DAVID Y. IGE
GOVERNOR

SARAH ALLEN
ADMINISTRATOR

PAULA A. YOUNGLING
ASSISTANT ADMINISTRATOR

# STATE OF HAWAII
## STATE PROCUREMENT OFFICE

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 587-4700
email: state.procurement.office@hawaii.gov
http://spo.hawaii.gov

November 23, 2015

TO:

Executive Departments/Agencies
Department of Education
(Excludes Charter Schools)
Hawaii Health Systems Corporation
Office of Hawaiian Affairs
University of Hawaii
House of Representatives
Senate
Judiciary

City and County of Honolulu
Honolulu City Council
Honolulu Board of Water Supply
Honolulu Authority for Rapid Transportation
County of Hawaii
Hawaii County Council
County of Hawaii – Department of Water Supply
County of Maui
Maui County Council
County of Maui – Department of Water Supply
County of Kauai
Kauai County Council
County of Kauai – Department of Water

FROM: for Sarah Allen, Administrator

SUBJECT: **Change No. 7**
SPO Price List Contract No. 15-04
**NASPO VALUEPOINT DATA COMMUNICATIONS PRODUCTS & SERVICES – STATEWIDE**
NASPO VALUEPOINT Solicitation No. JP14001
**Expires: May 31, 2019**

The following changes have been made to the price list contract:

1. Add Extreme Networks, Inc. and F5 Networks, Inc. to the price list contract.

2. Replace *Compliance* section on page 4 with:

   **COMPLIANCE PURSUANT TO HRS §103D-310(c).** Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Vendor List Contract No. 15-04, but the SPO shall not monitor compliance throughout the term of performance. Therefore, purchasing agencies are required to verify compliance prior to issuing a contract, purchase order or pCard payment when utilizing this contract.

*(Continued on the next page)*

3. Remove Hewlett Packard Company from this price list contract.

4. Revise information on Cisco Systems, Inc. on page 21.

The current price list contract incorporating Change No. 7 is available on the SPO website: http://spo.hawaii.gov.

Click on *Price & Vendor List Contracts* at the home page. If you have any questions, please contact Stanton Mato at (808) 586-0566 or stanton.d.mato@hawaii.gov.

**STATE OF HAWAII**
**STATE PROCUREMENT OFFICE**

**SPO Price List Contract No. 15-04**
Replaces SPO Vendor List Contract No. 08-02
Includes Change No. 7
Effective 11/24/2015

# NASPO VALUEPOINT
# DATA COMMUNICATIONS PRODUCTS & SERVICES - STATEWIDE

(NASPO VALUEPOINT RFP JP14001)
**August 27, 2014 to May 31, 2019**

## INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Utah is the current lead agency and contract administrator for the NASPO ValuePoint Data Communications Product & Services contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to twenty-one (21) qualified Contractors. The State of Hawaii has signed a Participating Addendum with twelve (12) Contractors.

This contract offers data communication products and services in ten categories. They are Data Center Application Services, Networking Software, Network Optimization and Acceleration, Optical Networking, Routers, Security, Storage Networking, Switches, Wireless, and Unified Communications.

For additional information on this contract, visit the NASPO ValuePoint website at www.naspovaluepoint.org.

**PARTICIPATING JURISDICTIONS** listed below have signed a cooperative agreement with the SPO and are authorized to utilize this price list contract.

Executive Departments/Agencies
DOE
(Excludes Charter Schools)
HHSC
OHA
UH
House
Senate
Judiciary

C&C of Honolulu
Honolulu City Council
Honolulu Board of Water Supply
HART
County of Hawaii
Hawaii County Council
County of Hawaii-Department of Water Supply
County of Maui
Maui County Council
County of Maui-Department of Water Supply
County of Kauai
Kauai County Council
County of Kauai-Department of Water

The participating jurisdictions are not required but may purchase from this price list contract, and requests for exception from the contract are not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

**POINT OF CONTACT**. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

| Jurisdiction | Name | Telephone | Fax | E-mail |
|---|---|---|---|---|
| Executive | Stanton Mato | 586-0566 | 586-0570 | stanton.d.mato@hawaii.gov |
| DOE (Excludes Charter Schools) | Procurement Staff | 675-0130 | 675-0133 | doeprocure@notes.k12.hi.us |
| HHSC | Joe Evanoff | 733-4168 | 733-4460 | jevanoff@hhsc.org |
| OHA | Phyllis Ono-Evangelista | 594-1833 | 594-1865 | phylliso@oha.org |
| UH | Matthew Chow<br>Karlee Hisashima | 956-2765<br>956-8687 | 956-2096<br>956-2093 | chowmatt@hawaii.edu<br>karlee@hawaii.edu |
| House | Brian Takeshita | 586-6423 | 586-6401 | takeshita@capitol.hawaii.gov |
| Senate | Carol Taniguchi | 586-6720 | 586-6719 | c.taniguchi@capitol.hawaii.gov |
| Judiciary | Tritia Cruz | 538-5805 | 538-5802 | tritia.l.cruz@courts.hawaii.gov |
| C&C of Honolulu | Procurement Specialist | 768-5535 | 768-3299 | bfpurchasing@honolulu.gov |
| Honolulu City Council | Clayton Wong | 768-5084 | 768-5011 | cwong@honolulu.gov |

| Jurisdiction | Name | Telephone | Fax | E-mail |
|---|---|---|---|---|
| Honolulu Board of Water Supply | Vicki Kitajima | 748-5151 | 550-9193 | vkitajima@hbws.org |
| HART | Nicole Chapman | 768-6135 | 768-5110 | nchapman@honolulu.gov |
| County of Hawaii | Jeffrey Dansdill | 961-8440 | 961-8248 | jdansdill@co.hawaii.hi.us |
| Hawaii County Council | Jeffrey Dansdill | 961-8440 | 961-8248 | jdansdill@co.hawaii.hi.us |
| County of Hawaii-Department of Water Supply | Ka'iulani L. Matsumoto | 961-8050 x224 | 961-8657 | kmatsumoto@hawaii.dws.org |
| County of Maui | Greg King | 249-2403 x30 | 249-0839 | greg.king@co.maui.hi.us |
| Maui County Council | Ross Izumigawa | 270-7661 | 270-7686 | ross.izumigawa@mauicounty.us |
| County of Maui-Department of Water Supply | Kenneth L. Bissen<br>Holly Perdido | 270-7684<br>270-7684 | 270-7136<br>270-7136 | ken.bissen@co.maui.hi.us<br>holly.perdido@co.maui.hi.us |
| County of Kauai | Florence Kakuda | 241-4294 | 241-6297 | fkakuda@kauai.gov |
| Kauai County Council | Lisa Ishibashi<br>Scott Sato | 241-4820<br>241-4810 | 241-6349<br>241-6349 | lishibashi@kauai.gov<br>ssato@kauai.gov |
| County of Kauai-Department of Water | Fay Tateishi | 245-5426 | 241-5813 | ftateishi@kauaiwater.org |

**USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS.** Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: http://spo.hawaii.gov. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

**CONTRACTORS.** The authorized contractors are listed in this price list contract. They have signed a Master Agreement with the State of Utah and a Participating Addendum with the Hawaii State Procurement Office.

| Company Name | |
|---|---|
| Brocade | Fujitsu Network Communications |
| Cisco Systems, Inc. | Infoblox, Inc. |
| Dell Marketing LP | Juniper Networks (US) Inc. |
| EMC Corporation | Mitel Business Systems, Inc. |
| Extreme Networks, Inc. | Palo Alto Networks, Inc. |
| F5 Networks, Inc. | ShoreTel Inc. |

**VENDOR CODES** for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

**COMPLIANCE PURSUANT TO HRS §103D-310(c).** Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Price List Contract No. 15-04, but the SPO shall not monitor compliance throughout the term of performance. Therefore, purchasing agencies are required to verify compliance prior to issuing a contract, purchase order or pCard payment when utilizing this contract.

**PURCHASING CARD (pCard).** The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, HHSC, OHA and UH for orders totaling less than $2,500. For purchases of $2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

**PURCHASE ORDERS** may be issued for purchases $2,500 or more, and for Contractors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

**SPO PL CONTRACT NO. 15-04** & **NASPO VALUEPOINT MASTER AGREEMENT NUMBER** (notated on the vendor information page) shall be typed on purchase orders issued against this price list contract**.** For pCard purchases, the SPO PL Contract No. 15-04 and the NASPO ValuePoint Master Agreement Number shall be notated on the appropriate transaction document.

**GENERAL EXCISE TAX.** The Hawaii General Excise Tax (GET) shall not exceed 4.712% for the island of Oahu and 4.166 % for Maui, Kauai and Hawaii. The GET is not applied to shipping or delivery charges.

**PAYMENTS** are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

**VENDOR AND PRODUCT EVALUATION** form, SPO-012, for the purpose of addressing concerns on this price list contract, is available to agencies at the SPO website: http://spo.hawaii.gov. Click on *Forms* on the home page.

**PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET** at the SPO website: http://spo.hawaii.gov. Click on *Price & Vendor List Contracts* on the home page.

## DATA COMMUNICATIONS PRODUCTS & SERVICES CATEGORIES
GO TO PAGE 17 FOR CATEGORIES COVERED BY AUTHORIZED VENDORS

5.2 **Data Communications Services – Requirements**
Products may be used by the states in branch offices, main government offices and data centers, and by overall government data communications providers offering carrier class services.

The scope and context **does not include endpoints such as cell/smart phones, other mobile devices designed exclusively for use by individual users**. It is focused on the equipment and software infrastructure required to support provisioning of a variety of network services within a modern digital network. The user context will vary from branch offices through enterprise and statewide data communication network installations.

5.2.1 **DATA CENTER APPLICATION SERVICES** – Application networking solutions and technologies that enable the successful and secure delivery of applications within data centers to local.

5.2.1.1 **Virtualized Load Balancers** – Virtual devices that act like a reverse proxy to distribute network and/or application traffic across multiple servers to improve the concurrent user capacity and overall reliability of applications. Capabilities should include:

- SSL ( Secure Sockets Layer) Off-loading
- Caching capabilities
- Layer 4 Load Balancing
- Layer 7 Load Balancing
- Detailed Reporting
- Supports multiple load balancers in the same system for multiple groups
- Supports TLS1.2

5.2.1.2 **WAN Optimization** – An appliance utilizing a collection of techniques for increasing data-transfer efficiencies across wide-area networks (WAN). Capabilities should include:

- CIFS (Common Internet File System) acceleration
- Data Compression
- SSL encryption/decryption for acceleration (Optional)
- Layer 4-7 visibility
- Application Specific optimization

5.2.2 **NETWORKING SOFTWARE** – Software that runs on a server and enables the server to manage data, users, groups, security, applications, and other networking functions. The network operating system is designed to allow shared file and printer access among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Networking software capabilities should include:

- Restartable Process
- High availability options
- Targeted operating systems, i.e. DC, campus, core, wan, etc.
- Operating System Efficiencies

5.2.2.1 **Network Management and Automation** – Software products and solutions for data center automation, cloud computing, and IT systems management.

5.2.2.2 **Data Center Management and Automation** – Software products and solutions that capture and automate manual tasks across servers, network, applications and virtualized infrastructure.

5.2.2.3 **Cloud Portal and Automation** – Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources.

5.2.2.4 **Branch Office Management and Automation** – Software products and solutions for management of branch offices. Capabilities include remote troubleshooting, device solutions for management of branch offices. Capabilities include remote troubleshooting, device management, WAN performance monitoring.

5.2.3 **NETWORK OPTIMIZATION AND ACCELERATION** – Devices and tools for increasing data-transfer efficiencies across wide-area networks.

5.2.3.1 **Dynamic Load Balancing** – An appliance that performs a series of checks and calculations to determine which server can best service each client request in order to select the server that can successfully fulfill the client request and do so in the shortest amount of time without overloading either the server or the server farm as a whole.

5.2.3.2 **WAN Acceleration** – Appliance that optimizes bandwidth to improve the end user's experience on a wide area network (WAN). Capabilities should include:

- CIFS acceleration
- Data Compression
- SSL encryption/decryption for acceleration (Optional)
- Layer 4-7 visibility
- Application Specific optimization

5.2.3.3 **High Availability and Redundancy** – Limits any disruption to network uptime should an appliance face unforeseen performance issues. Transparently redistributes workloads to surviving cluster appliances without impacting communication throughout the cluster.

5.2.4 **OPTICAL NETWORKING** – High capacity networks based on optical technology andcomponents that provide routing, grooming, and restoration at the wavelength level as well as wavelength based services.

5.2.4.1 **Core DWDM (Dense wavelength Division Multiplexing) Switches** – Switches used in systems designed for long haul and ultra long-haul optical networking applications.

5.2.4.2 **Edge Optical Switches** – Provide entry points into the enterprise or service provider core networks.

5.2.4.3 **Optical Network Management** – Provides capabilities to manage the optical network and allows operators to execute end-to-end circuit creation.

5.2.4.4 **IP over DWDM (IPoDWDM)** – A device utilized to integrate IP Routers and Switches in the OTN (Optical Transport Network).

5.2.5 **ROUTERS** – A device that forwards data packets along networks. A router is connected to at least two networks, commonly two LANs or WANs or a LAN and ISP's network.

Routers are located at gateways, the places where two or more networks connect, and are the critical device that keeps data flowing between networks and keep the networks connected to the Internet.

5.2.5.1 **Branch Routers** – A multiservice router typically used in branch offices or locations with limited number of users and supports flexible configurations/feature. For example: security, VoIP, wan acceleration, etc.

5.2.5.2 **Network Edge Routers** – A specialized router residing at the edge or boundary of a network. This router ensures the connectivity of its network with external networks, a wide area network or the Internet. An edge router uses an External Border Gateway Protocol, which is used extensively over the Internet to provide connectivity with remote networks.

5.2.5.3 **Core Routers** – High performance, high speed, low latency routers that enable Enterprises to deliver a suite of data, voice and video services to enable next-generation applications such as IPTV and Video on Demand (VoD), and Software as a Service (SaaS).

5.2.5.4 **Service Aggregation Routers** – Provides multiservice adaptation, aggregation and routing for Ethernet and IP/MPLS networks to enable service providers and enterprise edge networks simultaneously host resource-intensive integrated data, voice and video business and consumer services.

5.2.5.5 **Carrier Ethernet Routers** – High performance routers that enable service providers to deliver a suite of data, voice, and video services to enable next-generation applications such as IPTV, Video on Demand (VoD), and Software as a Service (SAAS).

5.2.6 **SECURITY**

5.2.6.1 **Data Center and Virtualization Security Products and Appliances** – Products designed to protect high-value data and data center resources with threat defense and policy control.

5.2.6.2 **Intrusion Detection/Protection and Firewall Appliances** – Provide comprehensive inline network firewall security from worms. Trojans, spyware, and Firewall Appliances should provide:

- Non-disruptive in-line bump-in-the-wire configuration
- Standard first-generation firewall capabilities, e.g. network address translation (NAT), stated protocol inspection (SPI) and virtual private networking (VPN), etc.
- Application awareness, full stack visibility and granular control
- Capability to incorporate information from outside the firewall, e.g. directory-based policy, blacklists, white lists, etc.
- Upgrade path to include future information feeds and security threats
- SSL decryption to enable identifying undesirable encrypted applications (Optional)

5.2.6.3 **Logging Appliances and Analysis Tools** – Solutions utilized to collect, classify, analyze, and securely store log messages.

5.2.6.4 **Secure Edge and Branch Integrated Security Products** – Network security, VPN, and intrusion prevention for branches and the network edge. Products typically consist of appliances or routers.

5.2.6.5 **Secure Mobility Products** – Delivers secure, scalable access to corporate applications across multiple mobile devices.

5.2.6.6 **Encryption Appliances** – A network security device that applies crypto services at the network transfer layer – above the data link level, but below the application level.

5.2.6.7 **On-premise and Cloud-based services for Web and/or Email Security** – Solutions that provide threat protection, data loss prevention, message level encryption, acceptable use and application control capabilities to secure web and email communications.

5.2.6.8 Secure Access – Products that provide secure access to the network for any device, including personally owned mobile devices (laptops, tablets, and smart phones). Capabilities should include:

- Management visibility for device access
- Self-service on-boarding
- Centralized policy enforcement
- Differential access and services
- Device Management

5.2.7 **STORAGE NETWORKING** – High speed network of shared storage devices connecting different types of storage devices with data servers.

5.2.7.1 **Director Class SAN (Storage Area Network) Switches and Modules** – A scalable, high-performance, and protocol-independent designed primarily to fulfill the role of core switch in a core-edge Fibre Channel (FC), FCOE or similar SAN topology. A Fibre Channel director is, by current convention, a switch with at least 128 ports. It does not differ from a switch in core FC protocol functionality. Fibre Channel directors provide the most reliable, scalable, high-performance foundation for private cloud storage and highly virtualized environments.

5.2.7.2 **Fabric and Blade Server Switches** – A Fibre Channel switch is a network switch compatible with the Fibre Channel (FC) protocol. It allows the creation of a Fibre Channel fabric, which is currently the core component of most SAN's. The fabric is a network of Fibre Channel devices, which allows many-to-many communication, device name lookup, security, and redundancy. FC switches implement zoning; a mechanism that disables unwanted traffic between certain fabric nodes.

5.2.7.3 **Enterprise and Data Center SAN and VSAN (Virtual Storage Area Network) Management – Management tools to provisions, monitors, troubleshoot, and administer SANs and VSANs.**

5.2.7.4 **SAN Optimization** – Tools to help optimize and secure SAN performance (ie. Encryption of data-at-rest, data migration, capacity optimization, data reduction, etc.

5.2.8 **SWITCHES** – Layer 2/3 devices that are used to connect segments of a LAN (local area network) or multiple LANs and to filter and forward packets among them.

5.2.8.1 **Campus LAN – Access Switches** – Provides initial connectivity for devices to the network and controls user and workgroup access to internetwork resources. The following are some of the features a campus LAN access switch should support:

- Security
  SSHv2 (Secure Shell Version 2)
  802.1X (Port Based Network Access Control)
  Port Security
  DHCP (Dynamic Host Configuration Protocol) Snooping
- VLANs
- Fast Ehternet/Gigabit Ethernet
- PoE (Power over Ethernet)
- link aggregation
- 10 Gb support
- Port mirroring
- Span Taps
- Support of IPv6 and IPv4
- Standards-based rapid spanning tree
- Netflow Support (Optional)

5.2.8.2 **Campus LAN – Core Switches** – Campus core switches are generally used for the campus backbone and are responsible for transporting large amounts of traffic both reliably and quickly. Core switches should provide:

- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- Security
  i. SSHv2
  ii. MacSec encryption
  iii. Role-Based Access Control Lists (ACL)
- Support of IPv6 and IPv4
- 1/10/40/100 Gbps support
- IGP (Interior Gateway Protocol) routing
- EGP (Exterior Gateway Protocol) routing
- VPLS (Virtual Private LAN Service) Support
- VRRP (Virtual router Reduncancy Protocol) Support
- Netflow Support

5.2.8.3 **Campus Distribution Switches** – Collect the data from all the access layer switches and forward it to the core layer switches. Traffic that is generated at Layer 2 on a switched network needs to be managed, or segmented into Virtual Local Area Network (VLANs). Distribution layer switches provides the inter-VLAN routing functions so that one VLAN can communicate with another on the network. Distribution layer switches provides advanced security policies that can be applied to network traffic using Access Control Lists (ACLs).

- High bandwidth
- Hot swappable power supplies and fans

- Security (SSHv2 and/or 802.1x)
- Support of IPv6 and IPv4
- Jumbo Frames Support
- Dynamic Trunking Protocol (DTP)
- Per-VLAN Rapid Spanning Tree (PVRST+)
- Switch-port auto recovery
- NetFlow Support or equivalent

5.2.8.4 Data Center Switches – Data center switches, or Layer 2/3 switches, switch all packets in the data center by switching or routing good ones to their final destinations, and discard unwanted traffic using Access Control Lists (ACLs), all at Gigabit and 10 Gigabit speeds. High availability and modularity differentiates a typical Layer 2/3 switch from a data center switch. Capabilities should include:

- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- Ultra-low latency through wire-speed ports with nanosecond port-to-port latency and hardware-based Inter-Switch (ISL) trunking
- Plug and Play Fabric formation that allows a new switch that joins the fabric to automatically become a member
- Ability to remotely disable and enable individual ports
- Load balancing across Trunk group able to use packet based load balancing schen
- Bridging of Fibre Channel SANs and Ethernet fabrics
- Jumbo Frame Support

5.2.8.5 **Software Defined Networks (SDN) – Virualized Switches and Routers** – Technology utilized to support software manipulate of hardware for specific use cases.

5.2.8.6 **Software Defined Networks (SDN)** – Controllers – is an application in software-defined networking (SDN) that manages flow control to enable intelligent networking. SDN controllers are based on protocols, such as OpenFlow, that allow servers to tell switches where to send packets. The SDN controller lies between network devices at one end and applications at the other end. Any communications between applications and devices have to go through the controller. The controller uses multiple routing protocols including OpenFlow to configure network devices and choose the optimal path for application traffic.

5.2.8.7 Carrier Aggregation Switches – Central aggregation switches route traffic in addition to bridging (transmitted) Layer 2/Ethernet traffic. Carrier aggregation switches major characteristics are:

- Designed for video and other high bandwidth applications
- Supports a variety of interface types, especially those commonly used by Service Providers
- Capabilities include:
    - Redundant Processors
    - Redundant Power
    - IPv4 and IPv6 unicast and multicast
    - High bandwidth
    - Low latency
    - Layer 2 functionality

i. Per VLAN Spanning Tree
ii. Rapid Spanning Tree
iii. VLAN IDs up to 4096
iv. Layer 2 Class of Service (IEEE 802.1p)
v. Link Aggregation Control Protocol (LACP)
vi. QinQ (IEEE 802.1ad)

- Hot swappable power supplies and fans
- MPLS (Multiprotocol Label Switching)
- BGP (Border Gateway Protocol)
- Software router virtualization and/or multiple routing tables
- Policy based routing

5.2.8.8 Carrier Ethernet Access Switches – A carrier Ethernet access switch can connect directly to the customer directly to the customer to be utilized as a network interface on the service side to provide layer 2 services.

- Hot-swappable and field-replaceable integrated power supply and fan tray
- AC or DC power supply with DC input ranging from 18V to 32 VDC and 36V to 72 VDC
- Support for dying gasp on loss of power
- Line rate performance with a minimum of 62-million packets per second (MPPS) forwarding rate
- Support for a variety of small form factor pluggable transceiver (SFP and SFP+) with support for Device Object Model (DOM)
- Timing services for a converged access network to support mobile solutions, including Radio Access Network (RAN) applications
- Support for Synchronous Ethernet (SyncE) services
- Supports Hierarchical Quality of Service (H-QoS) to provide granular traffic-shaping policies
- Ethernet and console port for manageability
- SD flash card slot for additional external storage
- Stratum 3 network clock
- Supports Resilient Ethernet Protocol REP/G.8032 for rapid layer-two convergence

5.2.9 **WIRELESS** – Provides connectivity to wireless devices within a limited geographic area. System capabilities should include:

- Redundancy and automatic failover
- IPv6 compatibility
- NTP Support

5.2.9.1 **Access Points** – A wireless Access Point (AP) is a device that allows wireless devices to connect to a wired network using Wi-Fi, or related standards. Capabilities should include:

- 802.11a/b/g/n
- 802.11n
- 802.11ac
- Capable of controller discovery method via DHCP (onsite controller or offsite through Cloud Architecture)
- UL2043 plenum rated for safe mounting in a variety of indoor environments
- Support AES-CCMP (128-bit)
- Provides real-time wireless intrusion monitoring and detection

5.2.9.2 **Outdoor Wireless Access Points** – Outdoor APs are rugged, with a metal cover and a DIN rail or other type of mount. During operations they can tolerate a wide temperature range, high humidity and exposure to water, dust, and oil. Capabilities include:

- Flexible Deployment Options
- Capable of controller discovery method via DHCP (onsite controller or offsite through Cloud Architecture)

5.2.9.3 **Wireless LAN Controllers** – An onsite or offsite solution utilized to manage light-weight access points in large quantities by the network administrator or configuration of wireless access-points. Capabilities should include:

- Ability to monitor and mitigate RF interference/self-heal
- Support seamless roaming from AP to AP without requiring re-authentication
- Support configurable access control lists to filter traffic and denying wireless peer to peer traffic
- Policy management of users and devices provides ability to de-authorize or deny devices without denying the credentials of the user, nor disrupting other AP traffic

5.2.9.4 **Wireless LAN Network Services and Management** – Enables network administrators to quickly plan, configure and deploy a wireless network, as well as provide additional WLAN services. Some examples include wireless security, asset tracking, and location services. Capabilities include:

- Provide for redundancy and automatic failover
- Historical trend and real time performance reporting is supported
- Management access to wireless network components is secured
- SNMPv3 enabled
- RFC 1213 compliant
- Automatically discovered wireless network components
- Capability to alert for outages and utilization threshold exceptions
- Capability to support Apple's Bonjour Protocol/mDNS
- QoS/Application identification capability

5.2.9.5 **Cloud based service for Access Points** – Cloud based management of campus-wide WiFi deployments and distribution

- Zero-touch access point provisioning
- Network-wide visibility and control
- RF optimization
- Firmware updates

5.2.9.6 **Bring Your Own Device (BYOD)** – Mobile Data Management (MDM) technology utilized to allow employees to bring personally mobile devices (laptops, tablets, and smart phones) to their workplace, and use those devices to access priviledged government information and applications in a secure manner, Capabilities should include:

- Ability to apply corporate policy to new devices accessing the networking resources, whether wired or wireless
- Provide user and devices authentication to the network
- Provide secure remote access capability
- Support 802.1x
- Network optimization for performance, scalability, and user experience.

5.3.0 **UNIFIED COMMUNICATIONS (UC)** – A set of products that provides a consistent unified user interface and user experience across multiple devices and media types. Unified Communications that is able to provide services such as session management, voice, video, messaging, mobility, and web conferencing. It can provide the foundation for advanced unified communications capabilities of IM and presence-based services and extends telephony features and capabilities to packet telephony network devices such as IP phones, media processing devices, Voice over IP (VoIP) gateways, and multimedia applications. Additional services, such as unified messaging, multimedia conferencing, collaborative contact centers, and interactive multimedia response systems, are made possible through open telephony APIs. General UC solutions capabilities should include:

- High Availability for Call Processing
- Hardware Platform High Availability
- Network Connectivity Availbility
- Call Processing Redundancy

5.3.0.1 **IP Telephony** – Solutions utilized to provide the delivery of the telephone include:

- Support for analog, digitals, and IP endpoints.
- Centralized Management
- Flexibility to configure queue depth and hold time, play unique announcements and Music on Hold (MoH), log in and log out users from a queue and basic queue statistics (from the phone)
- Provide basic hunt group and call queuing capabilities
- E911 Support

5.3.0.2 **Instant messaging/Presence** – Solutions that allow communication over the Internet that offers a quick transmission of text-based messages from sender to receiver. In push mode between two or more people using personal computers or other devices.

5.3.0.3 **Unified messaging** – Integration of different electronic messaging and communications media (e-mail, SMS, Fax, voicemail, video messaging, etc.) technologies into a single interface, accessible from a variety of different devices.

- Ability to access and manage voice messages in a variety of ways, using email inbox, Web browser, desktop client, VoIP phone, or mobile phone
- Visual Voicemail Support (Optional)

5.3.0.4 **Contact Center** – A computer-based system that provides call and contact routing for high-volume telephony transactions, with specialist answering “agent” stations and a sophisticated real-time contact management system. The definition includes all contact center systems that provide inbound contact handling capabilities and automatic contact distribution, combined with a high degree of sophistication in terms of dynamic contact traffic management.

5.3.0.5 **Communications End Points and Applications**

- Attendant Consoles
- IP Phones

5.3.0.6 **UC Network Management**–Provides end-to-end service management for Unified Communications. Capabilities include testing, performance monitoring, configuration management, and business intelligence reporting.

5.3.0.7 **Collaboration** – Voice, video, and web conferencing; messaging; mobile applications; and enterprise social software.

5.3.0.8 **Collaborative Video** – A set of immersive video technologies that enable people to feel or appear as if they were present in a location that they are not physically in. Immersive video consists of a multiple code video system, where each meeting attendee uses an immersive video room to "dial in" and can see/talk to every other member on a screen (or screens) as if they were in the same room and provides call control that enables intelligent video bandwidth management.

5.3.0.8.1 **Content Delivery Systems (CDS)** – A large distributed system of servers deployed in multiple data centers connected by the Internet. The purpose of the content delivery system is to serve content to end-users with high availability and high performance. CDSs serve content over the Internet, including web objects (text, graphics, URLs, and scripts), downloadable objects (media, files, software, documents), applications (e-commerce, portals), live streaming media, on-demand streaming media, and social networks.

5.3.0.8.2 **Physical Security** – Technology utilized to restricting physical access by unauthorized people to controlled facilities.

a. Access control systems
b. Detection/identification systems, such as surveillance systems, closed circuit television cameras, or IP camera networks and the associated monitoring systems.
c. Response systems such as alert systems, desktop monitoring systems, radios, mobile phones, IP phones, and digital signage
d. Building and energy controls

5.3.1 **SERVICES** – For each Category above (5.2.1 – 5.3.0), the following services should be available for procurement as well at the time of product purchase or anytime afterwards.

5.3.1.1 **Maintenance Services** – Capability to provide technical support, hardware coverage, and smart, proactive device diagnostics for hardware.

5.3.1.2 **Professional Services**

- Deployment Services
  - Survey/Design Services – Includes, but not limited to discovery, design, architecture review/validation, and readiness assessment.
  - Implementation Services – Includes, but not limited to basic installation and configuration or-end-to-end integration and deployment.
  - Optimization – Includes, but not limited to, assessing operational environment readiness, identify ways to increase efficiencies throughout the network, and optimize Customer's infrastructure, applications and service management.
- Remote Management Services – Includes, but not limited to, continuous monitoring, incident management, problem management, change management, and utilization and performance reporting that may be on a subscription basis.
- Consulting/Advisory Services – Includes, but not limited to, assessing the availability, reliability, security and performance of Customer's existing solutions.

- Data Communications Architecture Design Services – Developing architectural strategies and roadmaps for transforming Customer's existing network architecture and operations management.
- Statement of Work (SOW) Services – Customer-specific tasks to be accomplished and/or services to be delivered based on Customer's business and technical requirements.

5.3.1.3 **Partner Services** – Provided by Contractor's Authorized Partners/Resellers.

- Subject to Contractor's approval and the certifications held by its Partners/Resellers, many Partners/Resellers can also offer and provide some or all of the Services as listed above at competitive pricing, along with local presence and support. As the prime, Contractor is still ultimately responsible for the performance of its Partners/Resellers. Customer can have the option to purchase Services to be directly delivered by Contractor (OEM) or its certified Partners/Resellers.

5.3.1.4 **Training** – Learning offerings for IT professionals on networking technologies, including but not limited to designing, implementing, operating, configuring, and troubleshooting network systems pertaining to items provided under the master agreement.

# VENDOR NAME AWARDED BY CATEGORY

| VENDOR NAME | CATEGORIES |
|---|---|
| BROCADE | 5.2.1 TO 5.2.3, 5.2.5 TO 5.2.9 |
| CISCO SYSTEMS | 5.2.1 TO 5.3.1.4 |
| DELL MARKETING | 5.2.2, 5.2.3, 5.2.5 TO 5.2.9 |
| EMC CORPORATION | 5.2.2, 5.2.6, 5.2.7 |
| EXTREME NETWORKS, INC. | 5.2.2, 5.2.5, 5.2.6, 5.2.8, 5.2.9 |
| F5 NETWORKS, INC. | 5.2.1, 5.2.2, 5.2.3, 5.2.6 |
| FUJITSU NETWORK | 5.2.4 |
| INFOBLOX | 5.2.2 |
| JUNIPER NETWORKS | 5.2.2, 5.2.4 TO 5.2.6, 5.2.8, 5.2.9 |
| MITEL BUSINESS SYSTEMS, INC. | 5.30 TO 5.3.1.4 |
| PALO ALTO NETWORKS | 5.2.6 |
| SHORETEL | 5.3.0 TO 5.3.1.4 |

## AGENCY INSTRUCTIONS – FOR PRICE QUOTES UNDER $5,000

Agency shall obtain a minimum of one (1) written price quote from an authorized vendor or authorized reseller for expenditures under $5,000.

Agencies shall inform the authorized vendor or authorized reseller for price quotes in reference to the ***NASPO ValuePoint Data Communications Products & Services.***

## AGENCY INSTRUCTIONS – FOR PRICE QUOTES $5,000 OR MORE, SELECT OPTION 1 OR OPTION 2

Agencies shall inform the authorized vendor or authorized reseller for price quotes in reference to the ***WSCA-NASPO Data Communications Products & Services.***

**OPTION 1:** Agency may select a manufacturer and request a minimum of two price quotes from two different authorized resellers. Manufacturer's that have at least two authorized resellers are (Brocade, Cisco, EMC Corporation, Extreme Networks, F5 Networks, Inc., Fujitsu, Infoblox, or Juniper). Award is based on *Consideration of Quotes.*

**OPTION 2:** Agency shall select a minimum of two (2) different authorized vendors or authorized resellers and obtain a minimum of two price quotes. Award is based on *Consideration of Quotes.*

Personnel conducting or participating in utilizing this Price/Vendor List Contract is responsible to complete form SPO-010, *Record of Procurement* when an award is for $5,000 or greater. All non-responsive vendor(s) and related pertinent information to this procurement shall be notated in Part C. The completed and properly signed (personnel with delegated authority) copy of the SPO-010 shall be kept in the procurement/contract file.

***CONSIDERATION OF QUOTES:*** Agencies shall consider all responsive and responsible quotes received. An award shall be made to the vendor(s) offering the lowest price. If the lowest price does not meet the agencies specification requirement, the award may be made to the vendor(s) whose offer represents the best value to the agency. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria in addition to price so that the offer meeting the overall combination that best services the agency is selected. These criteria may include, in addition to others, the total cost of ownership, performance, history of the vendor, quality of goods, services, delivery and proposed technical performance.

**FORM SPO-010**, *Record of Procurement* is available on the SPO website: http://spo.hawaii.gov; click on *Forms* on the SPO homepage.

# CONTRACTORS

# AND

# AUTHORIZED

# RESELLERS

# CONTACT

# INFORMATION

# BROCADE

## CONTRACT NO. AR-214

**For price quotes, contact Brocade's Authorized Resellers. Payments are made to Brocade's Authorized Resellers.**

For questions regarding Brocade contact:

**BROCADE**
Tania Craythorne
Phone: (408) 333-6226
Email: SLEDTeam@Brocade.com

## AUTHORIZED RESELLERS

**CDW Government LLC**
230 N. Milwaukee Ave.
Vernon Hills, IL 60061
Phone: (877) 898-2997
Pat O'Brien, Sales Manager
patobri@cdwg.com

**Hana Industries, Inc.**
841 Bishop Street, Suite 1160
Honolulu, HI 96825
Phone: (808) 522-7278 x29
Cell: (808) 265-0171
Fax: (808) 522-7282
Mike Rawlins, Pacific Region Mgr
mrawlins@hanaindustries.com

**Sirius Computer Solutions**
613 NW Loop
San Antonio Loop, TX 78216
Phone: (210) 369-0617
Phyllis Byrd, Public Sector Mgr
phyllis.byrd@siriuscom.com

**System Optimization & Support**
1188 Bishop Street, Suite 3002
Honolulu, HI 96814
Phone: (808) 523-3072
Thomas Matthews
thomas@sos-hawaii.com

# CISCO SYSTEMS, INC.
## CONTRACT NO. AR233

**For price quotes, contact Cisco Systems, Inc. authorized resellers.**
**Payments are made to Cisco's Authorized Resellers.**

**CISCO SYSTEMS, INC.**
Contact: Dean Motoyama (Contact Mr. Motoyama for Cisco's questions)
Phone: (808) 540-1715 Email: dmotoyam@cisco.com

## AUTHORIZED RESELLERS

**CDW Government LLC**
Contact: Jumana Dihu
Phone: (312) 547-2495
75 Remiittance Dr. Ste 1515 Chicago, IL 60675
Email: pjumdihu@cdw.com

**Hawaiian Telcom, Inc.**
Contact: Leslee Ellenson
Phone: (808) 546-3113
PO Box 30760, Honolulu, HI 96820
Email: leslee.ellenson@hawaiiantel.com

**En Pointe Technologies Sales, LLC.**
Contact: Imran Yunus
Phone: (310) 337-5908
PO Box 514429, Los Angeles, CA 90051
Email: iyunus@enpointe.com

**Sirius Computer Solutions, Inc.**
Contact: Phyllis Byrd
Phone: (210) 369-0617
10100 Reunion Pl. Ste 500, San Antonio, TX 78216
Email: phyllis.byrd@siriuscom.com

**International Business Machines Corporation**
Contact: Dave Johnson
Phone: (808) 597-9406
1240 Ala Moana Blvd. Honolulu, HI 96814
Email: davej@us.ibm.com

**Iron Bow Technologies, LLC**
Contact: Jason Halsey
Phone: (808) 478-2019
PNC Bank NA PO Box 82674, Philadelphia, PA 19182
Email: jason.halsey@ironbow.com

**Presidio Networked Solutions Group, LLC**
Contact: Rick Howard
Phone: (503) 594-0364
PO Box 67738, Dallas, TX 75267
Email: rhoward@presidio.com

**Century Computers, Inc. dba Pacxa**
Contact: Roanne Abe
Phone: (808) 791-5932
PO Box 3347, Honolulu, HI 96801
Email: roanne.abe@pacxa.com

**Referentia Systems Incorporated**
Contact: Faith W. Ka'upu
Phone: (808) 840-8525
155 Kapahulu Pl Ste 200, Honolulu, HI 96819
Email: fkaupu@referentia.com

**Prosis Hawaii, LLC**
Contact: Jerry Denton
Phone: (808) 457-3071
45-955 Kam Hwy #404,Kaneohe, HI 96744
Email: jerry.denton@prosishawaii.com

**World Wide Technology, Inc.**
Contact: Eric Selter
Phone: (808) 599-7021
60 Weldon Pwy Maryland Heights, MO 63043
Email: dante.smith@wwt.com

**Communication Consulting Services, Inc.**
Contact: Ted Salmon
Phone: (808) 842-7800
1605 Colburn St. Honolulu, HI 96817
Email: tsalmon@ccsi-solutions.com

**Pacific Technology Solutions, LLC**
Contact: Michael Hirai
Phone: (808) 848-0000
2100 N. Nimitz Hwy, Honolulu, HI 96819
Email: mhirai@network2000-hi.com

# DELL MARKETING LP
## Master Price Agreement Number AR602

**http://www.dell.com/learn/us/en/84/slg/slg-wsca-naspo-contracts/**

**Payment Address:**

**Dell Marketing L.P.**
**c/o Dell USA L.P.**
**P.O. Box 910916**
**Pasadena, CA. 91110-0916**
**Vendor Code: 231746-11**

**To place an order online – go to www.dell.com/quote.**

For questions regarding purchase order receipt, please call 1-800-981-3355 ext. 724-4109 or email PO_Inquiry@dell.com.

For Price Quotes, Sales and Support questions, please contact your appropriate team below:

**State Departments & C&C of Honolulu**
Jeff Cochran, Account Executive
Phone: (949) 363-2983
Email:jeff_cochran@dell.com

Jessica Johnson, Inside Account Mgr.
Phone: (800) 274-7799 x 5139375
PO Fax#: (866) 501-8291
Email: jessica_johnson@dell.com

**DOE & Neighbor Island Counties**
Kaity Jackson, Account Executive
Phone: (619) 564-1951
Email: kaity_jackson@dell.com

Nicholas Lauck, Inside Account Mgr.
Phone: (512) 513-9099
Email: Nicholas_Lauck@Dell.com

**WSCA Program Contract Manager**
Diane Wigington, Contracts Manager
(512) 728-4805
Email: Diane_Wigington@Dell.com

**State of Hawaii – Post Sales Contract Manager**
Amy Ivy
(512) 723-6201
Amy_Ivy@Dell.com

**Customer Service & Support**
Customer Service
Phone: (800) 274-7799 x4
Website: www.dell.com/support

**Warranty Support**
Phone: (800) 274-7799 x3
Website: www.dell.com/support

# EMC CORPORATION

## CONTRACT NO. AR-620

**For price quotes, contact Mr. Chuck Lott at EMC or Authorized Resellers**

Chuck Lott
(916) 797-6500
Chuck.lott@emc.com

**Purchase Order and Payments are made to:**

EMC Corporation
50 Constitution Blvd.
Franklin, MA 02038

## AUTHORIZED RESELLERS

| **CDW Government, LLC – State & Local Government** | | **Onx USA, LLC** | |
|---|---|---|---|
| Contact: | Pat O'Brien | Contact: | Jennifer Alban |
| Phone: | (887) 898-2997 | Phone: | (678) 557-4714 |
| Email: | patobri@cdwg.com | Email: | jennifer.albanese@onx.com |

| **CDW Government, LLC – Higher Education** | | **Sirius Computer Solutions, Inc.** | |
|---|---|---|---|
| Contact: | Eric Goff | Contact: | Phyllis Byrd |
| Phone: | (312) 705-9101 | Phone: | (210) 369-0617 |
| Email: | ericgof@cdwg.com | Email: | Phyllis.byrd@sirius.com |

| **CDW Government, LLC – K-12** | | **3 Trace DBA Trace 3** | |
|---|---|---|---|
| Contact: | Russell Keene | Contact: | Juan Guevara |
| Phone: | (312) 405-9019 | Phone: | (949) 398-7145 |
| Email: | russkee@cdwg.com | Email: | juan@trace3.com |

| **Iron Bow Technologies, LLC** | | **World Wide Technology, Inc.** | |
|---|---|---|---|
| Contact: | Jason Halsey | Contact: | Eric Selter |
| Phone: | (808) 478-2019 | Phone: | (808) 599-7021 |
| Email: | jason.halsey@ironbow.com | Email: | eric.selter@wwt.com |

# EXTREME NETWORKS, INC.

## CONTRACT NO. AR-1470

**For price quotes, contact Extreme Networks, Inc. or its Authorized Resellers.**

**Payments are made to Extreme Networks, Inc. or to Extreme Networks, Inc. Authorized Resellers.**

For price quotes, contact Michael Swierk at Extreme Networks, Inc. or authorized resellers.

**Extreme Networks, Inc.**
MICHAEL SWIERK
Contract Administrator
Phone: (603) 952-5221
Cell: (978) 884-4015
Email: mswierk@extremenetworks.com

**AUTHORIZED RESELLERS**

**EOH Enterprises, LLC dba Envision Networked Solutions**
Contact: Warren Asada
Phone: (808) 547-2516
Fax: (808) 540-1116
Email: warren.asada@envisionns.com

**ComTel**
Contact: Susan Shepherd
Phone: (808) 356-0055
Fax: (808) 356-0095
Email: sshepherd@comtelhi.com

# F5 NETWORKS, INC.

## CONTRACT NO. AR-615

**For price quotes, contact F5 Networks, Inc. authorized resellers.**
**Payments are made to F5 Networks, Inc. authorized reseller.**

## AUTHORIZED RESELLERS

**World Wide Technology, Inc.**
Name: Matthew Jenkins
55 Merchant St., Suite 2810
Honolulu, HI 96813
Phone: (808) 599-7052
Email: Matthew.Jenkins@wwt.com

**PACXA:**
Name: Tracy Mills
1000 Bishop Street Suite 701
Honolulu HI 96813
Phone: (808) 791-5973
Email: Tracy.Mills@pacxa.com

**Optiv Security Inc.:**
Name: Jeep Keyser, Senior Director of Strategic Alliances (SLED)
Phone: (480) 201-5656
Email: keyser@optiv.com
www.optiv.com

**Technology Integration Group (TIG):**
Name: Keith Griffin
1221 Kapiolani Blvd. Suite 410
Honolulu HI 96814
Phone: (808) 586-1900 x2705
Fax: (888) 270-5355
Email: contractadmin@tig.com

# FUJITSU NETWORK COMMUNICATIONS

# CONTRACT NO. AR-616

**For price quotes, contact Fujitsu Network Communications Authorized Reseller. Payments are made to Fujitsu's Authorized Reseller.**

## AUTHORIZED RESELLERS

**HAWAIIAN TELCOM SERVICES COMPANY INC.**
P.O. Box 30770
Honolulu, HI 96820-0770
Contact: Alison Shimabukuro
Phone: (808) 546-3034
Fax: (808) 546-8288
Email: alison.shimabukuro@hawaiiantel.com

**COMMUNICATIONS CONSULTING SERVICES, INC.**
1605 Colburn Street
Honolulu, HI 96817
Contact: Gerald Noda
Phone: (808) 842-7800
Fax: (808) 842-0811
Email: gnoda@ccsi-solutions.com

# INFOBLOX, INC.

## CONTRACT NO. AR-619

**For price quotes, contact Infoblox Inc. authorized resellers.**
**Payments are made to Infoblox's authorized resellers**

For questions regarding Infoblox, contact Fernando Gaudy

**Infoblox Inc.**
Fernando Gaudy
SLED Manager
Phone: (916) 294-9874
Email: fgaudy@infoblox.com

## Infoblox Authorized Resellers

**World Wide Technology, Inc.**
Bart Beavers
55 Merchant St.
Honolulu, HI 96813
Phone: (808) 599-7012
Email: bart.beavers@wwt.com

**Hawaiian Telcom**
Alison Shimabukuro
1177 Bishop Street
Honolulu, Hawaii 96813
Phone: (808) 546 3034
Email: alison.shimabukuro@hawaiiantel.com

# JUNIPER NETWORKS (US), INC.

## CONTRACT NO. AR-229

**For price quotes, contact Juniper Networks (US), Inc. Authorized Resellers. Payments are made to Juniper's Authorized Resellers.**

For questions regarding Juniper Networks (US), Inc. contact Roxanne Bieniek.

**JUNIPER NETWORKS (US), INC.**
ROXANNE BIENIEK
Phone: (978) 589-0636
Cell: (603) 312-8350
Manager – Government & Education
Email: rbieniek@juniper.net
Website: www.juniper.net

## AUTHORIZED RESELLERS

**International Business Machines Corporation**
1240 Ala Moana Blvd. Suite 400
Honolulu, HI. 96814
Attention: Steven Sakata, Territory Manager Hawaii & Guam
Phone: (808) 597-9374
Fax: (845) 491-7222
Email: ssakata@us.ibm.com

**TECHNOLOGY INTEGRATION GROUP (TIG)**
1221 Kapiolani Blvd. Suite 410
Honolulu, HI. 96814
Attention: Roland Yee, Account Executive
Phone: (808) 524-6652 x1562
Fax: (808) 536-2845
Email: roland.yee@tig.com

# MITEL BUSINESS SYSTEMS, INC.

## CONTRACT NO. AR-623

**For price quotes, contact Mitel Business Systems, Inc. or its Authorized Reseller: Payments are made to Mitel Business Systems, Inc. or Authorized Reseller.**

For price quote, email Mitel Business Systems, Inc. @ VSG.Quotes@Mitel.com

**Purchase Order Address:**
Mitel Business Systems, Inc.
1146 North Alma School Rd.
Mesa, AZ 85201

**Remit To Address:**
Mitel Business Systems, Inc.
P.O. Box 52688
Phoenix, AZ 85072-2688
Vendor Code: 335790-00

For price quote, contact the authorized reseller below:

## AUTHORIZED RESELLER

**EOH ENTERPRISES, LLC**
960 Mapunapuna Street 3rd Floor
Honolulu, HI. 96819
Attention: Brian Malecek
Phone: (808) 521-3841
Email: brian.malecek@envisionns.com
Vendor Code: 335790-00

# PALO ALTO NETWORKS, INC.

## CONTRACT NO. AR-626

https://www.paloaltonetworks.com/company/how-to-buy/wsca.html

For price quotes, contact Palo Alto Networks Authorized Reseller.
Payments are made to Palo Alto Networks Authorized Reseller.

**PALO ALTO NETWORKS, INC**
Address: 4401 Great America Parkway
Santa Clara, CA 95054
Contact: Vince Massey
Phone: (408) 638-3307
Email: sled@paloaltonetworks.com

**AUTHORIZED RESELLER**

| | |
|---|---|
| **Company Name:** | **Sirius Computer Solutions** |
| **Company Address:** | 900 Fort Street Mall, Suite 32, Honolulu, HI 96813 |
| **Contact Name:** | Steve Sakata & Jason Yoshioka |
| **Contacts Phone Number:** | 808-489-5806 / 808-220-5557 |
| **Fax:** | 808-235-3428 |
| **Contacts Email Address:** | steve.sakata@siriuscom.com / Jason.yoshioka@siriuscom.com |

# SHORTEL, INC.

## CONTRACT NO. AR-627

**For price quotes, contact ShoreTel's Authorized Reseller.**
**Payments are made to ShoreTel's Authorized Reseller.**

## AUTHORIZED RESELLERS

**WAKELIGHT TECHNOLOGIES, INC.**
155 Kapalulu Place, Suite 109
Honolulu, HI 96819-2000
Attention: Don Hess
Phone: (808) 836-9253
Fax: (808) 836-9250
Email: drhess@wakelight.com