



University of Massachusetts Amherst
Department of Procurement
Request for Bids:
Aruba Wireless Networks Equipment
per the attached specifications or approved equal

RFB# AA08-RH-2782
Bid Opening Date – May 27, 2008 @ 1:00 p.m.

The Office of Information Technologies Network Systems and Services (OIT/NSS) department is soliciting bids for Aruba Networks brand equipment, or approved equal, to be purchased immediately. These products are being purchased for a wireless network rollout intended to provide ubiquitous wireless network service in all 130+ academic buildings on Amherst campus. This bid shall establish an annual contract for the purchase of additional Aruba equipment as needed. It is anticipated that the University will purchase more than 400 additional Aruba wireless access points through this contract prior to June 30, 2009. Vendor shall agree to provide shipping service directly from Aruba to the University of Massachusetts OIT/NSS as the normal shipping method. All shipping costs are the responsibility of the vendor.

Vendors shall respond to the following sections to be considered for award of this bid:

1. Vendor shall specify and agree to extend a discount as a percentage of Aruba list price on all existing and any new products in the Aruba product line, including hardware, software, licenses, and all other items sold by Aruba with the exception of maintenance contracts. This discount shall be available for the University of Massachusetts OIT/NSS as needed until June 30, 2009. The specified discount shall be extended for the duration of the optional one year renewal period if the renewal option is exercised.
2. Vendor shall offer the option of purchasing an Aruba maintenance contract at the time of equipment or other product purchase. Vendor shall also offer the option of purchasing an Aruba maintenance contract for existing equipment that may or may not have current maintenance agreements in place. Please attach summary of available maintenance plan options to bid response. Also specify discount percentage from maintenance plan list price at time of order that shall be made available.
3. Vendor shall specify if they shall allow the University the option to renew the contract for one (1) additional year effective July 1, 2009 until June 30, 2010. Either party may discontinue renewal of the contract by notifying the other party of their intentions, in writing, at least sixty (60) days prior to the renewal date. All specified discounts from list price shall remain the same for the renewal period.
4. Vendor shall agree to extend special promotional, trade-in, educational, or quantity discounts to the University of Massachusetts OIT/NSS that would result in better discounts than stated in Section 1 or Section 2 when available.
5. Vendor shall provide a quote to the requesting University of Massachusetts OIT/NSS staff member within one business day of receipt of quote request. Electronic format quotes sent via email are the preferred method of delivery.
6. Vendor agrees to provide anticipated product shipment date information to the University of Massachusetts OIT/NSS staff member listed on quote within two business days of receipt of shipping information by vendor staff.

Vendor Bid Response Form

Please enter appropriate response for each section listed below. Incomplete information may be considered grounds to reject any bid at the University's sole discretion.

Section 1: Discount Percentage

Discount from list price in effect on date of order on Aruba equipment, licenses, software:

Vendor agrees to provide an equipment/license/software discount of _____% from list price in effect on date of order.

Section 2: Maintenance Contracts:

Discount from list price in effect on date of order on Aruba equipment maintenance contracts:

Provide summary of maintenance plans available and provide percent discount from list price on maintenance for each plan.

Maintenance Plan Name	Percent Discount from List Price
_____	_____ %
_____	_____ %
_____	_____ %

Section 3: One Year Renewal Period:

Vendor agrees to extend the discount percentages and terms & conditions for one year from July 1, 2009 through June 30, 2010 under specified conditions. YES NO

Section 4: Additional Discounts:

When available, vendor agrees to extend special promotional, trade-in, or educational, or quantity discounts to University if they would result in greater discounts than stated in Section 1 or Section 2.

YES NO

Section 5: Quote Response Timeline:

Vendor agrees to provide quotes within one business day of request YES NO

Section 6: Shipment Date Notification:

Vendor agrees to provide anticipated shipment date to OIT/NSS staff within two business days after vendor is informed of shipment date. YES NO

Section 7: Ship to:

University of Massachusetts
Attn: James Mileski
A140 LGRC, Lowrise
740 North Pleasant Street
Amherst, MA 01003

Initial Order, Bill of Materials

Vendor to fill in list price per item, discount percentage per item, and net cost per item on list below. Items considered approved equals in the sole judgment of the University may be substituted.

Quantity	Part Number	Informal Description	List Price Each	Discount Percentage	Total Net Cost
50	AP-65	Aruba AP-65 802.11a/b/g wireless access point			
50	AP-65-MNT	Aruba AP-65 mounting kit			

Vendor Name:	Address:
Submitted By:	
Signature:	Telephone:
E-mail:	FAX: