



ITM Quote (Open)	
Date Sep 30, 2024 04:51 PM PDT	Expiration Date 05/09/2025
Modified Date Apr 07, 2025 09:58 AM PDT	
Quote # 12831 - rev 2 of 2	
Description Ruckus ICX 8200 Switches with R670 Access Points and 5Y RUCKUS One Professional	
SalesRep Manager, Account (P) (408) 495-5900 (F) 408-739-1101	
Customer Contact Mar, Raymond (P) (510) 215-3041 RaymondM@SanPabloCA.gov	

Customer

City of San Pablo
1000 Gateway Ave.
San Pablo, CA 94806

Shipping Info

Delivery Method: FedEx Ground

Payment Method

Terms: Purchase Order (Net 22 Days)

#	Description	Part #	Tax	List Price	% off	Qty	Unit Price	Total
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CMAS: 3-24-09-1065 valid through 09/26/2029

Ruckus ICX 8200 Switches with 5Y RUCKUS One Professional

1	Ruckus ICX 8200 Switch - L3 - managed - 32 x 10/100/1000 (PoE+) + 16 x 10/100/1000/2500 (PoE++) - front to back airflow - rack-mountable - PoE++ (1480 W)	ICX8200-48ZP2-E2	Yes	\$11,800.00	70.79%	14	\$3,446.84	\$48,255.76
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Note: The ICX8200-48ZP2-E2 is an entry-level, high-performance Ethernet switch designed to support robust networking in city environments. It is engineered to handle the demands of urban infrastructure, including public Wi-Fi, smart city applications, and municipal services.

Key Features:

- 48 Multigigabit PoE Ports: Provides Power over Ethernet (PoE) to all ports, supporting a wide range of devices such as access points, cameras, and sensors.
- Dual Power Supply: Ensures redundancy and reliability, critical for maintaining continuous network operations in city environments.
- Advanced Security: Offers robust security features to protect sensitive data and ensure compliance with municipal regulations.
- Scalability: Supports network growth and expansion, accommodating the increasing demand for connectivity in urban areas.

Benefits for City Environments:

- Enhanced Connectivity: Delivers reliable and high-speed connectivity, essential for public Wi-Fi and smart city applications.
- Resilient Infrastructure: Dual power supplies and advanced security features ensure a resilient and secure network infrastructure.
- Cost-Effective Management: Simplifies network administration, reducing operational costs and allowing city IT staff to focus on strategic initiatives.
- Conclusion: The ICX8200-48ZP2-E2 is an ideal solution for city environments looking to enhance their network infrastructure. It offers the performance, security, and scalability needed to support modern urban applications and services.

2	RUCKUS One Professional Subscription license (5 years) - 1 access point/switch device - hosted - for end customers	CLD-PROF-APSW-REC5	No	\$945.00	68.11%	14	\$301.40	\$4,219.60
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Note: RUCKUS One is an AI-driven network assurance and business intelligence platform that enables you to easily manage a converged multi-access public and private enterprise network, make better business decisions, and deliver exceptional user experiences. With flexible subscription, flexible deployment models, RUCKUS One enables you to deploy future-proof networks simply, reliably, securely, and at cloud scale.

RUCKUS One takes the complexity out of deploying and managing your multi-access public and private enterprise network. (Wi-Fi and wired). Intuitive, intent-based workflows enable expedited provisioning, management, and control of multiple access networks across multiple sites via a single pane of glass. Configure once, deploy everywhere model makes it simple and intuitive to provision and manage your network with speed and accuracy. Native mobile app lets you provision, manage, and monitor the whole network from anywhere, anytime.

Subtotal \$52,475.36

Ruckus Indoor Wireless Access Point WiFi 7 with 5Y RUCKUS One Professional

3	Ruckus R670 Indoor Wireless Access Point WiFi 7 Tri Band / Supports 6 spatial streams (2x2:2 in 2.4GHz, 5GHz and 6GHz or 2x2:2 in 2.4GHz and 4x4:4 in 5GHz in dual band mode)	901-R670- US00	Yes	\$2,195.00	69.08%	23	\$678.72	\$15,610.56
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Note: The R670 expands the reach of Wi-Fi 7 and addresses the needs of every day deployments, in guest rooms, classrooms, hotel rooms and lobby. It supports data intensive streaming like 4K/8K video transmissions, while latency voice and data with stringent quality-of-service requirements.

The RUCKUS R670 is a high-performance Wi-Fi 7, tri-band concurrent indoor AP that delivers 6 spatial streams (2x2:2 in 2.4GHz, 5GHz and 6GHz or 2x2:2 in 2.4GHz and 4x4:4 in 5GHz in dual band mode) It delivers industry-leading performance environments with a combined data rate of 9.34 Gbps.

Furthermore, a 5 Gbps Ethernet port eliminates wired backhaul for full use of available Wi-Fi capacity. Wireless requirements within enterprises are expanding beyond Wi-Fi. The R670 has one built-in IoT radio offering onboard BLE or Zigbee The R670 is a converged access point that allows customers to seamlessly integrate any new wireless technologies with the USB port.

4	RUCKUS One Professional Subscription license (5 years) - 1 access point/switch device - hosted - for end customers	CLD-PROF- APSW- REC5	No	\$945.00	68.11%	23	\$301.40	\$6,932.20
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RUCKUS One takes the complexity out of deploying and managing your multi-access public and private enterprise network. (Wi-Fi and wired). Intuitive, intent-based workflows enable expedited provisioning, management, and control of multiple access networks across multiple sites via a single pane of glass. Configure once, deploy everywhere model makes it simple and intuitive to provision and manage your network with speed and accuracy. Native mobile app lets you provision, manage, and monitor the whole network from anywhere, anytime.

Subtotal \$22,542.76

Quote Approved & Terms Accepted by:

Name: _____

Title: _____

Signature: _____

Date: _____

P.O. Number: _____

Fax to: (888) 506-0606

Subtotal: \$75,018.12

Tax (9.5000%): \$6,067.30

Shipping: \$0.00

Multiple Award Schedule Contract Transaction, IFF

& Administration Fees*: \$0.00

Total: \$81,085.42

(List Price: \$250,650.00)

Sales Associates

Preparer: Manager, Account

E-mail: sled@itm.cx.com

Phone: (408) 495-5900

Account Manager: ITM.CX, Account Manager

E-mail: AM@ITMCX.com

IT Management Corporation D/B/A ITM.CX – Terms & Conditions of Sale**1. Order Acceptance and Confirmation**

- **Purchase Orders (PO):** All orders require a formal Purchase Order referencing the provided quote number. In the absence of a PO, an authorized representative must sign the quote to proceed.
- **Order Confirmation:** Orders are considered confirmed only upon receipt of an authorized PO or signed quote and are subject to final price validation at the time of manufacturer shipment for its distribution.
- **Change Management:** Any changes to the scope, specifications, or other aspects of the order must follow ITM.CX's Change Management Procedures, which may involve adjustments to pricing, scheduling, and other terms.

2. Payment Terms

- **W-9 Availability:** A current copy of ITM.CX's W-9 form can be downloaded at <https://w9.itmcx.com>
- **Invoicing:** One hundred percent (100%) of charges for hardware, software, support, maintenance, and training are invoiced upon shipment of the order.
- **Payment Due Date:** Payment is due within thirty (22) days from the invoice date (Net 22 terms) unless it has been arranged otherwise.
- **Late Payments:** An interest charge of 1.5% per month will be applied to all past-due accounts, in addition to all costs of collection and reasonable attorneys' fees.
- **Credit Card Payments:** ITM.CX accepts all major credit cards. A convenience fee of 3.5% will be assessed on credit card transactions.
- **Multiple Invoices:** For projects encompassing multiple sales or phases, customers agree to accept multiple invoices reflecting equipment and services delivered.
- **Site Readiness Delays:** In the event of customer-induced delays in site readiness, the customer agrees to accept and pay invoices for equipment and services already received.

3. Taxes and Tax Exemption

- **Sales Tax:** All items sold and shipped to destinations are subject to applicable sales tax, calculated based on the total selling price, including

shipping and handling charges where applicable at the time of the invoice.

- **Tax Exemption:** Customers claiming tax-exempt status must present a valid Tax Exemption Certificate at the time of order. Failure to provide such documentation will result in the application of all relevant taxes, which the customer agrees to pay.

4. Shipping and Delivery

- **Shipping Method:** Hardware and software will be shipped via ground service unless otherwise specified by the customer.
- **FOB Origin:** Shipments are made FOB Origin; therefore, title and risk of loss pass to the customer upon shipment.
- **Special Shipping Requirements:** Any special shipping requirements, such as inside delivery or lift-gate service, must be clearly stated on the Purchase Order and may incur additional fees.
- **Shipping Charges:** Shipping charges provided in quotes are estimates. Actual shipping charges will be invoiced, and the customer agrees to pay these charges.
- **Inspection Upon Delivery:** Customers are required to inspect all shipments upon delivery. Any damages or discrepancies must be reported to ITM.CX within 24 hours of receipt.

5. Pricing Volatility and Tariff Disclaimer

Due to current economic conditions, including fluctuations in tariffs, supply chain disruptions, and manufacturer pricing adjustments, ITM.CX cannot guarantee product pricing for more than seven (7) days from the date of the quote. While service and labor pricing for U.S.-based personnel may remain stable, hardware and third-party product prices are subject to change until shipment from the manufacturer or distributor. As a result, the quote expiration only reflects items that are within ITM.CX controls and does not include hardware and products manufactured by others since they can change their price at any time.

Recommendation: Customers are advised to include a 10–15% contingency in their purchase orders and budgets to accommodate potential price increases due to pricing volatility and tariffs. This will allow them to cover all or a portion of the cost increase.

ITM.CX shall not be held liable for product cost changes resulting from unforeseen circumstances, including but not limited to tariffs and other elements beyond our control.

6. Returns and Restocking Fees

- **Return Policy:** Returns are subject to ITM.CX's discretion and the manufacturer's return policies.
- **Return Conditions:** To be eligible for return, merchandise must be in unopened, original packaging.
- **Restocking Fee:** Approved returns may be subject to a restocking fee of 15% of the purchase price.
- **Return Authorization:** All returns require a valid Return Merchandise Authorization (RMA) number issued by ITM.CX.
- **Timeframe:** Return requests must be made within fifteen (15) days of receipt of the merchandise.

7. Warranty

- **Manufacturer's Warranty:** All products are covered under the original manufacturer's warranty. ITM.CX does not provide additional warranties unless explicitly stated.
- **Disclaimer:** ITM.CX disclaims all other warranties, express or implied, including but not limited to implied warranties of merchantability and fitness for a particular purpose.
- **Limitation of Liability:** ITM.CX shall not be liable for any indirect, incidental, or consequential damages arising from the use of any products or services provided.

8. Confidentiality

- **Obligation:** The customer agrees to treat all confidential information provided by ITM.CX as proprietary and confidential, both during and after the term of engagement.
- **Definition:** Confidential information includes, but is not limited to, documentation, financials, marketing materials, sales data, work estimates, and quotations.
- **Use Limitation:** The customer agrees to use confidential information solely for the purpose of fulfilling obligations under this agreement and will not disclose such information to any third party without prior written consent from ITM.CX.

9. No-Hire Provision

- **Non-Solicitation:** During the term of any project engagement with ITM.CX, and for a period of **twelve (12) months** following the completion or termination of said engagement, the customer agrees **not to directly or indirectly solicit, recruit, hire, or retain** (in any capacity—employee, contractor, or consultant) any personnel of ITM.CX who are currently or were previously assigned to the project.
- **Purpose:** This provision is intended to protect the investment ITM.CX makes in recruiting, training, and retaining its personnel, and to prevent disruption to its business operations.
- **Breach Consequences:** Any violation of this provision may subject the customer to a **liquidated damages fee** equivalent to **50% of the annualized compensation** of the employee or contractor solicited or hired, as a reasonable estimate of the resulting harm.

10. Force Majeure

ITM.CX shall not be liable for any failure or delay in performance due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, war, terrorism, labor disputes, supply chain disruptions, government actions, or other unforeseen events. In such cases, ITM.CX shall be entitled to a reasonable extension of time to fulfill its obligations.

11. Governing Law

These Terms and Conditions, and any disputes arising out of or related to the products or services provided by ITM.CX, shall be governed by and construed in accordance with the **laws of the State of California**, without regard to conflict of law principles.

12. Entire Agreement

These Terms & Conditions, along with any mutually executed Purchase Orders, Statements of Work (SOW), or Quotes, represent the **entire agreement** between the parties and supersede all prior discussions, communications, or agreements, whether written or oral.

For the most current version of our Terms & Conditions, please visit:
<https://itm.cx/products-terms-conditions/>

