

Budget Detail:

8525, line 23 (O&M)

DWA:

cc:

J. Tomaka

C. Eaton

L Kowalski

L. Lester,

T. McCracken

M. Carney

ERIE COUNTY WATER AUTHORITY
AUTHORIZATION FORM
For Approval/Execution of Documents
(check which apply)

Contract: Cisco Enterprise Agreement **Project No.:** N/A
Project Description: 5-year agreement for coverage of all current Cisco hardware and security products

Item Description:







- | | | | |
|---|--|--|---------------------------------------|
| <input checked="" type="checkbox"/> Agreement | <input type="checkbox"/> Professional Service Contract | <input type="checkbox"/> Amendment | <input type="checkbox"/> Change Order |
| <input type="checkbox"/> BCD | <input type="checkbox"/> NYSDOT Agreement | <input checked="" type="checkbox"/> Contract Documents | <input type="checkbox"/> Addendum |
| <input type="checkbox"/> Recommendation for Award of Contract | <input type="checkbox"/> Recommendation to Reject Bids | | |
| <input type="checkbox"/> Request for Proposals | | | |
| <input type="checkbox"/> Other _____ | | | |

Action Requested:

- | | |
|---|--|
| <input checked="" type="checkbox"/> Board Authorization to Execute | <input type="checkbox"/> Legal Approval |
| <input type="checkbox"/> Board Authorization to Award | <input checked="" type="checkbox"/> Execution by the Chairman |
| <input type="checkbox"/> Board Authorization to Advertise for Bids | <input type="checkbox"/> Execution by the Secretary to the Authority |
| <input type="checkbox"/> Board Authorization to Solicit Request for Proposals | |
| <input type="checkbox"/> Other _____ | |

Approvals Needed:

APPROVED AS TO CONTENT:

- | | | |
|--|--|------------------|
| <input type="checkbox"/> Other (if Applicable) | _____ | Date: _____ |
| <input checked="" type="checkbox"/> Chief Operating Officer |  | Date: 06/06/2024 |
| <input checked="" type="checkbox"/> Executive Engineer |  | Date: 6/10/2024 |
| <input checked="" type="checkbox"/> Director of Administration |  | Date: 06/10/2024 |
| <input checked="" type="checkbox"/> Risk Manager |  | Date: 6/7/2024 |
| <input checked="" type="checkbox"/> Chief Financial Officer |  | Date: 0/07/2024 |
| <input checked="" type="checkbox"/> Legal |  | Date: 6/7/2024 |

APPROVED FOR BOARD RESOLUTION:

- | | | |
|--|--|-----------------|
| <input checked="" type="checkbox"/> Secretary to the Authority |  | Date: 6/10/2024 |
|--|--|-----------------|

Remarks: Cisco Enterprise Agreement 3.0 awarded to ePlus Technology Inc., covering all current Cisco products, and adding remote calling for call center. Total cost for 5 years is \$1,357,593.03

Resolution Date: 4/6/20/24 _____

Item No: _____

**CHANGE ORDER
TO CISCO SUBSCRIPTION SERVICE AGREEMENT
(ADDING TO A SUBSCRIPTION)**

This Change Order is entered pursuant to the Cisco Subscription Service Agreement by and between ePlus Technology, inc. (“ePlus”) and the Customer indicated below on the date set forth below (the “Agreement”), and shall amend and be fully incorporated into the Agreement. Capitalized terms used but not defined herein shall have the same meaning set forth in the Agreement.

Agreement Information	
Customer: Erie County Water Authority	
Date of Agreement: 12/22/2022	Agreement Original Quote #: 22878159
Change Order Information	
Subscription Original Quote #: 22878159 (lines 001-023)	
Change Order Number: 1	
Change Order Quote #: 23138438	
Estimated Change Order Start Date: 7/1/24	
Change Order Value: \$176,117.01 (total increase to Total Subscription Fee) 1. \$6,080.21 due on execution of the order 2. \$16,619.20 due 1/25/25 2025 3. \$38,354.40 due 7/1/25 4. \$38,354.40 due 7/1/26 5. \$38,354.40 due 7/1/27 6. \$38,354.40 due 7/1/28	
Changes to Agreement	
The Cisco SaaS Offerings set forth in the Change Order Quote referenced above as more fully described herein (“Additional Licensed Services”) shall be added to the Licensed Services set forth on the Subscription Original Quote (“Existing Subscription”) beginning on the Go Live Date for such Additional Licensed Services (the “Change Order Start Date”) and ending co-terminus with the Existing Subscription. Invoicing for the Additional Licensed Services begins on the Change Order Start Date pursuant to the invoicing scheme for the Existing Subscription and the Total Subscription Fee and any Periodic Payment amounts (if applicable) shall be adjusted accordingly. Payment is due upon receipt of invoice in accordance with the Agreement.	

Except as agreed herein, the terms and conditions of the Agreement remain in full force and effect.

IN WITNESS WHEREOF, the duly authorized representatives of the Parties have caused this Change Order to be fully executed as of the date of the last signature below.

Customer	ePlus Technology, inc.
Signature	Signature
Name:	Name:
Title:	Title:
Date:	Date:

Cisco Enterprise Agreement

NTE FORM

ePlus Quote # 23138438

* During the Subscription Term, ePlus' True Forward quotes for the items listed below shall not exceed the following NTE Unit Prices.

Part Number	Part Description	NTE Unit Price
A-FLEX-AUM	AU MEETINGS (1)	\$16.78
A-FLEX-EACL	ENTW WEBEX CALLING	\$10.10

**CHANGE ORDER
TO CISCO SUBSCRIPTION SERVICE AGREEMENT
(ADDING TO A SUBSCRIPTION)**

This Change Order is entered pursuant to the Cisco Subscription Service Agreement by and between ePlus Technology, inc. (“ePlus”) and the Customer indicated below on the date set forth below (the “Agreement”), and shall amend and be fully incorporated into the Agreement. Capitalized terms used but not defined herein shall have the same meaning set forth in the Agreement.

Agreement Information	
Customer: Erie County Water Authority	
Date of Agreement: 12/22/2022	Agreement Original Quote #: 22878159
Change Order Information	
Subscription Original Quote #: 22878159 (lines 024-031)	
Change Order Number: 1 (to Flex Contact Center subscription)	
Change Order Quote #: 23144061	
Estimated Change Order Start Date: 7/1/24	
Change Order Value: \$182,912.62 (total increase to Total Subscription Fee)	
<ol style="list-style-type: none"> 1. \$12,018.82 due on execution of the order 2. \$21,205.80 due 1/25/25 3. \$37,422.00 due 7/1/25 4. \$37,422.00 due 7/1/26 5. \$37,422.00 due 7/1/27 6. \$37,422.00 due 7/1/28 	
Changes to Agreement	
The Cisco SaaS Offerings set forth in the Change Order Quote referenced above as more fully described herein (“Additional Licensed Services”) shall be added to the Licensed Services set forth on the Subscription Original Quote (“Existing Subscription”) beginning on the Go Live Date for such Additional Licensed Services (the “Change Order Start Date”) and ending co-terminus with the Existing Subscription. Invoicing for the Additional Licensed Services begins on the Change Order Start Date pursuant to the invoicing scheme for the Existing Subscription and the Total Subscription Fee and any Periodic Payment amounts (if applicable) shall be adjusted accordingly. Payment is due upon receipt of invoice in accordance with the Agreement.	

Except as agreed herein, the terms and conditions of the Agreement remain in full force and effect.

IN WITNESS WHEREOF, the duly authorized representatives of the Parties have caused this Change Order to be fully executed as of the date of the last signature below.

Customer	ePlus Technology, inc.
Signature	Signature
Name:	Name:
Title:	Title:
Date:	Date:

Cisco Subscription Service Agreement

This Cisco Subscription Service Agreement (“Agreement”) is entered into between ePlus Technology, inc. (“ePlus”) and the Customer indicated below and sets forth the terms under which ePlus resells to Customer certain Software as a Service offerings (“Cisco SaaS Offerings”) provided by Cisco Systems, Inc. or its applicable affiliates (“Cisco”). Pursuant to this Agreement, Customer hereby orders the Cisco SaaS Offerings set forth in the quote(s) referenced below (“Quote”) as more fully described herein (the “Licensed Services”) and ePlus resells such Licensed Services to Customer.

Project Information	
Customer: Erie County Water Authority	
Quote #: 23052250	Estimated Start Date: 7/1/24
Initial Term: 60 months	Auto-Renewal: <input checked="" type="checkbox"/> No
Enterprise Agreement <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Cisco PSTN Calling Plan <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Invoicing Scheme: <input checked="" type="checkbox"/> Annual Billing <input type="checkbox"/> Pre-paid Term (please select one)	
Initial Term Subscription Fee: \$998,563.40	Periodic Payments: \$199,712.68
Term and Termination	
<p>The subscription term for the Licensed Services (“Subscription Term”) starts on the date the Licensed Services are provisioned by Cisco (the “Go Live Date”) and continues for the Initial Term set forth above and any Renewal Terms (if applicable). The Estimated Start Date is an estimate and is subject to Cisco’s then current lead times. At the end of the Initial Term, Customer will be responsible for ensuring timely renewal in order to continue receiving the Licensed Services.</p> <p>Customer warrants that the Licensed Services are essential and critical to Customer’s proper, efficient and economic business operations for the full Subscription Term. By executing this Agreement, Customer authorizes ePlus to place a non-cancellable order with Cisco for the Licensed Services on Customer’s behalf. As such, Customer’s obligation to make all Payments for Licensed Services under this Agreement is unconditional and non-cancelable for the Subscription Term and shall not be subject to abatement, reduction, offset, defense, termination of services, counterclaim or recoupment due or alleged to be due by any reason. Any such defenses or claims Customer has may only be attempted to be enforced against other parties, such as Cisco, and not against ePlus and shall not be a basis for Customer failing to make all payments due under this Agreement to ePlus. If periodic billing applies, Customer unconditionally agrees to make the required Payments at each interval for the Subscription Term. Customer acknowledges that it is a sophisticated party and understands the meaning of this clause and that this clause is clear and unambiguous. If, and only if, Customer is subject to appropriations and state law requires termination rights when funds are not appropriated, this section is qualified to provide that Customer may terminate if sufficient appropriated and other lawfully-sourced funds are not received after Customer has used all lawful means to obtain them (a “non-appropriation”), provided that Customer shall be obligated to pay all charges incurred through the end of that fiscal year and, where allowed by law, Customer will not use substitutes to perform the functions for which the Licensed Services under this Agreement were obtained for a period of one hundred twenty (120) days after termination of this Agreement for non-appropriation. Customer agrees to provide ePlus with a signed written notice of any termination for non-appropriation describing the non-appropriation event as soon as reasonably possible after a non-appropriation. Customer shall use best efforts to notify ePlus of any termination for non-appropriation at least sixty (60) days prior to the next Periodic Payment due date. Customer agrees that it intends to continue the Licensed Services for the Subscription Term. Without limiting the foregoing, upon any early termination other than for non-appropriation as set forth above, Customer agrees to pay ePlus the entire amount of all Payments then remaining to be paid hereunder for the period which would constitute the balance of the then-current Subscription Term in the absence of such termination.</p>	
Pricing and Payment	
<p>For the Licensed Services, Customer agrees to pay ePlus the applicable Subscription Fee for the Subscription Term plus any overage or per-use charges and True Forward Fees that Customer incurs (collectively, “Payments”). Applicable overage or per-use charges may be described in the ePlus Quote and Cisco End User Terms and Customer agrees to pay such charges if it incurs them. Overage and per-use rates may vary and are subject to change based on changes to Cisco’s list pricing. Customer shall be responsible for any fees due as part of the True Forward process or other subscription quantity adjustment process as described in the applicable Cisco End User Terms (“True Forward Fees”). At each True Forward event, ePlus shall issue a quote for any True Forward Fees due. Fees do not include sales, use, communications or other applicable taxes, tariffs or duties which Customer may be required to pay in accordance with the Purchase Terms (“Taxes”).</p> <p>Payment is due upon receipt of invoice in accordance with the Purchase Terms. Invoicing starts on the Go Live Date and continues based on the invoicing scheme set forth above. If the invoicing scheme is “Prepaid Term”, ePlus shall invoice for the total Subscription Fee for the Initial Term and any Renewal Terms in advance on the Go Live Date or the Renewal Term start date (as applicable). If “Prepaid Term” is not selected, the Subscription Fee shall be broken into equal periodic payments (or such other periodic payment amounts set forth herein) (“Periodic Payments”) which are payable in advance in accordance with the applicable invoicing scheme. Overage and per-use charges accrued shall be invoiced monthly in arrears at the applicable rate in effect at the time the service is used. In addition to other remedies, ePlus may suspend or terminate the Licensed Services if Customer fails to pay the fees when due. When Customer receives the Licensed Services but the payment authorization is provided from a third party to be</p>	

billed pursuant to a lease or financing arrangement, then (a) in the event the third party fails to make timely payment in compliance with the purchase terms set forth herein, Customer shall be responsible for all payments and late fees then unpaid which shall be immediately due and payable; and (b) Customer agrees to pay ePlus for any applicable Taxes, fees or other charges that are not paid by the lender pursuant to Customer's financing arrangement. At ePlus' option and notwithstanding anything to the contrary in the Purchase Terms, ePlus may assign all or part of its interest in the Payments due hereunder (but none of its obligations) to a third-party financier. No notice to or prior written consent of Customer shall be required in the event of such an assignment.

Additional Services

- **Add-Ons:** During the Subscription Term, Customer may increase the amount of Licensed Services in a subscription or add offerings or features to a subscription (collectively, "Add-Ons") as set forth herein. ePlus will provide quotes or change orders for Add-Ons as requested by Customer and such Add-Ons shall be purchased by Customer and added to the applicable subscription upon Customer's issuance of a purchase order or other payment authorization reflecting the quote or signature on the change order. In the event Customer is able to obtain Add-Ons by submitting a request directly to Cisco via the Cisco site, Customer agrees that Add-Ons shall be purchased by Customer and added to the applicable subscription upon Customer's submission of such a request. Customer agrees to pay for any Add-Ons purchased pursuant to this paragraph and acknowledges that all Add-Ons are subject to the terms of this Agreement and the then-current End User Terms. Add-Ons shall start on the Go Live Date for such Add-Ons ("Add-On Start Date") and end co-terminus with the applicable subscription. Prices for Add-Ons will be as set forth in the quote or change order, or, if there is no quote or change order, at ePlus' then-current price at the time the Add-Ons are ordered. Invoicing for Add-Ons begins on the Add-On Start Date pursuant to the invoicing scheme for the applicable subscription and the Subscription Fee and Periodic Payment amounts (if applicable) shall be adjusted accordingly.
- **New Subscriptions:** Additional Cisco SaaS Offerings outside the scope of an existing subscription may be purchased pursuant to an amendment or change order to this Agreement.
- **Other products and services:** Products or services other than Cisco SaaS Offerings are outside the scope of this Agreement and may be purchased pursuant to a separate agreement between the parties.

Additional Terms for Licensed Services Powered by Cisco

The Licensed Services are powered by Cisco and are subject to any end user agreements, terms of use, service descriptions, policies and other terms and conditions as established by Cisco and updated from time to time (collectively, "End User Terms"). By signing this Agreement, submitting an order for Cisco SaaS Offerings, or using the Licensed Services, Customer agrees to all applicable End User Terms and is solely responsible for any and all claims, liabilities, damages, expenses, penalties, fees and/or expenses arising out of Customer's breach thereof. The End User Terms for Licensed Services include, without limitation, the following:

- The following Cisco End User Terms apply to all Cisco SaaS Offerings:
- the Cisco General Terms and any applicable Supplemental End User License Agreement and Offer Descriptions located at: <http://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html>. The following terms apply to Cisco Enterprise Agreement offers:
 - Enterprise Agreement offers are subject to the applicable Cisco Enterprise Agreement Program Terms for End Users and any Supplemental Terms and Conditions ("EA Terms") that are provided by ePlus or Cisco.
 - During the Initial Term, ePlus' True Forward quotes for the Suite(s) selected in the Quote referenced above shall not exceed a price (a) per Covered Users, Covered Devices or other applicable meter (as applicable, the "Pricing Meter") for perpetual software licenses and (b) per Pricing Meter per month for support services and subscription licenses ("NTE Unit Price") as set forth in the NTE Form provided by ePlus.
- The following applies to Licensed Services that require Customer to have telephony services and/or public switched telephone network ("PSTN") access ("PSTN Services"). In order to call telephone numbers using PSTN Services, Customer must contract with a third party PSTN provider. Customer acknowledges that PSTN Services are not a complete replacement for voice services and that emergency calling operates differently with PSTN Services. Customer is responsible for verifying the effectiveness of all emergency services calling and ensuring its 911 dialing complies with law. Customer agrees that its usage statistics, personally identifiable information or proprietary network information (such as call logs and information related to calls) may be provided to ePlus, Cisco and the PSTN provider as needed to provide the PSTN Services.
- The following terms apply to Cisco PSTN Calling Plan Services: Cisco Calling Plan services are provided by Broadsoft Adaption LLC, a Cisco affiliate, and ePlus is acting solely as a billing agent on the provider's behalf and not as a reseller or service provider. ePlus is not responsible for the content or performance of the Cisco Calling Plan services. Because Cisco Calling Plan Services are regulated, taxes and fees are subject to change at any time. In certain situations the provider may not include all billable usage by the End User in the invoice associated with the corresponding month. In such cases future invoices will be inclusive of billable usage that were previously excluded and that occurred up to 12 months prior. Cisco's affiliate will provide the Cisco Calling Plan services in accordance with the attached Service Level Addendum. Customer must ensure that its network infrastructure, including LAN and WAN, meet the minimum requirements set forth in the documentation provided by Cisco.

Warranty

ePlus is the reseller of Licensed Services, which are provisioned by Cisco. As such, Licensed Services shall be deemed a "Product" under the Purchase Terms. Licensed Services and any materials provided under this Agreement are provided by ePlus "AS IS". Any warranty and rights to indemnification for claims or losses related to Licensed Services must come directly from Cisco and Customer shall look solely to Cisco to remedy any performance failures or other losses, claims, liability or damages arising from or related to Licensed Services. THIS SETS FORTH THE ONLY WARRANTIES PROVIDED BY EPLUS FOR THE LICENSED SERVICES. EPLUS HEREBY DISCLAIMS ANY AND ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, IN CONNECTION WITH

THE LICENSED SERVICES INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON INFRINGEMENT, TITLE OR OTHERWISE.

Exclusions

- Customer agrees that ePlus shall retain at least one administrator account to provision and manage the cloud-based environment and grant access to ePlus engineers as needed to provision the Licensed Services and any related service offerings. The benefits and performance of certain service offerings are dependent on this access. Customer acknowledges that if Customer restricts or terminates administrative access to ePlus, the related deliverables may be affected and ePlus shall not be held responsible.
- Customer agrees that it will reasonably cooperate in providing information or personnel upon ePlus and/or Cisco’s reasonable request in a timely manner. ePlus will not be liable for any failure to perform the Licensed Services, to the extent that the failure is caused by Customer’s lack of cooperation.
- Customer is responsible for all content, material, message or data made available or transmitted by or on behalf of Customer or its users on or in connection with the Licensed Service(s) (“Data”) and for its compliance with all applicable federal, state and local laws, regulations, ordinances and codes, import and export control laws and acceptable use policies of any third-party vendors or Web sites. Customer assumes full responsibility to back-up and/or otherwise protect all Data against loss, damage, or destruction. ePlus is not responsible for data loss. All Data is the responsibility of Customer. Customer acknowledges that, during the course of this Agreement, ePlus and Cisco may have access to Data and other information about Customer’s use of the Licensed Services and Customer consents to ePlus and Cisco sharing Data with each other to the extent required to provide the Licensed Services. Customer consents to ePlus’ processing of such information as reasonably required to perform its obligations hereunder, subject to the confidentiality provisions set forth in the Purchase Terms. Customer acknowledges, however, that the security, confidentiality and privacy of the Licensed Services and any data processed therein are governed solely by the applicable End User Terms and ePlus disclaims any and all liability therefor.

Except as otherwise provided in this Agreement, the purchase of Licensed Services shall be governed by the signed agreement between Customer and ePlus that expressly governs the purchase of products, or, if no such agreement exists, then by the Customer Terms and Conditions for Products and/or Services at <https://www.eplus.com/terms-and-conditions> (the “Purchase Terms”). In the event of a conflict between the Purchase Terms and this Agreement, the provisions of this Agreement will prevail with respect to the Licensed Services and any conflicting provisions in the Purchase Terms are hereby disclaimed. This Agreement may be modified only by mutual agreement in writing and no additional or contrary terms referenced in a purchase order, document or electronic communication shall apply. If a provision of this Agreement is held unenforceable under applicable law, the remaining provisions shall not be affected.

The Parties agree to be bound by the terms hereof as of the date of the last signature below (the “Effective Date”) and have caused this Agreement to be executed by their duly authorized representatives.

Customer	ePlus Technology, inc.
Signature	Signature
Name:	Name:
Title:	Title:
Date:	Date:

Part Number	Part Description	NTE Unit Price	Per Month or Year
E3N-IE3400-A	IE 3400 Series CISCO DNA EA Advantage	\$36.49	Month
E3N-C93001-A	C9300 24-port CISCO DNA EA Advantage	\$37.96	Month
E3N-C9400-A	C9400 CISCO DNA EA Advantage	\$242.66	Month
E3N-IE4010H-A	IE 4010 CISCO DNA EA Advantage	\$34.44	Month
E3N-C4500E1-E	C4500 DNA Essentials High Port Term License	\$62.50	Month
E3N-IE4000L-A	IE 4000 12 port CISCO DNA EA Advantage	\$12.70	Month
E3S-DUO-ACS	Security EA 3.0 DUO Access Edition	\$57.37	Year
E3S-EP-ADV	Security EA 3.0 AMP Endpoints Advantage	\$37.86	Year
E3S-ES-ADV-CES	Security EA 3.0 Cisco Secure Email Cloud Advantage	\$18.61	Year
E3S-SFW-FPR2110T	Security EA 3.0 FPR2110 Threat Defense Threat, Malware, URL	\$2,524.50	Year
E3S-UMB-DNSA	Security EA 3.0 Umbrella DNS Advantage	\$29.60	Year
E3-CX-ST-T1NBD	SVCS Portfolio Success Track L1 8x5xNBD Switching Support	\$5,761.13	Month
E3-CX-ST-T14HR	SVCS Portfolio Success Track L1 24x7x4 Switching Support	\$2,678.63	Month

E3-CX-ST-TISWT	SVCS Portfolio Success Track L1 ST SW Switching Support	\$628.83	Month
E3-CX-ES-ADV-TISSA	SVCS Portfolio T1 SW Solution Support Email ADV - CLD	\$90.49	Month
E3-CX-DUO-TISSA	SVCS Portfolio T1 Duo Access SW Solution Support - Cloud	\$139.46	Month
E3-CX-EP-ADV-TITCS	SVCS Portfolio T1 Secure Endpoints ADV Solution Support	\$184.09	Month
E3-CX-SFW-T1NP	SVCS Portfolio T1 24x7x4 Secure Firewall Support	\$114.39	Month
E3-CX-SFW-T1TCS	SVCS Portfolio T1 Secure Firewall Solution Support - OP	\$81.81	Month
E3-CX-UMBA-TISSA	SVCS Portfolio T1 Umbrella DNS ADV SW Solution Support - CD	\$115.12	Month



ERIE COUNTY WATER AUTHORITY
 Department of Administration and Purchasing
 3030 Union Road
 Buffalo NY 14227
 Telephone (716) 685-8214

**REQUEST FOR
 QUOTATION
 WGL24-0037**

**ALL RESPONSES MUST BE TO ABOVE
 ADDRESS OR EMAIL TO
 CENTRALPURCHASING@ECWA.ORG**

The above number must appear on
 all quotations and correspondence.
This is not an order

FOB Point	INSIDE DELIVERY	Vend No	V4248-01	Date	5/06/2024	Page	1
EPLUS TECHNOLOGY INC 13595 DULLES TECHNOLOGY DRIVE HERNDON VA 20171				Quote Due	5/20/2024		
				Terms	Net30		
				Delivery Promised	06/15/24		

LINE NO.	ITEM NO.	QUANTITY	UOM	DESCRIPTION	Unit Price	Extended Amount
ANNUAL BILLING						
1		5.00	YR	IE 4000 12 PORT CISCO DNA EA ADVANTAGE QUANTITY 65. PART# E3N-IE4000L-A	\$9,906.00	\$49,530.00
2		5.00	YR	C9400 CISCO DNA EA ADVANTAGE QUANTITY 4. PART #: E3N-C9400-A	\$9,384.00	\$46,920.00
3		5.00	YR	C9300 24-PORT CISCO DNA EA ADVANTAGE QUANTITY 2. PART #: E3N-C93001-A	\$911.04	\$4,555.20
4		5.00	YR	IE 3400 SERIES CISCO DNA EA ADVANTAGE QUANTITY 15. PART#: E3N-IE3400-A	\$6,568.20	\$32,841.00
5		5.00	YR	IE 4010 CISCO DNA EA ADVANTAGE QUANTITY 1. PART#: E3N-IE4010H-A	\$413.28	\$2,066.40
6		5.00	YR	C4500 DNA ESSENTIALS HIGH PORT TERM LICENSE QUANTITY 1. PART#: E3N-C4500E1-E	\$750.00	\$3,750.00
7		5.00	YR	SVCS PORTFOLIO SUCCESS TRACK L1 8X5XNBD SWITCHING SUPPORT QUANTITY 1 PART#:E3-CX-ST-T1NBD	\$66,365.28	\$331,826.40

(Continued on Next Page)

Primary Communications should be sent by email only to
 CENTRALPURCHASING@ECWA.ORG, secondary by USPS mail.
 Vendor Email address _____

Lavonya C. Lester

Buyer

CONDITIONS

- The Erie County Water Authority is exempt by law from TAXES. An exempt letter can be made available upon written request.
- Please quote on this sheet in spaces indicated above for the articles described. Note delivery required and in quoting advise definite delivery. Base your quotation on the terms and conditions printed and/or typed hereon.
- Bids must bear quotation number and date due on envelope.
- Shipping charges must be included in bid tabulation.
- All quotes must be extended and totaled.
- The Authority reserves the right to select or reject any or all items.
- All goods furnished or services rendered must comply to Fair Labor Standards Act of 1938, as amended.
- Any cash discounts which is a part of a bid will be considered as a reduction in the bid prices in determining the award of the bid.
- No fuel surcharges or handling fees allowed.
- Authority policy is to pay all claims in a timely manner within the specified time. However, if for some reason payment is delayed, the Authority will take the discount when payment is made.
- The Authority will not pay any interest or late charges, nor refund discount amounts taken after the discount period. If this is unsatisfactory, please quote net.

Company	ePlus Technology, inc
Signature	<i>Whit Sprague</i>
Title	Senior Account Executive
Quote Date	5/20/24



Customer Name: ERIE COUNTY WATER AUTHORITY

Quote No: 23052250

Quote Name: Cisco EA 3.0

Quotation Date: 06/04/2024

Sales Support Contact: KAREN HANSEN

Sales Support Phone: 585-333-8134

Sales Support Email: KAREN.HANSEN@EPLUS.COM

Account Executive: Whit Sprague

Account Executive Phone:

Account Executive Email: Whit.Sprague@eplus.com

Customer PO No:

Order No:

Expiration Date: 06/30/2024

ePlus Technology inc, 13595 Dulles Technology Drive, Herndon, VA, 20171

External Notes:The following terms from Cisco apply to Customer's use of the products and services on this quote (the "Licensed Services"): the Cisco General Terms and any applicable Supplemental End User License Agreements and Offer Descriptions at <https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html> or such other terms as agreed between Cisco and Customer. By purchasing the Licensed Services through ePlus or its affiliates, Customer consents to ePlus, its affiliates and Cisco sharing Customer data with each other to the extent required to provide the Licensed Services.

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext Price
5 ANNUAL PAYMENTS OF \$199,712.68						
001	EA3-M	CISCO	CISCO EA 3.0 BUNDLE	5	0.00	0.00
002	E3-N-AS	CISCO	CISCO DNA SWITCHING	5	0.00	0.00
003	E3N-IE4000L-A	CISCO	IE 4000 12 PORT CISCO DNA EA ADVANTAGE Line Note: Quantity 65 Not to exceed \$12.70 per unit per month	5	9,906.00	49,530.00
004	E3N-C9400-A	CISCO	C9400 CISCO DNA EA ADVANTAGE Line Note: Quantity 4 Not to exceed \$242.66 per unit per month	5	9,384.00	46,920.00
005	E3N-C93001-A	CISCO	C9300 24-PORT CISCO DNA EA ADVANTAGE Line Note: Quantity 2 Not to exceed \$37.96 per unit per month	5	911.04	4,555.20
006	E3N-IE3400-A	CISCO	IE 3400 SERIES CISCO DNA EA ADVANTAGE Line Note: Quantity 15 Not to exceed \$36.49 per unit per month	5	6,568.20	32,841.00
007	E3N-IE4010H-A	CISCO	IE 4010 CISCO DNA EA ADVANTAGE Line Note: Quantity 1 Not to exceed \$34.44 per unit per month	5	413.28	2,066.40
008	E3N-AS-S	CISCO	SUPPORT FOR EA DNA SWITCHING	5	0.00	0.00
009	E3N-C4500E1-E	CISCO	C4500 DNA ESSENTIALS HIGH PORT TERM LICENSE Line Note: Quantity 1 Not to exceed \$62.50 per unit per month	5	750.00	3,750.00
010	E3-AS-SVS-T1	CISCO	CISCO SERVICES PORTFOLIO: DNA SWITCHING T1	5	0.00	0.00
011	E3-CX-ST-T1NBD	CISCO	SVCS PORTFOLIO SUCCESS TRACK L1 8X5XNBD SWITCHING SUPPORT Line Note: Quantity 1 Not to exceed \$5761.13 per unit per month	5	66,365.28	331,826.40
012	E3-CX-ST-T1NCD	CISCO	SVCS PORTFOLIO SUCCESS TRACK L1 8X7XNCD SWITCHING SUPPORT	5	0.00	0.00
013	E3-CX-ST-T14HR	CISCO	SVCS PORTFOLIO SUCCESS TRACK L1 24X7X4 SWITCHING S UPPORT Line Note: Quantity 1 Not to exceed \$2678.63 per unit per month	5	31,083.60	155,418.00
014	E3-CX-ST-T1SWT	CISCO	SVCS PORTFOLIO SUCCESS TRACK L1 ST SW SWITCHING SU PPORT Line Note: Quantity 1 Not to exceed \$628.83 per unit per month	5	7,545.96	37,729.80
015	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
016	E3-N-AIR	CISCO	CISCO DNA WIRELESS	5	0.00	0.00
017	E3N-AIRWLAN-A	CISCO	WIRELESS CISCO DNA EA ADVANTAGE Line Note: Quantity 84	5	10,573.92	52,869.60
018	E3N-AIR-S	CISCO	SUPPORT FOR EA DNA WIRELESS	5	0.00	0.00
019	E3-N-ENTWAN	CISCO	CISCO DNA SD-WAN & ROUTING	5	0.00	0.00
020	E3N-ENTWAN-P-T1-A	CISCO	WAN (ROUTING & SD-WAN) TIER 1 ON-PREM(200M) DNA EA ADVANTAGE Line Note: Quantity 2	5	1,952.16	9,760.80
021	E3N-OP-ENTWAN-S	CISCO	SUPPORT FOR EA SD-WAN & ROUTING	5	0.00	0.00

022	E3-SEC-ES-ADV	CISCO	CISCO SECURE EMAIL ADVANTAGE	5	0.00	0.00
023	SVS-E3-EMAIL-B	CISCO	BASIC SOFTWARE SUPPORT FOR SECURE EMAIL	5	0.00	0.00
024	E3S-ES-ADV-CES	CISCO	SECURITY EA 3.0 CISCO SECURE EMAIL CLOUD ADVANTAGE Line Note: Quantity 300 Not to exceed \$18.61 per unit per 12 months	5	5,583.00	27,915.00
025	E3-ES-ADV-SVS1	CISCO	CISCO SERVICES PORTFOLIO: SECURE EMAIL ADVANTAGE T 1	5	0.00	0.00
026	E3-CX-ES-ADV-T1SSA	CISCO	SVCS PORTFOLIO T1 SW SOLUTION SUPPORT EMAIL ADV - CLD Line Note: Quantity 1 Not to exceed \$90.49 per unit per month	5	1,085.88	5,429.40
027	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
028	E3-SEC-DUO-ACS	CISCO	SECURITY EA 3.0 CISCO DUO ACCESS	5	0.00	0.00
029	E3S-DUO-ACS	CISCO	SECURITY EA 3.0 DUO ACCESS EDITION Line Note: Quantity 250 Not to exceed \$57.37 per unit per 12 months	5	14,342.50	71,712.50
030	SVS-E3S-DUO-B	CISCO	BASIC SOFTWARE SUPPORT FOR DUO	5	0.00	0.00
031	E3-DUO-ACS-SVS1	CISCO	CISCO SERVICES PORTFOLIO: SECURE ACCESS BY DUO ACC ESS T1	5	0.00	0.00
032	E3-CX-DUO-T1SSA	CISCO	SVCS PORTFOLIO T1 DUO ACCESS SW SOLUTION SUPPORT - CLOUD Line Note: Quantity 1 Not to exceed \$139.46 per unit per month	5	1,673.52	8,367.60
033	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
034	E3-SEC-EP-ADV	CISCO	SECURITY EA 3.0 CISCO SECURE ENDPOINT ADVANTAGE	5	0.00	0.00
035	E3S-EP-ADV	CISCO	SECURITY EA 3.0 AMP ENDPOINTS ADVANTAGE Line Note: Quantity 300 Not to exceed \$37.86 per unit per 12 months	5	11,358.00	56,790.00
036	SVS-E3S-SECEP-B	CISCO	BASIC SOFTWARE SUPPORT FOR SECURE ENDPOINT	5	0.00	0.00
037	E3-EP-ADV-SVS1	CISCO	CISCO SERVICES PORTFOLIO: SECURE ENDPOINTS ADVANTAGE T1	5	0.00	0.00
038	E3-CX-EP-ADV-T1TCS	CISCO	SVCS PORTFOLIO T1 SECURE ENDPOINTS ADV SOLUTION SUPPORT Line Note: Quantity 1 Not to exceed \$184.09 per unit per month	5	2,209.08	11,045.40
039	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
040	E3-SEC-SFW	CISCO	SECURITY EA 3.0 CISCO SECURE FIREWALL	5	0.00	0.00
041	E3S-SFW-FPR2110T	CISCO	SECURITY EA 3.0 FPR2110 THREAT DEFENSE THREAT, MALWARE,URL Line Note: Quantity 2 Not to exceed \$2524.50 per unit per 12 months	5	5,049.00	25,245.00
042	SVS-E3S-SFW-B	CISCO	BASIC SOFTWARE SUPPORT FOR CISCO SECURE FIREWALL	5	0.00	0.00
043	E3-SFW-SVS1	CISCO	CISCO SERVICES PORTFOLIO: SECURE FIREWALL T1	5	0.00	0.00
044	E3-CX-SFW-T1NP	CISCO	SVCS PORTFOLIO T1 24X7X4 SECURE FIREWALL SUPPORT Line Note: Quantity 1 Not to exceed \$114.39 per unit per month	5	1,372.68	6,863.40
045	E3-CX-SFW-T1TCS	CISCO	SVCS PORTFOLIO T1 SECURE FIREWALL SOLUTION SUPPORT - OP Line Note: Quantity 1 Not to exceed \$81.81 per unit per month	5	981.72	4,908.60
046	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
047	E3-SEC-UMBNSA	CISCO	SECURITY EA 3.0 UMBRELLA DNS ADVANTAGE	5	0.00	0.00
048	E3S-UMB-DNSA	CISCO	SECURITY EA 3.0 UMBRELLA DNS ADVANTAGE Line Note: Quantity 300 Not to exceed \$29.60 per unit per 12 months	5	8,880.00	44,400.00
049	E3-UMBNSA-SVS1	CISCO	CISCO SERVICES PORTFOLIO: UMBRELLA DNS ADVANTAGE T 1	5	0.00	0.00
050	E3-CX-UMBA-T1SSA	CISCO	SVCS PORTFOLIO T1 UMBRELLA DNS ADV SW SOLUTION SUP PORT - CD	5	1,381.44	6,907.20

			Line Note: Quantity 1 Not to exceed \$115.12 per unit per month			
051	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00
052	E3-SEC-ADDONS	CISCO	SECURITY EA 3.0 SECURITY ADD-ON PRODUCTS	5	0.00	0.00
053	E3S-AC-APEX	CISCO	SECURITY EA 3.0 ANYCONNECT APEX LICENSE Line Note: Quantity 250	5	277.50	1,387.50
054	SVS-E3S-ADDONS-B	CISCO	BASIC SOFTWARE SUPPORT FOR SECURITY ADD-ONS	5	0.00	0.00
055	E3-ADDONS-SVS2	CISCO	CISCO SERVICES PORTFOLIO: SECURE ADDONS T2	5	0.00	0.00
056	E3-CX-ADD-T2SWE	CISCO	SVCS PORTFOLIO T2 SECURE ADDONS SWSSENHCD SW SUPPO RT - OP Line Note: Quantity 1	5	64.92	324.60
057	E3-CX-EAMSC	CISCO	SVCS PORTFOLIO EA MANAGEMENT SERVICE CISCO	5	0.00	0.00

Totals 998,563.40

Shipping: Packing:	Sub Total (USD):	998,563.40
	Est. Tax (USD):	TBD if Applicable
	Shp&Hnd (USD):	TBD
	Total (USD):	998,563.40

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Customer Acceptance	Bill To	Ship To
Signature: _____	ERIE COUNTY WATER AUTHORITY	ERIE COUNTY WATER AUTHORITY
Name: _____	295 MAIN STREET	295 MAIN STREET
Title: _____	BUFFALO NY 14203-2494	BUFFALO NY 14203-2494
Date: _____	UNITED STATES	UNITED STATES
Customer PO #: _____	ACCOUNTS PAYABLE	ACCOUNTS PAYABLE



Customer Name: ERIE COUNTY WATER AUTHORITY
 Quote No: 23138438
 Quote Name: FLEX Webex Calling
 Quotation Date: 05/30/2024

Sales Support Contact: KAREN HANSEN
 Sales Support Phone: 585-333-8134
 Sales Support Email: KAREN.HANSEN@EPLUS.COM
 Account Executive: Whit Sprague
 Account Executive Phone:
 Account Executive Email: Whit.Sprague@eplus.com

Customer PO No:
 Order No:
 Expiration Date: 06/30/2024

ePlus Technology inc, 13595 Dulles Technology Drive, Herndon, VA, 20171

External Notes:The following terms from Cisco apply to Customer's use of the products and services on this quote (the "Licensed Services"): the Cisco General Terms and any applicable Supplemental End User License Agreements and Offer Descriptions at <https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html> or such other terms as agreed between Cisco and Customer. By purchasing the Licensed Services through ePlus or its affiliates, Customer consents to ePlus, its affiliates and Cisco sharing Customer data with each other to the extent required to provide the Licensed Services

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext Price
PRO RATED BILLING: 7/1/24 - 1/24-25						
001	A-FLEX-AUM	CISCO	AU MEETINGS (1) Line Note: Quantity 40 Not to exceed \$16.78 per user per month	1	4,562.80	4,562.80
002	A-FLEX-EACL	CISCO	ENTW WEBEX CALLING Line Note: Quantity 250 Not to exceed \$10.10 per user per month	1	17,170.00	17,170.00
003	A-FLEX-ERC	CISCO	EMERGENCY RESPONSE CENTER CALL FEE PER LOCATION SE ARCH US Line Note: Usage is billed monthly in arrears. Rate is \$38.70 per instance.	5	0.00	0.00
004	CREDIT-DISCOUNT	EPLUS	CREDIT FOR EXISTING SUBSCRIPTION Line Note: 1-Jul-2024 to 24-Jan-2025 250 - A-FLEX-EAPL 3 - A-FLEX-CUAC-A 1 - A-FLEX-CUAC-A-HA	1	-15,652.59	-15,652.59
Sub-Total (USD)						6,080.21
PRO RATED BILLING: 1/25/25 - 6/30/25						
005	A-FLEX-AUM	CISCO	AU MEETINGS (1) Line Note: Quantity 40 Not to exceed \$16.78 per user per month	1	3,489.20	3,489.20
006	A-FLEX-EACL	CISCO	ENTW WEBEX CALLING Line Note: Quantity 250 Not to exceed \$10.10 per user per month	1	13,130.00	13,130.00
007	A-FLEX-ERC	CISCO	EMERGENCY RESPONSE CENTER CALL FEE PER LOCATION SE ARCH US Line Note: Usage is billed monthly in arrears. Rate is \$38.70 per instance.	5	0.00	0.00
Sub-Total (USD)						16,619.20
ANNUAL BILLING: 7/1/25 - 6/30/29						
008	A-FLEX-AUM	CISCO	AU MEETINGS (1) Line Note: Quantity 40 Not to exceed \$16.78 per user per month	4	8,054.40	32,217.60
009	A-FLEX-EACL	CISCO	ENTW WEBEX CALLING Line Note: Quantity 250 Not to exceed \$10.10 per user per month	4	30,300.00	121,200.00
010	A-FLEX-ERC	CISCO	EMERGENCY RESPONSE CENTER CALL FEE PER LOCATION SE ARCH US Line Note: Usage is billed monthly in arrears. Rate is \$38.70 per instance.	5	0.00	0.00
Sub-Total (USD)						153,417.60
\$0 INCLUDED PARTS						
011	A-FLEX-3	CISCO	COLLABORATION FLEX PLAN 3.0	5	0.00	0.00
012	A-FLEX-MSG-ENT	CISCO	MESSAGING ENTITLEMENT	5	0.00	0.00
013	A-AUD-VOIP	CISCO	INCLUDED VOIP (1)	5	0.00	0.00
014	A-FLEX-PROPACK-ENT	CISCO	PRO PACK FOR CISCO CONTROL HUB ENTITLEMENT	5	0.00	0.00
015	A-FLEX-C-DEV-ENT	CISCO	CLOUD DEVICE REGISTRATION ENTITLEMENT	5	0.00	0.00
016	SVS-FLEX-SUPT-BAS	CISCO	BASIC SUPPORT FOR FLEX PLAN	5	0.00	0.00
017	A-FLEX-MSUITE-ENT	CISCO	CLOUD MEETINGS ENTITLEMENT	5	0.00	0.00
018	A-AUD-EDGEAUD-USER	CISCO	WEBEX EDGE AUDIO (1)	5	0.00	0.00

019	A-FLEX-NBR-STG	CISCO	WEBEX CLOUD RECORDING STORAGE ENTITLEMENT	5	0.00	0.00
020	A-FLEX-FILESTG-ENT	CISCO	FILE STORAGE ENTITLEMENT	5	0.00	0.00
021	A-AUD-TOLLDIALIN	CISCO	MEETINGS TOLL DIAL-IN AUDIO (1)	5	0.00	0.00
022	A-FLEX-CL-CA	CISCO	WEBEX CALLING COMMON AREA ENTITLEMENT	5	0.00	0.00
023	A-FLEX-P-CALL	CISCO	PREM TO WEBEX CALLING / UCM CLOUD	5	0.00	0.00
024	A-FLEX-LGW-CUBE	CISCO	CUBE FOR WEBEX CALLING (2)	5	0.00	0.00
025	A-FLEX-C-PRO	CISCO	WEBEX CALLING ENTITLEMENT	5	0.00	0.00

Totals 176,117.01

Shipping: Packing:	Sub Total (USD):	176,117.01
	Est. Tax (USD):	TBD if Applicable
	Shp&Hnd (USD):	TBD
	Total (USD):	176,117.01

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Customer Acceptance	Bill To	Ship To
Signature: _____	ERIE COUNTY WATER AUTHORITY	ERIE COUNTY WATER AUTHORITY
Name: _____	295 MAIN STREET	3030 Union Road
Title: _____	BUFFALO NY 14203-2494	Buffalo NY 14227
Date: _____	UNITED STATES	UNITED STATES
Customer PO #: _____	ACCOUNTS PAYABLE	



Customer Name: ERIE COUNTY WATER AUTHORITY
 Quote No: 23144061
 Quote Name: FLEX Contact Center
 Quotation Date: 04/26/2024

Sales Support Contact: KAREN HANSEN
 Sales Support Phone: 585-333-8134
 Sales Support Email: KAREN.HANSEN@EPLUS.COM
 Account Executive: Whit Sprague
 Account Executive Phone:
 Account Executive Email: Whit.Sprague@eplus.com

Customer PO No:
 Order No:
 Expiration Date: 06/30/2024

ePlus Technology inc, 13595 Dulles Technology Drive, Herndon, VA, 20171

External Notes:

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext Price
PRO-RATED BILLING 1 7/1/24 - 12/6/24						
001	A-FLEX-WCC-S-C	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT Line Note: Quantity 20	1	10,764.00	10,764.00
002	A-FLEX-WCC-P-C	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT Line Note: Quantity 5	1	3,978.00	3,978.00
003	SVS-CSS-SUPT-SSPT	CISCO	SOLUTION SUPPORT FOR COLLABORATION Line Note: Quantity 1- Support for 25 Agents	1	1,474.20	1,474.20
004	A-FLEX-C-IVR-O	CISCO	WEBEX CONTACT CENTER ADDL IVR PORTS OVERAGE Line Note: Usage is billed monthly in arrears. Rate is \$63.00 per use.	1	0.00	0.00
005	A-FLEX-WCC-P-C-O	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT OVER AGE Line Note: Usage is billed monthly in arrears. Rate is \$153.00 per use.	1	0.00	0.00
006	A-FLEX-WCC-S-C-O	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT OVE RAGE Line Note: Usage is billed monthly in arrears. Rate is \$103.50 per use.	1	0.00	0.00
007	CREDIT-DISCOUNT	EPLUS	CREDIT FOR EXISTING SUBSCRIPTION Line Note: 1-Jul-2024 to 6-Dec-2024 20 - A-FLEX-CCX-S-C 5 - A-FLEX-CCX-P-C	1	-4,197.38	-4,197.38
					Sub-Total (USD)	12,018.82
PRO-RATED BILLING 2 12/7/24 - 6/30/25						
008	A-FLEX-WCC-S-C	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT Line Note: Quantity 20	1	14,076.00	14,076.00
009	A-FLEX-WCC-P-C	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT Line Note: Quantity 5	1	5,202.00	5,202.00
010	SVS-CSS-SUPT-SSPT	CISCO	SOLUTION SUPPORT FOR COLLABORATION Line Note: Quantity 1- Support for 25 Agents	1	1,927.80	1,927.80
011	A-FLEX-C-IVR-O	CISCO	WEBEX CONTACT CENTER ADDL IVR PORTS OVERAGE Line Note: Usage is billed monthly in arrears. Rate is \$63.00 per use.	1	0.00	0.00
012	A-FLEX-WCC-P-C-O	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT OVER AGE Line Note: Usage is billed monthly in arrears. Rate is \$153.00 per use.	1	0.00	0.00
013	A-FLEX-WCC-S-C-O	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT OVE RAGE Line Note: Usage is billed monthly in arrears. Rate is \$103.50 per ageuse.	1	0.00	0.00
					Sub-Total (USD)	21,205.80
ANNUAL BILLING YEARS 2-5 7/1/25 - 60/30/29						
014	A-FLEX-WCC-S-C	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT Line Note: Quantity 20	4	24,840.00	99,360.00
015	A-FLEX-WCC-P-C	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT Line Note: Quantity 5	4	9,180.00	36,720.00
016	SVS-CSS-SUPT-SSPT	CISCO	SOLUTION SUPPORT FOR COLLABORATION Line Note: Quantity 1- Support for 25 Agents	4	3,402.00	13,608.00
017	A-FLEX-C-IVR-O	CISCO	WEBEX CONTACT CENTER ADDL IVR PORTS OVERAGE	4	0.00	0.00

			Line Note: Usage is billed monthly in arrears. Rate is \$63.00 per use.			
018	A-FLEX-WCC-P-C-O	CISCO	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT OVER AGE Line Note: Usage is billed monthly in arrears. Rate is \$153.00 per use.	4	0.00	0.00
019	A-FLEX-WCC-S-C-O	CISCO	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT OVE RAGE Line Note: Usage is billed monthly in arrears. Rate is \$103.50 per ageuse.	4	0.00	0.00

Sub-Total (USD) 149,688.00

\$0 INCLUDED ITEMS

020	A-FLEX-3-CC	CISCO	FLEX 3.0 FOR CONTACT CENTER	5	0.00	0.00
021	A-FLEX-P-CC	CISCO	ON PREM TO WEBEX CONTACT CENTER - PREMISES ENT	5	0.00	0.00
022	A-FLEX-C-JIVR-ENT	CISCO	WXCC ADDITIONAL CISCO IVR PORTS ENTITLEMENT	5	0.00	0.00
023	A-FLEX-S-C-AGT-ENT	CISCO	WEBEX CONTACT CENTER CONCURRENT STANDARD AGENT ENTIT LEMENT	5	0.00	0.00
024	A-FLEX-P-C-AGT-ENT	CISCO	WEBEX CONTACT CENTER CONCURRENT PREMIUM AGENT ENTI TLEMENT Line Note: Quantity 5	5	0.00	0.00

Totals 182,912.62

Shipping:	Sub Total (USD):	182,912.62
Packing:	Est. Tax (USD):	TBD if Applicable
	Shp&Hnd (USD):	0.00
	Total (USD):	182,912.62

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Signature: _____	ERIE COUNTY WATER AUTHORITY	ERIE COUNTY WATER AUTHORITY
Name: _____	295 MAIN STREET	3030 Union Road
Title: _____	BUFFALO NY 14203-2494	Buffalo NY 14227
Date: _____	UNITED STATES	UNITED STATES
Customer PO #: _____	ACCOUNTS PAYABLE	



ERIE COUNTY WATER AUTHORITY
 Department of Administration and Purchasing
 3030 Union Road
 Buffalo NY 14227
 Telephone (716) 685-8214

**REQUEST FOR
 QUOTATION
 WGL24-0037**

**ALL RESPONSES MUST BE TO ABOVE
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FOB Point	INSIDE DELIVERY	Vend No	V4248-01	Date	5/06/2024	Page	2
EPLUS TECHNOLOGY INC 13595 DULLES TECHNOLOGY DRIVE HERNDON VA 20171				Quote Due	5/20/2024		
				Terms	Net30		
				Delivery Promised	06/15/24		

LINE NO.	ITEM NO.	QUANTITY	UOM	DESCRIPTION	Unit Price	Extended Amount
8		5.00	YR	SVCS PORTFOLIO SUCCESS TRACK L1 24X7X4 SWITCHING SUPPORT QUANTITY 1. PART#: E3-CX-ST-T14HR	\$31,083.60	\$155,418.00
9		5.00	YR	SVCS PORTFOLIO SUCCESS TRACK L1 ST SW SWITCHING SUPPORT QUANTITY 1. PART#: E3-CX-ST-T1SWT	\$7,545.96	\$37,729.80
10		5.00	YR	WIRELESS CISCO DNA EA ADVANTAGE QUANTITY 84. PART#: E3N-AIRWLAN-A	\$10,573.92	\$52,869.60
11		5.00	YR	WAN (ROUTING & SD-WAN) TIER 1 ON-PREM (200M) DNA EA ADVANTAGE QUANTITY 2. PART#: E3N-ENTWAN-P-T1-A	\$1,952.16	\$9,760.80
12		5.00	YR	SECURITY EA 3.0 CISCO SECURE EMAIL CLOUD ADVANTAGE QUANTITY 300. PART#: E3S-ES-ADV-CES	\$5,583.00	\$27,915.00
13		5.00	YR	SVCS PORTFOLIO T1 SW SOLUTION SUPPORT EMAIL ADV-CLD QUANTITY 1 PART#: E3-CX-ES-ADV-T1SSA	\$1,085.88	\$5,429.40
14		5.00	YR	SECURITY EA 3.0 DUO ACCESS EDITION QUANTITY 250.	\$14,342.50	\$71,712.50

(Continued on Next Page)

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Lavonya C. Lester

Buyer

CONDITIONS

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Company	ePlus Technology, inc
Signature	<i>Whit Sprague</i>
Title	Senior Account Executive
Quote Date	5/20/24



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LINE NO.	ITEM NO.	QUANTITY	UOM	DESCRIPTION	Unit Price	Extended Amount
				PART#: E3S-DUO-ACS		
15		5.00	YR	SVCS PORTFOLIO T1 DUO ACCESS SW SOLUTION SUPPORT-CLOUD QUANTITY 1. PART #:E3-CX-DUO-T1SSA	\$1,673.52	\$8,367.60
16		5.00	YR	SECURITY EA 3.0 AMP ENDPOINTS ADVANTAGE QUANTITY 300. PART#:E3S-EP-ADV	\$11,358.00	\$56,790.00
17		5.00	YR	SVCS PORTFOLIO T1 SECURE ENDPOINTS ADV SOLUTION SUPPORT QUANTITY 1. PART#:E3-CX-EP-ADV-T1TCS	\$2,209.08	\$11,045.40
18		5.00	YR	SECURITY EA 3.0 FPR2110 THREAT DEFENSE THREAT, MALWARE, URL QUANTITY 2. PART#: E3S-SFW-FPR2110T	\$5,049.00	\$25,245.00
19		5.00	YR	SVCS PORTFOLIO T1 24X7X4 SECURE FIREWALL SUPPORT QUANTITY 1. PART#:E3-CX-SFW-T1NP	\$1,372.68	\$6,863.40
20		5.00	YR	SVCS PORTFOLIO T1 SECURE FIREWALL SOLUTION SUPPORT - OP QUANTITY 1. PART#:E3-CX-SFW-T1TCS	\$981.72	\$4,908.60
21		5.00	YR	SECURITY EA 3.0 UMBRELLA DNS ADVANTAGE	\$8,880.00	\$44,400.00
(Continued on Next Page)						

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Company

ePlus Technology, inc

Signature

Whit Sprague

Title

Senior Account Executive

Quote Date

5/20/24



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EPLUS TECHNOLOGY INC 13595 DULLES TECHNOLOGY DRIVE HERNDON VA 20171				Quote Due		5/20/2024	
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				Delivery Promised		06/15/24	

LINE NO.	ITEM NO.	QUANTITY	UOM	DESCRIPTION	Unit Price	Extended Amount
22		5.00	YR	QUANTITY 300. PART#: E3S-UMB-DNSA SVCS PORTFOLIO T1 UMBRELLA DNS ADV SW SOLUTION SUPPORT - CD QUANTITY 1. PART#: E3-CX-UMBA-T1SSA	\$1,381.44	\$6,907.20
23		5.00	YR	SECURITY EA 3.0 ANYCONNECT APEX LICENSE QUANTITY 250. PART#: E3S-AC-APEX	\$277.50	\$1,387.50
24		5.00	YR	SVCS PORTFOLIO T2 SECURE ADDONS SWSSENHCD SW SUPPORT-OP QUANTITY 1. PART#: E3-CX-ADD-T2SWE	\$64.92	\$324.60
25		5.00	YR	AU MEETINGS (1) QUANTITY 40. PART#: A-FLEX-AUM	\$8,054.40	\$40,272.00
26		5.00	YR	ENTW WEBEX CALLING QUANTITY 250. PART#: A-FLEX-EACL	\$30,300.00	\$151,500.00
27		5.00	YR	WEBEX CONTACT CENTER STANDARD CONCURRENT AGENT QUANTITY 20. PART#: A-FLEX-WCC-S-C	\$24,840.00	\$124,200.00
28		5.00	YR	WEBEX CONTACT CENTER PREMIUM CONCURRENT AGENT	\$9,180.00	\$45,900.00

(Continued on Next Page)

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				Delivery Promised	06/15/24		

LINE NO.	ITEM NO.	QUANTITY UOM	DESCRIPTION	Unit Price	Extended Amount
29		5.00 YR	<p>QUANTITY 5. PART#: A-FLEX-WCC-P-C</p> <p>SOLUTION SUPPORT FOR COLLABORATION QUANTITY 1. SUPPORT FOR 25 AGENTS PART#: SVS-CSS-SUPT-SSPT</p>	\$3,402.00	\$17,010.00
<p>Price to Include Shipping to: Data Processing Department Erie County Water Authority 3030 Union Rd Cheektowaga NY 14227</p> <p>If unable to bid, please respond with "NO BID" on this form. This ensures you remain an active vendor in our system.</p>				Grand Total	<u>1,377,445.40</u>

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