

Copper State Communications Price Quotation for:

City of Glendale - Community Housing - Migration to ShoreTel

Date

10/16/2014

Pricing Based on Glendale Telecommunications Contract #C-8103 6/26/2012

Labor operations per the signed Scope of Work

Hardware & Software Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1	SHO-10260	ShoreGear 90	\$ 2,995.00	\$ 2,995.00	23%	\$ 2,306.15	\$ 2,306.15
1	SHO-10322	ShoreGear T1k	\$ 3,495.00	\$ 3,495.00	23%	\$ 2,691.15	\$ 2,691.15
22	SHO-10496	ShorePhone IP480 - Black	\$ 299.00	\$ 6,578.00	23%	\$ 230.23	\$ 5,065.06
24	SHO-10269	ShoreTel 10/100/1000 Power Adapter	\$ 35.00	\$ 840.00	23%	\$ 26.95	\$ 646.80
2	SHO-10495	ShorePhone IP420 - Black	\$ 189.00	\$ 378.00	23%	\$ 145.53	\$ 291.06
22	SHO-30035	Extension & Mailbox License for ShoreTel	\$ 200.00	\$ 4,400.00	23%	\$ 154.00	\$ 3,388.00
2	SHO-30039	Extension Only License for ShoreTel	\$ 140.00	\$ 280.00	23%	\$ 107.80	\$ 215.60
1	SHO-30044	Additional Site License	\$ 495.00	\$ 495.00	23%	\$ 381.15	\$ 381.15
24	SHO-40005	Personal Access License	\$ -	\$ -		\$ -	\$ -
1	SHO-10223	ShoreGear Rack Mount Tray Gen4	\$ 95.00	\$ 95.00	23%	\$ 73.15	\$ 73.15
		Call Recording Solution	\$ -	\$ -		\$ -	\$ -
1	CTI-TMENT-SOF	OAISYS Talkument Small Office System (record up to 20-users)	\$ 5,500.00	\$ 5,500.00		\$ 5,500.00	\$ 5,500.00
1	CTI-TMENT-2003/8	OAISYS Tracer/Talkument Windows Server OS	\$ 2,235.00	\$ 2,235.00	0%	\$ 2,235.00	\$ 2,235.00
1	CTI-TMENT-DSOF	Diamond Support for Talkument Small Office	\$ 600.00	\$ 600.00		\$ 600.00	\$ 600.00
1	CTI-OAISYS-SUST	Oaisys Pre-Configuration Remote Installation Service	\$ 1,200.00	\$ 1,200.00		\$ 1,200.00	\$ 1,200.00
1	CTI-OAISYS-SUAD	Oaisys Advanced Support Service Units	\$ 267.00	\$ 267.00		\$ 267.00	\$ 267.00
			\$ -	\$ -		\$ -	\$ -
Sub-Total Host Hardware/Software MSRP				\$ 26,363.00		Sub-Total Sell Price	\$ 24,860.12

Project Labor Hours

Hours / Miles	Labor			
24	Telecom Labor	Regular Hours	\$ 95.00	\$ 2,280.00
6	Advanced Applications/PBX	Regular Hours (Call Recording Application Integration)	\$ 120.00	\$ 720.00
	Travel - based on 55.5c/mile		Enter Miles	\$ -
Sub-Total Labor Price				\$ 3,000.00

Copper State Communications Warranty

1 Year 5.65% of Total Hardware/Software MSRP & Fixed Price - Annually

\$ 1,495.16

1 Year 2.75% of Support MSRP - Annually

\$ 33.83

Support Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1230	SHO-94111	ShoreCare Partner Support - No Phones	\$ 1.00	\$ 1,230.00	9%	\$ 0.91	\$ 1,119.30
			\$ -	\$ -		\$ -	\$ -
				\$ 1,230.00		Sub-Total Sell Price	\$ 1,119.30

Fixed Price Items

(First year parts warranty is included in purchase price)

Qty	Product #	Description:	Unit Sell Price	Extended Sell Price
		Customer to provide power conditioning and battery backup		\$ -
1	MohaveMisc3	Misc. Installation Materials	\$ 100.00	\$ 100.00
				\$ 100.00

Project Total Pricing

Host Hardware/Software Sell Price	\$ 24,860.12
Labor Price	\$ 3,000.00
CSC Hardware/Software Warranty	\$ 1,495.16
CSC Support Warranty	\$ 33.83
Product Support	\$ 1,119.30
Fixed Price Equipment and Services	\$ 100.00
Sub-Total Project (Parts, Labor, Warranty)	\$ 30,608.41
Sales Tax (based on City of Origin)	9.30% \$ 2,425.39
Total Project - Customer NET	8.30% \$ 33,033.80
(First year parts warranty is included in purchase price)	

Copper State Communications Price Quotation for:

City of Glendale - Aquatic Center - Migration to ShoreTel

Date

10/16/2014

Pricing Based on Glendale Telecommunications Contract #C-8103 6/26/2012

Labor operations per the signed Scope of Work

Hardware & Software Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1	SHO-10260	ShoreGear 90	\$ 2,995.00	\$ 2,995.00	23%	\$ 2,306.15	\$ 2,306.15
1	SHO-10322	ShoreGear T1k	\$ 3,495.00	\$ 3,495.00	23%	\$ 2,691.15	\$ 2,691.15
32	SHO-10496	ShorePhone IP480 - Black	\$ 299.00	\$ 9,568.00	23%	\$ 230.23	\$ 7,367.36
22	SHO-30035	Extension & Mailbox License for ShoreTel	\$ 200.00	\$ 4,400.00	23%	\$ 154.00	\$ 3,388.00
14	SHO-30039	Extension Only License for ShoreTel	\$ 140.00	\$ 1,960.00	23%	\$ 107.80	\$ 1,509.20
1	SHO-30044	Additional Site License	\$ 495.00	\$ 495.00	23%	\$ 381.15	\$ 381.15
36	SHO-40005	Personal Access License	\$ -	\$ -		\$ -	\$ -
1	SHO-60047	Analog Harmonica and Telco cable (FF)	\$ 99.00	\$ 99.00	23%	\$ 76.23	\$ 76.23
1	SHO-10223	ShoreGear Rack Mount Tray Gen4	\$ 95.00	\$ 95.00	23%	\$ 73.15	\$ 73.15
34	SHO-10269	ShoreTel 10/100/1000 Power Adapter	\$ 35.00	\$ 1,190.00	23%	\$ 26.95	\$ 916.30
Sub-Total Host Hardware/Software MSRP				\$ 21,302.00		Sub-Total Sell Price	\$ 18,708.69

Project Labor Hours

Hours / Miles	Labor		
36	Telecom Labor	Regular Hours	\$ 95.00
	Telecom Labor	O/T Hours	\$ 142.50
	Travel - based on 55.5c/mile	Enter Miles	\$ -
Sub-Total Labor Price			\$ 3,420.00

Copper State Communications Warranty

1 Year 5.65% of Total Hardware/Software MSRP & Fixed Price - Annually

\$ 1,209.21

1 Year 2.75% of Support MSRP - Annually

\$ 38.69

Support Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1407	SHO-94111	ShoreCare Partner Support - No Phones	\$ 1.00	\$ 1,407.00	9%	\$ 0.91	\$ 1,280.37
			\$ -	\$ -		\$ -	\$ -
				\$ 1,407.00		Sub-Total Sell Price	\$ 1,280.37

Fixed Price Items

(First year parts warranty is included in purchase price)

Qty	Product #	Description:	Unit Sell Price	Extended Sell Price
		Customer to provide power conditioning and battery backup		\$ -
1	MohaveMisc3	Misc. Installation Materials	\$ 100.00	\$ 100.00
				\$ 100.00

Project Total Pricing

Host Hardware/Software Sell Price	\$ 18,708.69
Labor Price	\$ 3,420.00
CSC Hardware/Software Warranty	\$ 1,209.21
CSC Support Warranty	\$ 38.69
Product Support	\$ 1,280.37
Fixed Price Equipment and Services	\$ 100.00
Sub-Total Project (Parts, Labor, Warranty)	\$ 24,756.96
Sales Tax (based on City of Origin)	8.30% \$ 1,667.39
Total Project - Customer NET	\$ 26,424.35
(First year parts warranty is included in purchase price)	

Copper State Communications Price Quotation for:

City of Glendale - Media Center - Migration to ShoreTel

Date

10/16/2014

Pricing Based on Glendale Telecommunications Contract #C-8103 6/26/2012

Labor operations per the signed Scope of Work

Hardware & Software Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1	SHO-10260	ShoreGear 90	\$ 2,995.00	\$ 2,995.00	23%	\$ 2,306.15	\$ 2,306.15
1	SHO-10322	ShoreGear T1k	\$ 3,495.00	\$ 3,495.00	23%	\$ 2,691.15	\$ 2,691.15
37	SHO-10496	ShorePhone IP480 - Black	\$ 299.00	\$ 11,063.00	23%	\$ 230.23	\$ 8,518.51
38	SHO-10269	ShoreTel 10/100/1000 Power Adapter	\$ 35.00	\$ 1,330.00	23%	\$ 26.95	\$ 1,024.10
36	SHO-30035	Extension & Mailbox License for ShoreTel	\$ 200.00	\$ 7,200.00	23%	\$ 154.00	\$ 5,544.00
6	SHO-30039	Extension Only License for ShoreTel	\$ 140.00	\$ 840.00	23%	\$ 107.80	\$ 646.80
1	SHO-30044	Additional Site License	\$ 495.00	\$ 495.00	23%	\$ 381.15	\$ 381.15
42	SHO-40005	Personal Access License	\$ -	\$ -		\$ -	\$ -
1	SHO-60047	Analog Harmonica and Telco cable (FF)	\$ 99.00	\$ 99.00	23%	\$ 76.23	\$ 76.23
1	SHO-10223	ShoreGear Rack Mount Tray Gen4	\$ 95.00	\$ 95.00	23%	\$ 73.15	\$ 73.15
1	SHO-10368	ShorePhone IP655	\$ 695.00	\$ 695.00	23%	\$ 535.15	\$ 535.15
Sub-Total Host Hardware/Software MSRP				\$ 25,312.00		Sub-Total Sell Price	\$ 21,796.39

Project Labor Hours

Hours / Miles	Labor			
42	Telecom Labor	Regular Hours	\$ 95.00	\$ 3,990.00
	Telecom Labor	O/T Hours	\$ 142.50	\$ -
	Travel - based on 55.5c/mile		Enter Miles	\$ -
Sub-Total Labor Price				\$ 3,990.00

Copper State Communications Warranty

1 Year 5.65% of Total Hardware/Software MSRP & Fixed Price - Annually
1 Year 2.75% of Support MSRP - Annually

\$ 1,441.43
\$ 44.08

Support Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1603	SHO-94111	ShoreCare Partner Support - No Phones	\$ 1.00	\$ 1,603.00	9%	\$ 0.91	\$ 1,458.73
			\$ -	\$ -		\$ -	\$ -
Sub-Total Support Price				\$ 1,603.00		Sub-Total Sell Price	\$ 1,458.73

Fixed Price Items

(First year parts warranty is included in purchase price)

Qty	Product #	Description:	Unit Sell Price	Extended Sell Price
		Customer to provide power conditioning and battery backup		\$ -
1	MohaveMisc3	Misc. Installation Materials	\$ 100.00	\$ 100.00
Sub-Total Fixed Price Items Price				\$ 200.00

Project Total Pricing

Host Hardware/Software Sell Price	\$ 21,796.39
Labor Price	\$ 3,990.00
CSC Hardware/Software Warranty	\$ 1,441.43
CSC Support Warranty	\$ 44.08
Product Support	\$ 1,458.73
Fixed Price Equipment and Services	\$ 200.00
Sub-Total Project (Parts, Labor, Warranty)	\$ 28,930.63
Sales Tax (based on City of Origin)	8.30% \$ 1,946.77
Total Project - Customer NET	\$ 30,877.40
(First year parts warranty is included in purchase price)	

Copper State Communications Price Quotation for:

City of Glendale - Fire Station 151 - Migration to ShoreTel

Date

10/16/2014

Pricing Based on Glendale Telecommunications Contract #C-8103 6/26/2012

Labor operations per the signed Scope of Work

Hardware & Software Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1	SHO-10260	ShoreGear 90	\$ 2,995.00	\$ 2,995.00	23%	\$ 2,306.15	\$ 2,306.15
27	SHO-10198	ShorePhone IP212	\$ 299.00	\$ 8,073.00	23%	\$ 230.23	\$ 6,216.21
2	SHO-30035	Extension & Mailbox License for ShoreTel	\$ 200.00	\$ 400.00	23%	\$ 154.00	\$ 308.00
25	SHO-30039	Extension Only License for ShoreTel	\$ 140.00	\$ 3,500.00	23%	\$ 107.80	\$ 2,695.00
1	SHO-30044	Additional Site License	\$ 495.00	\$ 495.00	23%	\$ 381.15	\$ 381.15
27	SHO-40005	Personal Access License	\$ -	\$ -		\$ -	\$ -
1	SHO-60047	Analog Harmonica and Telco cable (FF)	\$ 99.00	\$ 99.00	23%	\$ 76.23	\$ 76.23
1	SHO-10223	ShoreGear Rack Mount Tray Gen4	\$ 95.00	\$ 95.00	23%	\$ 73.15	\$ 73.15
27	SHO-10269	ShoreTel 10/100/1000 Power Adapter	\$ 35.00	\$ 945.00	23%	\$ 26.95	\$ 727.65
Sub-Total Host Hardware/Software MSRP				\$ 13,607.00		Sub-Total Sell Price	\$ 12,783.54

Project Labor Hours

Hours / Miles	Labor			
27	Telecom Labor	Regular Hours	\$ 95.00	\$ 2,565.00
	Telecom Labor	O/T Hours	\$ 142.50	\$ -
	Travel - based on 55.5c/mile		Enter Miles	\$ -
Sub-Total Labor Price				\$ 2,565.00

Copper State Communications Warranty

1 Year 5.65% of Total Hardware/Software MSRP & Fixed Price - Annually

\$ 774.45

1 Year 2.75% of Support MSRP - Annually

\$ 21.42

Support Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
779	SHO-94111	ShoreCare Partner Support - No Phones	\$ 1.00	\$ 779.00	9%	\$ 0.91	\$ 708.89
			\$ -	\$ -		\$ -	\$ -
Sub-Total Support Price				\$ 779.00		Sub-Total Sell Price	\$ 708.89

Fixed Price Items

(First year parts warranty is included in purchase price)

Qty	Product #	Description:	Unit Sell Price	Extended Sell Price
		Customer to provide power conditioning and battery backup		\$ -
1	MohaveMisc3	Misc. Installation Materials	\$ 100.00	\$ 100.00
Sub-Total Fixed Price Items Price				\$ 100.00

Project Total Pricing

Host Hardware/Software Sell Price	\$ 12,783.54
Labor Price	\$ 2,565.00
CSC Hardware/Software Warranty	\$ 774.45
CSC Support Warranty	\$ 21.42
Product Support	\$ 708.89
Fixed Price Equipment and Services	\$ 100.00
Sub-Total Project (Parts, Labor, Warranty)	\$ 16,953.30
Sales Tax (based on City of Origin)	8.30% \$ 1,128.17
Total Project - Customer NET	\$ 18,081.47
(First year parts warranty is included in purchase price)	

Copper State Communications Price Quotation for:

City of Glendale - ShoreTel Voice Messaging to replace CallPilot Messaging

Pricing Based on Glendale Telecommunications Contract #C-8103 6/26/2012

Date

10/16/2014

Hardware & Software Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
1	SHO-10322	ShoreGear T1K Appliance (additional connection to the CS1000MMG)	\$ 3,495.00	\$ 3,495.00	23%	\$ 2,691.15	\$ 2,691.15
1500	SHO-30079	Mailbox Only License (Special Pricing SKU - CallPilot to ShoreTel Migration)	\$ 30.00	\$ 45,000.00	23%	\$ 23.10	\$ 34,650.00
2	SHO-21020	Distributed Voice Services License (On City Vmware instances)	\$ 995.00	\$ 1,990.00	23%	\$ 766.15	\$ 1,532.30
1	SHO-10223	ShoreGear Rack Mount Tray Gen4 (for T1 Appliance)	\$ 95.00	\$ 95.00	23%	\$ 73.15	\$ 73.15
		Will require (1) available PRI port on the CS1000MMG PBX	\$ -	\$ -		\$ -	\$ -
		Customer to supply (2) VMWare instances or Servers for DVS units	\$ -	\$ -		\$ -	\$ -
Sub-Total Host Hardware/Software MSRP				\$ 50,580.00		Sub-Total Sell Price	\$ 38,946.60

Project Labor Hours

Hours / Miles	<u>Labor</u>				
150	Advanced Applications/PBX	Regular Hours	\$	120.00	\$ 18,000.00
10	Advanced Applications/PBX	O/T Hours	\$	180.00	\$ 1,800.00
16	Trainer	Regular Hours (Train-the-Trainer)	\$	80.00	\$ 1,280.00
	Labor operations per the signed Scope of Work			\$	-
Sub-Total Labor Price					\$ 21,080.00

Copper State Communications Warranty

1 Year 5.65% of Total Hardware/Software MSRP & Fixed Price - Annually

\$ 2,857.77

1 Year 2.75% of Support MSRP - Annually

\$ 146.36

Support Price

Qty	Product #	Description:	MSRP	MSRP Extended Price	% Disc	Unit Sell Price	Extended Sell Price
5322	94111	ShoreCare Partner Support - No Phones - 1 Year	\$ 1.00	\$ 5,322.00	9%	\$ 0.91	\$ 4,843.02
			\$ -	\$ -		\$ -	\$ -
Sub-Total Support Price				\$ 5,322.00		Sub-Total Sell Price	\$ 4,843.02

Fixed Price Items

(First year parts warranty is included in purchase price)

Qty	Product #	Description:	Unit Sell Price	Extended Sell Price
	MohaveMisc3	Misc Installation Materials	\$ -	\$ -
			\$ -	\$ -
Sub-Total Fixed Price Items Price				\$ -

Project Total Pricing

Host Hardware/Software Sell Price	\$ 38,946.60
Labor Price	\$ 21,080.00
CSC Hardware/Software Warranty	\$ 2,857.77
CSC Support Warranty	\$ 146.36
Product Support	\$ 4,843.02
Fixed Price Equipment and Services	\$ -
Sub-Total Project (Parts, Labor, Warranty)	\$ 67,873.75
Sales Tax (based on City of Origin)	8.30% \$ 3,634.54
Total Project - Customer NET	\$ 71,508.29
(First year parts warranty is included in purchase price)	



Insight Public Sector SLED
6820 S HARL AVE
TEMPE AZ 85283-4318
Tel: 800-467-4448

SOLD-TO PARTY

City Of Glendale
6830 N 57TH DR
GLENDALE AZ 85301-3219
USA

SHIP-TO ADDRESS

City of Glendale
6830 N 57TH DR
GLENDALE AZ 85301-3219
USA

Quotation

Quotation Number

216093457

Creation Date

01-OCT-2014

PO Number :

PO Release :

Customer No. : 10268122

Sales Rep : [John Briggs](#)

Email : jbriggs@insight.com

Telephone : 800-467-4448 X 5190

Sales Rep 2 : [Teresa Fredericks](#)

Email : tfrederi@insight.com

Telephone : 800-467-4448 X 5856

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Insight Assigned Carrier / Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

Material	Description	Quantity	Unit Price	Extended Price
WS-C2960X-48FPD-L	Cisco Catalyst 2960X-48FPD-L - switch - 48 ports - managed - desktop, rack-mountable Lead Time(days): 14	4	4,797.00	19,188.00

STATE OF ARIZONA - NETWORK EQUIPMENT AND SERVICES(# ADSP012-024652)

MSRP: 7995.00

Discount Off: 40.00%

Material	Description	Quantity	Unit Price	Extended Price
CON-SNT-WSC296XL	Cisco SMARTnet extended service agreement	4	386.40	1,545.60

STATE OF ARIZONA - NETWORK EQUIPMENT AND SERVICES(# ADSP012-024652)

MSRP: 480.00

Discount Off: 19.50%

Duration (months): 12.00

CAB-16AWG-AC

Cisco power cable - 8 ft

4

0.00

0.00

Lead Time(days): 14

STATE OF ARIZONA - NETWORK EQUIPMENT AND SERVICES(# ADSP012-024652)

MSRP: 0.00

Discount Off: 0.00%

SFP-10G-LR=

Cisco - SFP+ transceiver module

4

2,397.00

9,588.00

Lead Time(days): 24

STATE OF ARIZONA - NETWORK EQUIPMENT AND SERVICES(# ADSP012-024652)

MSRP: 3995.00

Discount Off: 40.00%

SFP-10G-SR=

Cisco - SFP+ transceiver module

4

597.00

2,388.00

Lead Time(days): 24

STATE OF ARIZONA - NETWORK EQUIPMENT AND SERVICES(# ADSP012-024652)

MSRP: 995.00

Discount Off: 40.00%

Product Subtotal	31,164.00
Services Subtotal	1,545.60
Tax	2,649.48
Total	35,359.08

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

John Briggs

800-467-4448 Ex 5190

jbriggs@insight.com

Fax: 480-760-8513



Quotation Number/ Creation Date

216093457 / 01-OCT-2014

Teresa Fredericks

800-467-4448 Ex 5856

tfrederi@insight.com

Fax: 480-760-6641

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<https://www.ips.insight.com/us/en/terms-conditions/terms-of-sale-products.html>



Pricing Proposal
Quotation #: 8664095
Created On: 10/10/2014
Valid Until: 11/9/2014

City of Glendale AZ

John Schoenstein

6830 N. 57th Dr.
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IAM

Gregory Gonedes

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Phone: 7326527408
Fax: 7326527409
Email: Gregory_Gonedes@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Microsoft Windows Server 2012 R2 Standard - License - 2 processors - Select, Select Plus - Single Language Microsoft - Part#: P73-06309	2	\$576.00	\$1,152.00
2 Microsoft System Center Client Management Suite - License & software assurance - 1 user - Select, Select Plus - Win - Single Language Microsoft - Part#: MFF-00542	2	\$96.00	\$192.00
Subtotal			\$1,344.00
*Tax			\$84.67
Total			\$1,428.67

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

SHI acknowledges that the City of Glendale is purchasing the products, services, or licenses included in this invoice pursuant to Arizona State Contract No. ADSPO 11-007500. The will enjoy all the rights and remedies available to the State of Arizona under the above-referenced State contract.

First time user for SHI Direct website? Please use the following information when registering.

Arizona Gov't:
<http://www.publicsector.shidirect.com/slg/az>
Token: 8496
Access Key: BWB!UPBWYA

Arizona Hi-Ed:
<http://www.publicsector.shidirect.com/hied/az>
Token:8393
Access Key:UW9R45KM3!

Colorado Gov't:
<http://www.publicsector.shidirect.com/slg/co>
Token:8499
Access Key:3PQT94B6WZ

Colorado Hi-Ed:
http://www.publicsector.shidirect.com/hied/co
Token:8396
Access Key:HNN2I33U65

Colorado K-12
http://www.publicsector.shidirect.com/k12/co
Token: 8445
Access Key: 45KMYUXE8X

The Products offered under this proposal are subject to the SHI Return Policy posted at www.shi.com/returnpolicy, unless there is an existing agreement between SHI and the Customer.