



ALJP Purchasing Administrator:
Alabama State Department of
Education
Invitation to Bid (ITB)
ALJP2026
Information Technology Hardware
& Software Product Lines

ITB/RFP No: ALJP2026 Addendum No:	
DATE ISSUED:	10/17/2025
BID SHALL BE RECEIVED BEFORE:	11/14/2025 3:00 PM CST
BIDS WILL BE PUBLICLY OPENED:	11/17/2025 9:00 AM CST
ITB Contact:	Bradley Strother (334)-694-4654
ITB EMAIL:	bradley.strother@alsde.edu

Adtran Response to the ALJP2026 ITB



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TO BE COMPLETED BY VENDOR:

Company Name: Adtran, Inc.	Product/Service(s): ADTRAN, ALJP2026
Qualified Bidder ISO 9001 Certification Expiration Date: November 20, 2026 (Required to Bid)	Proposal Contact Information: (Name, Email Address, Phone Number) Tom Putnam, Account Manager Tom.putnam@adtran.com 1-256-963-6020

Pricing Source URL:
Link to Enterprise Product Line Product Offering and Base Pricing can be found at this link:
www.adtran.com/en/feature/2025/sled

Proposed Discount Off Base Pricing (pp. 18-19)	Single Discount to be Applied:	Are Categorical Discounts to be Applied?
	_____ %	Yes No (If yes, then a schedule is to be provided in section 15.) Select one only

Check here if this bid contains intellectual property and/or confidential materials.

Check here if the required documentation of intellectual property and/or confidential material is included.

**** IMPORTANT NOTE: ****

Bidders shall read and comply with ALL bid response instructions and requirements as provided within this RFP/ITB document, including online requirements as stated within this document.

Return Sealed Bids To:

Regular Mail Alabama State Department of Education Educational Technology: E-Rate/ALJP (Bradley Strother) 5351 Gordon Persons Building P.O. Box 302101 Montgomery, AL 36130-2101	Courier Alabama State Department of Education Educational Technology: E-Rate/ALJP (Bradley Strother) 50 N. Ripley St. 5351 Gordon Persons Building Montgomery, AL 36104-3833
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Certifications:

- I have read the entire bid and agree to furnish products and/or services at the discount described within this response, if awarded. I hereby affirm I have not been in any agreement or collusion among bidders in restraint of freedom of competition.
- As a condition for the award of any contract by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees, I hereby attest that in my capacity with the company submitting this bid response that the company listed below shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien. I further attest that the company is enrolled in the E-Verify program, if applicable.
- I have read this document and agree to those listed terms and conditions as defined within these documents. I understand that exceptions may be attached to my response package. I understand that exceptions may or may not be considered at the ALJP Administrator's and/or ALJP evaluator's discretion.

Signature and Notarization Required:

63-0918200

FEIN OR SSN



Authorized Signature

SWORN TO AND SUBSCRIBED

Adtran, Inc.

COMPANY NAME

Jeff Abbott

TYPE/PRINT AUTHORIZED NAME

BEFORE ME THIS

12 DAY OF November 2025

901 Explorer Blvd

MAIL ADDRESS

Huntsville, AL 35806

AVP, Sales Controller Integrations

Title

City, State Zip

256 963-8000

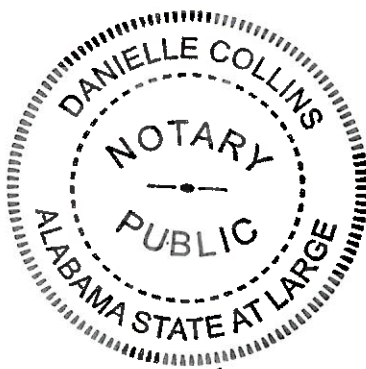
jeff.abbott@adtran.com

Email

NOTARY PUBLIC Term Exp.

Phone Including Area Code

MCE 12-10-28



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Alabama K-12 Joint Purchasing Information Technology Program

Invitation to Bid

ITB: ALJP2026

Montgomery County School System

Participating Local Education Agencies & Educational Institutions

Alabama State Department of Education, Administrator

1 GENERAL REQUIREMENTS AND INFORMATION

1.1 INTRODUCTION

In accordance with the [Title 16 Chapter 61E of the Code of Alabama 1975](#), the Alabama State Department of Education is seeking responses from qualified service providers for information technology for hardware, software and related product lines equal to or equivalent to those product lines listed in the ITB. The function of the services and products across the state of Alabama serving all participating Local Education Agencies and their related instructional facilities and non-instructional facilities may be submitted. In addition to K-12 public schools, products awarded may also serve other entities that are participating in the Alabama State Department of Education's Alabama K-12 Joint Purchasing Program (ALJP). The law defines information technology as "Equipment, supplies, and other tangible personal property, software, services, or any combination of the foregoing, used to provide data processing, networking, or communications services." Participating educational institutions include the Montgomery County School System, Alabama Public Local Education Agencies, and all educational institutions as defined by this law. These educational institutions have agreed, in writing, to participate in a joint purchasing program and have named the Alabama State Department of Education as the administrator of the project. [Title 16 Chapter 61E](#) and [Title 16 Chapter 13B of the Code of Alabama 1975](#) are considered the guiding documents in the creation and administration of this bid and resulting contract(s). If an LEA's project triggers Title 39: Public Works of the Code of Alabama, the LEA must adhere to those specific requirements. As such the ALJP cannot be used for Public Works (Title 39) projects.

All viable options will be considered by the committee if submitted according to the ITB requirements.

Proposed services that are provided in terms of licenses and are priced with annual, monthly or other charges should clearly be identified as this within the pricing proposal. In the event there is a non-recurring or upfront charge for installation or license prior to the beginning of services, the Qualified Bidder should clearly identify such charges within a proposal.

The services requested within this ITB are needed by the participating LEA and other educational institutions to meet their growing information technology needs in respect to the education of students in Alabama. Vendors will propose a “discount off catalog pricing” method of response with a preference given to a pre-established catalog with pricing available to the general public. The contract awardee that provides such a purchasing mechanism will have the capability to add and remove equipment as they are developed as long as the awarded discount is applicable and within the scope of the categories requested. Contract pricing throughout the contract must be cost effective and meet lowest corresponding pricing criteria.

The Alabama State Department of Education is seeking a bid response based on a percent off a pre-established list from vendors that hold current ISO 9001 certification. The resulting contract(s) from this bid will be available for a period that does not exceed 60 months, or to the extent the law allows. The initial period of the contract(s) will be from acceptance of the contract through June 30, 2029, with the option of renewal for additional months up to and not exceeding a total of 60 months. The resulting contract may be renewed after the initial contract period via email notification sent to the contract holder. The Alabama State Department of Education reserves the right to adjust the contract end date to meet the needs of the participants. Notification of non-renewal or adjusted contract end dates should be provided 30 days prior to the effective date.

2 ROLES AND RESPONSIBILITIES

2.1 JOINT PURCHASING PARTIES

Title 16 Chapter 61E of the Code of Alabama 1975 (16-61E-2-(2)) states that “Educational and eleemosynary institutions governed by boards of trustees or similar governing bodies, state trade schools, state junior colleges, state colleges, or universities under the supervision and control of the State Board of Education, city and county boards of education, district boards of education of independent school districts, Department of Youth Services, the Alabama Institute for Deaf and Blind, the Alabama School of Fine Arts, the Alabama School of Healthcare Sciences, and the Alabama School of Math and Science”, New Health Care School are eligible participants. All educational and defined eleemosynary institutions that meet this definition may be eligible to participate once a joint purchasing agreement has been properly executed. A list of these participating entities is available upon request.

2.1.1 Alabama Public Local Education Agencies

The Montgomery County School System has agreed to initiate the process in the role of Party A of the joint purchasing agreement. The agreement has been entered into by the remaining public K-12 Local Education Agencies and other educational institutions as defined above, also known as Local Education Agencies, each is considered as Party B in the agreement. The Montgomery County School System and these educational institutions will be hereafter referred to as “LEA Group.” Only the LEA Group may purchase from the resulting contract(s) of this bid. Any and all public K-12 Local Education Agencies, who have signed an eleemosynary agreement, recognized by the Alabama State Department of Education are considered participants in the LEA Group unless documentation is received from the potential participant

declining participation. Participation by the LEA Group Members through purchasing from any contract(s) resulting from this ITB is optional.

2.1.2 Other Purchasing Parties

Per Title 16 Chapter 61E of the Code of Alabama 1975, universities, state colleges, and certain eleemosynary organizations have also elected to participate. These entities are required to complete a joint purchasing agreement prior to participation.

2.1.3 Administrator

The LEA Group has assigned the Alabama State Department of Education as the Joint Purchasing Administrator for the execution of the Alabama Joint Purchasing (ALJP) project in accordance with Title 16 Chapter 61E of the Code of Alabama 1975. It will be the Alabama State Department of Education's, hereafter referred to as "ALSDE," responsibility for the ITB, evaluating bids received, and awarding the contract(s), in which the ALSDE shall have responsibility to comply with [Chapter 13B of Title 16, Code of Alabama 1975](#). It is important, however, to remember that all the terms and conditions of Title 16, Chapter 13B, Code of Alabama 1975 that are not expressly modified by [Title 16 Chapter 61E of the Code of Alabama 1975](#), shall apply to joint purchasing agreements. This bid and resulting contract(s) do not supersede individual purchasing activities by the individual members of the LEA Group. For example, if an individual group member of the LEA Group wants to purchase information technology from vendors that do not meet the ISO 9001 requirement, they are free to develop a separate bid in accordance with [Title 16, Chapter 13B, Code of Alabama 1975](#), and all other bid laws that are applicable.

The ALSDE may not be allowed to purchase from the resulting contract(s) unless approval is received from the Alabama Department of Finance.

Though the ALSDE as administrator has sole responsibility for the administration of this project, a committee consisting of technology representatives from the LEA Group will assist the ALSDE in the phases of the project, including awarding of contracts.

2.2 QUALIFIED BIDDER

In accordance with Title 16 Chapter 61E of the Code of Alabama 1975 ([Section 16-61E-1](#)), "any companies that have ISO-9001 certification or any companies or contractors whose affiliates, subdivisions, subsidiaries, or departments have ISO-9001 certification can bid on the information technology to be jointly purchased by..." the LEA Group. This certification criterion is critical and any vendor that would like to submit a qualified response for this Invitation to bid shall provide documentation proving current ISO 9001 certification in accordance to Title 16 Chapter 61E of the Code of Alabama 1975. Any interested bidder that meets this requirement will be hereafter referred to as a "Qualified Bidder." For further clarification of the ISO 9001 requirement see appendices and www.iso.org. The current quality management standards of International Organization for Standardization (ISO) acceptable to meet the requirements of a "Qualified Bidder" are ISO 9001:2015. The ISO 9004:2018 or other related "Quality Management and Quality Assurance" standards set by ISO may also be accepted. If an interested bidder provides any other certification in their response as an alternative to the required certification, it will be that bidder's responsibility to clearly define the certification and provide verifiable documentation *from the ISO* indicating the alternative is equal to or equivalent to the ISO 9001 certification. If the bidder's company name is not listed on the ISO 9001 certificate provided in the response, then it is the bidder's responsibility to clearly define the bidder's relationship with the company listed on the certificate in terms that meet the requirements listed in the "ISO Clarification" documentation in the appendices of this ITB. This certification is required by any awarded Qualified Bidder throughout the life of any contract awarded as a result of this

ITB. It is the responsibility of the Qualified Bidder to maintain an up-to-date ISO 9001 Certification and provide the ALSDE with the current certificate.

The Qualified Bidder will provide ISO Certification detail and contact information including ISO Registrar information and Registrar's Website. The Registrar's website should include a list of all their ISO client awards that includes the Qualified Bidder in that listing. The ALSDE reserves the right to confirm ISO certification through contact of listed Registrar and/or other resources that may be available for verification.

All services offered must meet or exceed industry standards for the services and installation/construction if applicable. The interested Qualified Bidder must describe these standards providing outside documentation and/or resource links to such documentation. They must also confirm their adherence to these specifications through industry certifications and other verifiable documentation. Included in this attachment, in closing tabs, are some recommended specifications. The interested Qualified Bidder must include all certifications and approved applications to offer and provide these services within the State of Alabama as directed by the Department of Finance or other governing State Agencies.

All interested bidders shall read this document in its entirety. Qualified Bidders who choose to respond shall print, read, and notarize the first page of this document and include it with the final response. A Qualified Bidder shall respond to this ITB using the format and procedure as described within this document for their response to become a Qualified Response.

The following additional standard terms and conditions also apply:

- CERTIFICATION PURSUANT TO ACT NO. 2006-557 - ALABAMA LAW (SECTION 41-4-116, CODE OF ALABAMA 1975) PROVIDES THAT EVERY BID SUBMITTED AND CONTRACT EXECUTED SHALL CONTAIN A CERTIFICATION THAT THE VENDOR, CONTRACTOR, AND ALL OF ITS AFFILIATES THAT MAKE SALES FOR DELIVERY INTO ALABAMA OR LEASES FOR USE IN ALABAMA ARE REGISTERED, COLLECTING, AND REMITTING ALABAMA STATE AND LOCAL SALES, USE, AND/OR LEASE TAX ON ALL TAXABLE SALES AND LEASES INTO ALABAMA. BY SUBMITTING THIS BID, THE BIDDER IS HEREBY CERTIFYING THAT THEY ARE IN FULL COMPLIANCE WITH ACT NO. 2006-557, THEY ARE NOT BARRED FROM BIDDING OR ENTERING INTO A CONTRACT PURSUANT TO 41-4-116, AND ACKNOWLEDGES THAT THE AWARDING AUTHORITY MAY DECLARE THE CONTRACT VOID IF THE CERTIFICATION IS FALSE.
- BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (ACT 2011-535 AND AS AMENDED BY ACT 2012-491)

AS A CONDITION FOR AWARD OF THIS ITB, THE VENDOR ACKNOWLEDGES THE FOLLOWING:

- "BY SIGNING THIS CONTRACT, THE CONTRACTING PARTIES AFFIRM, FOR THE DURATION OF ANY AGREEMENT THAT THEY WILL NOT VIOLATE FEDERAL IMMIGRATION LAW OR KNOWINGLY EMPLOY, HIRE FOR EMPLOYMENT, OR CONTINUE TO EMPLOY AN UNAUTHORIZED ALIEN WITHIN THE STATE OF ALABAMA. FURTHERMORE, A CONTRACTING PARTY FOUND TO BE IN VIOLATION OF THIS PROVISION SHALL BE DEEMED IN BREACH OF THE AGREEMENT AND SHALL BE RESPONSIBLE FOR ALL DAMAGES RESULTING THEREFROM.
- "VERIFICATION OF ENROLLMENT IN THE E-VERIFY PROGRAM WILL BE REQUIRED PRIOR TO ANY AWARD TO A VENDOR WHO EMPLOYS ONE OR MORE EMPLOYEES WITHIN THE STATE OF ALABAMA. E-VERIFY DOCUMENTATION SHOULD BE IDENTIFIED WITH THE BID NUMBER AND THE BUYER NAME. FAILURE TO PROVIDE DOCUMENTATION WITHIN 5 CALENDAR DAYS OF NOTIFICATION WILL RESULT IN THE REJECTION OF YOUR BID. TO ENROLL IN THE E-VERIFY PROGRAM VISIT WWW.DHS.GOV/E-VERIFY.
- INFORMATION AND ASSISTANCE TO MINORITY AND WOMEN-OWNED BUSINESSES IN ACQUIRING M/WBE CERTIFICATION MAY BE OBTAINED FROM THE OFFICE OF MINORITY BUSINESS ENTERPRISE, 1-800-447-4191.

- VENDOR CONTACTS AND SALES STAFF MUST OBTAIN AN EDUCATION DIRECTORY (EDDIR) LOGIN FOR ALJP VENDORS, AT NO COST TO THE VENDOR, AND REGISTER IN THE "VENDOR REGISTRY." TO RECEIVE ALJP PROCUREMENT NOTIFICATION AND TO PARTICIPATE IN PROCUREMENT PROCESSES TO BE DESCRIBED.
- FOREIGN CORPORATION - CERTIFICATE OF AUTHORITY: ALABAMA LAW PROVIDES THAT A FOREIGN CORPORATION (AN OUT-OF-STATE COMPANY/FIRM) MAY NOT TRANSACT BUSINESS IN THE STATE OF ALABAMA UNTIL IT OBTAINS A CERTIFICATE OF AUTHORITY FROM THE SECRETARY OF STATE. SECTION 10-2B-15.01, CODE OF ALABAMA 1975. TO OBTAIN FORMS FOR A CERTIFICATE OF AUTHORITY, CONTACT THE SECRETARY OF STATE, CORPORATIONS DIVISION. THE CERTIFICATE OF AUTHORITY DOES NOT KEEP THE VENDOR FROM SUBMITTING A RESPONSE.
- VENDOR MUST HOLD A STATE OF ALABAMA ISSUED GENERAL CONTRACTOR'S LICENSE PRIOR TO THE AWARD OF CONTRACTS RESULTING FROM THIS ITB. (<http://genconbd.alabama.gov/default.aspx>) These terms and conditions may or may not be addressed within the required document the "Invitation to Bid – Primary Terms and Conditions" however will be included within any award from this procurement process.

2.2.1 Qualified Bidder Type

There are typically two types of Qualified Bidders. They include but are not limited to:

2.2.1.1 *Company with ISO 9001 certification*

Any ISO 9001-certified company who meets bid specifications can bid on any of the products/services listed in this ITB.

Companies may be the sole seller of the product line or provider of the service and/or they may assign specific ALJP authorized resellers to sell the contracted products within the product line. The qualified bidder (company) is responsible for the assigned ALJP authorized resellers and shall assure that these entities are providing appropriate services to the LEA Group members as defined within the resulting contract. If the manufacturer sells the product line, then inclusion of the manufacturer's Sales Contact information is required. A Sales Contacts/ALJP Authorized Resellers List shall be provided.

All Contract Holders shall keep this list updated and accurate. Historical documentation shall be maintained with respect to this list and listed on a publicly available website.

2.2.1.2 *ISO 9001-certified Authorized Reseller*

An ISO 9001 Certified Authorized Reseller is a vendor who is authorized by the manufacturer to resell the proposed manufacturer's product line or specific product line request and/or provide services as listed within this ITB.

In some cases, these Qualified Bidders solely provide sales through their own staff within their company and may not assign resellers. However, any awarded Contract Holder has that option. If this option is chosen, then the ISO 9001 – Certified Authorized Reseller (Qualified Bidder) may assign specific **ALJP Authorized Resellers** to sell the contracted products within the product line or provide services. The Qualified Bidder is responsible for the assigned ALJP Authorized Resellers and shall assure these entities are providing appropriate services to the LEA Group member as defined within the resulting contract and are in compliance with any and all requirements as provided by law. If the Qualified Bidder also sells the product line, then inclusion of the Qualified Bidder's Sales Contact information is required. A Sales Contacts/ALJP Authorized Resellers List shall be provided.

The ALSDE reserves the right to reject an authorized reseller.

All inside sales and reseller contacts shall obtain an ALSDE Identity Management login (AIM) to participate in any ALJP contract assigned. Contact Bradley.Strother@alsde.edu if assistance is needed with this process. All Contract Holders shall notify the ALSDE of any needed changes.

2.2.1.3 Manufacturer's Statement

The Qualified Bidder, as described in this section, bidding for a Product Line as an authorized reseller (Note: Authorized Reseller is not equivalent to an ALJP Authorized Reseller) shall submit with this bid package a current and dated letter addressed to the ALSDE from the manufacturer of the product line on the official manufacturer letterhead that includes all of the following:

1. A statement that the Qualified Bidder is a product line manufacturer's authorized reseller.
2. A statement indicating that the Qualified Bidder is an education reseller (if applicable). If the manufacturer does not have an education marketing program, such shall be indicated.
3. Provide a brief history of the Qualified Bidder's and manufacturer's relationship.
4. The manufacturer's assurance as to whether the Qualified Bidder can provide satisfactory service to the LEA Group and a description of how the Qualified Bidder will serve the market with the Manufacturer's support.
5. The Qualified Bidder is authorized by the manufacturer of the product line to bid and participate in this ITB.

The letter shall be signed by a management employee of the manufacturer who will note in the letter their explicit authority to sign the letter on behalf of the manufacturer and provide direct contact information for further verification. The letter, on the manufacturer's letterhead, shall be included with the final response.

In each case above, the designated "ALJP Authorized Resellers" are not required to hold ISO certifications. The awarded Contract Holder shall hold the required ISO certification and will be held responsible, with respect to the continuance of contract, for the business conduct of each vendor listed as an ALJP Authorized Reseller/Sales Contact within their submission, and any revisions of the ALJP Authorized Resellers Listing/Sales Contacts. The awarded Contract Holder will have the sole responsibility of providing and updating the list of ALJP Authorized Resellers or Sales Contacts for auditing purposes. Only ALSDE will exercise approval of this submitted list and any modifications made to the list. Additionally, the awarded Contract Holder shall be responsible for training their listed sales contacts and ALJP Authorized Resellers in the pricing and other details of the contract if awarded.

A manufacturer or reseller of the manufacturer's product line can be considered a qualified bidder if minimum requirements are met.

2.2.2 E-Verify Requirement

All contractors doing business with the Public K-12 Local Education Agencies in the State of Alabama are required to comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act. The Qualified Bidder shall provide the required documentation and will note the "Alabama Immigration Compliance" language located in the final Agreement to be executed upon award of contract. The language in this section refers to Contractors and Sub-Contractors. For the purpose of this ITB, the Contractors will be considered Contract Holders, and the Sub-Contractors will be any other companies listed as Authorized ALJP Resellers or Sub-Contractor of the Contract Holder performing contract related services.

Contract Information

3 CONTRACT TERMS AND CONDITIONS

3.1 STATE MASTER CONTRACT

The ALSDE intends for the resulting contract(s) of this ITB to serve as a State Master Contract for the LEA Group to use as a resource for the purchase of information technology specifically related to hardware and software, including hardware and software related specifically to cybersecurity, etc. The ALSDE makes no purchasing guarantee on behalf of the ALSDE or LEA Group Members to awarded vendor(s) with respect to quantities of products to be purchased by LEA Group Members from the resulting contract(s). The ALSDE makes no guarantee to awarded vendors of similar product lines or multiple vendors of the same product line that LEA Group members will choose their product over the other awarded vendor's product line contracts. The final awarded contract will consist of all documentation presented to the ALSDE by the Qualified Bidder in response to this ITB and the required documents during the life of the contract such as, but not limited to, updated ISO certificates, updated product line offering and pricing lists per website requirement and updated inside sales reseller contact information. Any questions related to terms and/or definition of terms shall be referenced here-in by the vendor prior to submission of bid.

3.2 CONTRACT HOLDER

A Contract Holder is considered a successful Qualified Bidder that has been awarded a given Product Line Contract based on the evaluation of their competitive and qualitative qualified response to this and other ITB/RFPs issued (if applicable) within the program. Depending on the number of individual successful responses a specific Qualified Bidder submits and is ultimately awarded, a Contract Holder may hold multiple contracts within the ALJP program. However, each contract awarded should be addressed as a separate instrument and should not be consolidated with other ALJP program contracts that a Contract Holder may hold, nor should the Qualified Bidder's response be dependent upon another contract awarded to the Qualified Bidder through another entity outside or external contract not related to the ALJP program.

Throughout the text of this document the terms Contract Holder and Qualified Bidder may be used synonymously. However, a Qualified Bidder will only become a Contract Holder if a valid contract has been awarded to the Qualified Bidder based on the response submitted.

3.3 MULTIPLE AWARDS

In accordance with [Title 16, Chapter 61E, Code of Alabama 1975 \[16-61E-2-\(c\)\]](#), "Competitive bids for information technology may result in awards to multiple vendors for each one product line in order to meet the specific requirements of participating educational institutions or to achieve compatibility with existing technology already in use." Based on this allowance, the ALSDE reserves the right to award multiple contracts for any one product line, if deemed necessary to meet the needs of all participants or LEA Group Members. Additionally, in the event a Qualified Bidder proposes and responds to this ITB with a product line containing products equal to, or equivalent to, a current product line ALJP contract, and the product lines are listed within this ITB, then ALSDE reserves the right to award a new contract (or contracts) for the given product line if it is in the best interest of the LEA Group Members. In the event multiple awards for the same product line are made, the LEA Group Member may be required or elect to deploy a "mini-bid."

3.4 SALES CONTACTS

Contract Holders shall provide contact information for the authorized sales staff. This staff and/or ALJP Authorized Resellers (vendors) shall be specifically familiar with the terms of the awarded contract (This includes any ALJP Authorized Resellers, if applicable). LEA Group Members will be provided sales information and obtain written ALJP quotes for a product(s) they buy using the contract(s) resulting from this ITB. The Contract Holder shall also be responsible for providing audit trail information for confirming contract pricing either directly or indirectly through the ALJP Authorized Resellers, if applicable. The Contract Holder shall maintain a comprehensive list of all active sales contacts and archive of inactive sales contacts on the ALJP website. As described earlier, these sales contacts **shall be listed in the ALJP Vendor Contact Registry to be included as sales contacts and/or resellers in response to this ITB.**

Additional notes may be provided to describe specific sales regions or other identification necessary to help the LEA Group Member choose the correct Sales Contact in making their purchasing decision. As described earlier the individuals listed here may be sales contacts that are a part of the actual Contract Holder's staff and/or contacts from other identified and authorized resellers. The term ALJP Authorized Resellers generally refers to a company that is not the Contract Holder but is authorized by the Contract Holder to offer the products awarded via a specific ALJP Contract awarded to the Contract Holder. The ISO Certification requirement only applies to the Contract Holder.

3.5 ALJP AGREEMENT

Awarded contract(s) will be documented and approved by the execution of an "ALJP Agreement" for the individual awarded product line based on the accepted and awarded qualified bid. This document is an agreement between the ALSDE as the contract administrator and the awarded Contract Holder. The ALJP Agreement serves as the binding document that establishes the contract. The structure of this document has been approved by ALSDE's General Counsel and shall not be altered except for demographic and required calendar/date changes. In the event a Qualified Bidder requires any content modifications that are not demographic in nature to the initially offered ALJP Agreement document, the ALSDE may withdraw the contract offer or suspend offer to negotiate with the Qualified Bidder depending on the calendar or deadline requirements of related programs and the best interest of the LEA Group Members. Agreements not accepted, signed, and returned within 45 days of being awarded are subject to cancellation. Please know that contracts will only show active on the ALJP site once it has been fully executed.

3.5.1 Supplemental Agreements & Licensing Programs

Supplemental agreements required by a Contract Holder such as those common agreements that the actual buyer and/or user of products within the awarded product line contract are allowable under an award. These supplemental or additional agreements shall not contradict State of Alabama Laws, the ALJP Agreement, the Terms & Conditions of this ITB, or increase the pricing of the awarded product line products individually or as a whole. The calendar terms of these supplemental agreements shall not contradict the length of an ALJP awarded contract. The ALSDE will not execute such a blanket contract for all LEA Group Members; the Contract Holder will be responsible for educating the LEA Group Members concerning such supplemental agreements and licensing programs who choose to purchase the products from the contract.

3.6 MINI-BID PROCEDURE

Multiple awards for a given product line or equivalent product lines may be allowed. Additionally, contract holders may designate ALJP Authorized Resellers and therefore, multiple sales contacts may be available for the same or equivalent products. LEA Group Members are encouraged to seek additional discounts when applicable.

In the event LEA Group members seek a product from a specific product line that has been awarded to two or more qualified bidders, the LEA Group members are recommended to conduct a mini-bid process for procurement.

3.7 DOCUMENT AVAILABILITY AND RETENTION

In accordance with Code of Alabama 1975 and applicable program requirements, all documentation related to a contract(s) awarded as a result of this ITB will be open for public inspection for a period of at least ten years (10) from the final contract expiration date (considering applicable renewals). All responses and accompanying documents in the form of hardcopy and/or digital documents will be made available for public review; therefore, the Qualified Bidder should understand that all submitted documents including pricing will be made available as well. This information will remain available for awarded and non-awarded bid responses. Documentation of the mini-bid process shall be maintained in the same manner as well by the LEA Group Member and responding ALJP sales contact.

Contract Holders and related sales contacts are also responsible for maintaining documentation as provided by law.

If the bid contains intellectual property and/or confidential information, those document items will not be made publicly available and shall be specifically indicated on page one of this ITB.

4 E-RATE

Occasionally ALJP product line contracts may contain E-Rate eligible products. If applicable, the required USAC (Universal Service Administrative Corporation) Description of Services Requested and Certification Form, technically known as a Form 470, will be filed by the ALSDE to include certain categories of E-Rate eligible products within the product lines for which this ITB is seeking contracts. The resulting contract(s) are intended to be in compliance with USAC's definition of a State Master Contract for those product lines that contain E-Rate-eligible equipment or services. It is the responsibility of each of the E-Rate eligible individual members of the LEA Group and the awarded vendor and/or sales contacts for the awarded contract to follow the rules of the E-Rate Program with strict adherence to the Eligible Services List. In the event a sales contact, internal or external, of the awarded contract misrepresents the eligibility of the product or service to the eligible E-Rate LEA Group Member, then that sales contact shall be responsible to the applicant and E-Rate program concerning further financial retribution. If the sales contact providing misrepresentation is listed by the specific Contract Holder as an ALJP Authorized Reseller (external), then the Contract Holder will be held accountable and may be required to remove the provider from the authorized list. The ALSDE has provided and will continue to provide guidance and assistance with E-Rate for individual LEAs and in statewide training opportunities.

A contract(s) resulting from this ITB may be available to E-Rate eligible members for E-Rate FY2026, FY2027, FY2028, FY2029 and/or FY2030 depending on program availability, state bid law, rules and the continuation or renewal of the awarded contract(s) per contract requirements. Eligible LEA Group Members and Contract Holders shall be aware of late funded applications for E-Rate applications for Internal Connections, specifically, late funding decisions after the ALJP Contract has expired which may result in loss of funding according to current E-Rate rules.

4.1 E-RATE MINI QUOTE

In accordance with Title 16, Chapter 61E, Code of Alabama 1975 [16-61E-2-(c)], "competitive bids for information technology may result in awards to multiple vendors for one product line each in order to meet the specific requirements of participating educational institutions or to achieve compatibility with existing technology already in use." Based on this allowance, the ALSDE reserves the right to award multiple contracts for any one product line, if deemed necessary.

However, it should be noted that if an individual LEA Group member is purchasing a specific product that is eligible for E-Rate discounts and plans to request such discounts, they shall choose the vendor that provides the most cost-effective means for providing the product or equivalent product across all ALJP Product Lines awarded. If multiple sales contacts identified as ALJP Authorized Resellers are available to provide the eligible product or service, then the participant shall follow the "mini-quote" procedures as required by Universal Service Administrative Company (USAC)/Federal Communications Commission (FCC). Failure to do so will jeopardize the individual LEA Group member's E-Rate request. The individual LEA Group members should maintain all pricing documentation at the time of purchase to present to auditors when requested, and provide documentation of green light status upon request. Green light status is required to maintain an active contract on ALJP and documentation must be provided.

All sales contacts and/or authorized ALJP Resellers interested in providing E-Rate eligible products from an awarded contract should possess a proper Service Provider Identification Number (SPIN) through USAC and maintain a green light status in the E-Rate Program.

All E-Rate purchases from the resulting contract(s) of this ITB by the LEA Group members should comply with E-Rate rules and regulations available at <https://www.usac.org/e-rate/>. Should the LEA Group member request assistance in the determination of E-Rate eligibility, they should refer to the USAC Web site and then contact the State E-Rate Coordinator's office at the ALSDE if additional clarification is needed.

4.2 E-RATE CONTINGENCY

A contract(s) issued resulting from this ITB is (are) not contingent upon E-Rate Discounts awarded through the E-Rate Program. However, E-Rate applicants are required to complete a detailed pricing list including manufacturer's product information during the filing of a Form 471. A specific template (USAC Bulk Upload Template) for this is supplied by USAC and the Contract Holder and/or ALJP Authorized Resellers are required to use this formatted file for submission when providing quotes to the individual school districts for E-rate purposes. This listing requires specific information about the product or services for which the applicant is requesting E-Rate Discounts, including the specific Service Provider information, documented quotes, and product and location details. Quotes and pricing offers based on the awarded contract given to the eligible LEA Group member by the Contract Holder's identified Sales Contact may be contingent upon E-Rate awarded discount for the given E-Rate Funding Year at the discretion of the applying eligible LEA Group Member.

4.3 E-RATE PAYMENT PLANS

In the event a product or service from the awarded product line contract has successfully been awarded, the E-Rate discounts applicable by USAC and the Service Provider Invoice method of discounts are to be applied. Then the service provider (contract Sales Contact) shall bill the applicant for their share of the transaction at the same time any such invoice is sent to USAC for payment. The applicant shall pay their share within 90 days of payment due date. The service provider will be responsible for filing the appropriate Service Provider required E-Rate forms. E-Rate special allowances may be made in the case of new E-Rate Modernization services such as "Special Construction" costs for eligible Category 1 services. See official FCC/USAC guidance for detail.

4.4 E-RATE SERVICE PROVIDER STATUS

Any Contract Holder, sales contact (company) or authorized ALJP Reseller (company) that provides an E-Rate eligible product within an awarded product line contract shall maintain a good standing/green light status with the E-Rate

program. They shall maintain and provide upon request a Service Provider Identification Number (SPIN) that will correctly identify their business operations with the E-Rate program.

5 RESPONSE PROCEDURE

All interested bidders shall follow the procedures described within this ITB. In general, the procedure will be as follows:

1. Obtain or confirm an AIM login and be listed on the vendor contact registry.
2. Complete and submit Formal Response to this ITB. (Hardcopy to be delivered to ALSDE)

The purchasing activities by the individual LEA Group members with respect to the awarded contracts are completed with every intention of following current bid laws as they pertain to city and county Local Education Agencies in the state. The ALSDE does not charge the LEA Group members or the participating companies to participate in the program. The participants shall self-monitor their purchasing activities, and the awarded Contract Holder shall provide information the LEA Group Members need to document all purchases from the resulting contract for auditing purposes.

Contract information will be maintained on the ALJP website. Each contract holder shall designate a Primary Contract Contact (PCC) person. The PCC will represent the company and will provide updates to their contract information as required.

5.1 ALSDE IDENTITY MANAGEMENT (AIM) – LOGINS

All companies who participate or request to participate in any ALJP activities shall have authorized company individual employees to obtain an AIM login. This includes prospective companies, Qualified Bidders/Contract Holders' Contract Contact(s), and Contract Holder assigned authorized resellers (per awarded contract).

Complete instructions for obtaining an AIM login are available upon request by emailing Bradley.Strother@alsde.edu. It is important to note that Contract Holders and Qualified Bidders in response to this ITB that choose to deploy a contract sales method that involves other companies as resellers for awarded or proposed product lines shall require their "ALJP Authorized Reseller" contacts to obtain an AIM login. These sales contacts shall be available with a given proposal to this ITB and a list of these individuals shall be maintained by the awarded Contract Holder for the life of the awarded contract.

5.1.1 Vendor Contact Registry

The Vendor Contact Registry contains a list of vendors/contacts that have completed the process of obtaining an AIM login. **Your company shall be represented in this list before moving forward.**

Participating companies shall have at least one AIM login holder. A company may acquire additional logins for their participating employees. **Each participating employee shall obtain their own AIM login using the employee's own unique email address.** Companies are responsible for maintenance of these users and Contract Holders shall maintain any user that is associated with their contract.

5.2 PRODUCT LINE/SERVICES FORMAL PROPOSAL

Qualified Bidder shall print and read this entire document and enter the required information (including the entire cover page) and signatures where indicated. A digitized scan of completed documents along with other indicated attachments shall accompany the mailed or delivered package in accordance with the instructions provided in this ITB.

5.3 EVALUATION AND CONTRACT AWARDS

A Qualified Bidder's response will be evaluated and scored by the committee to determine if an award is to be given. The final product line proposal for the awarded response will be promoted to a contract denoted by ALIP2026-xxx. An official contract number will be assigned, and a formal agreement document shall be executed. The awarded Qualified Bidder will be notified by email of the award and the agreement document will be attached for signatures and returned to the ALSDE within 45 days of the contract award notification. Agreements not accepted, signed, and returned within 45 days of being awarded are subject to cancellation.

6 PRODUCT LINE/SERVICE REQUESTS

The following is a list of individual **requested** product line contracts sought by the LEA Group Members within this ITB. Qualified Bidders may submit responses for a listed product line or an **equivalent** information technology product line similar in nature to a **requested** product line listed below.

This ITB is seeking multiple product line contracts based on a **discount off a publicly published price list** for the given categories of products. Some products within a product line/or brand may exist in multiple categories; in these cases, the Qualified Bidder will submit one response for that entire product line or brand. The listed product lines are product lines that LEA Group Members have requested to serve the specific information technology needs of their schools and districts. These specific product line requests are referred to as ALIP **Requested** product lines and are in alphabetical order.

Current ALJP Product Lines Requested by LEA's

Absolute	Asus	Bosch	ClearTouch	eSentire	HoverCam	LG Display	Mobile Mind	Promethean	SMART	Vivitek
Acer	Audio Enhancement	Bodlight	Cradlepoint	ESET	Howard Computers	Liebert	NetApp	Quest	Sophos	VMware
ACTi	Aver	Brenthaven	CrowdStrike	ExaGrid	HP Inc	Lightspeed Systems	Newline Interactive	rtIDEAS	Spectrum Industries	Wanco
Adobe	Avid Products	Bretford	Cylance	Extreme	HPE (Armba)	Linewize	Nutanix	Rhombus Systems	Startech.com	Watchguard
ADTRAN	Avigilon	Brother	Da-Lite	Extron	i3	LockNCharge	NutKase	Ricoh	Tanium	Xerox
Airwatch	AWS	Bullwall	Datto	Feenics	Impero	Logitech	Onfire Learning	Robotical	ThinkWrite	XMedius
Alertus	Axis	Cables2Go	Dell	Fortinet	iPro	Lumens	OpenEye	Rubrik	Touchview	XMPIE
Algo	Balance Box	Cambium	Digital Watchdog	G2	Ivanti	Luxor	OpenText	Ruckus	Trend Micro	Zoom
Ambit Solutions	Balt (Moore Co)	CEF	Docuware	Genetec	Jabra	Max Cases	Otter Products	Safeware	Tripplite	Zcaler
Amplified	Barracuda	Centegix	Dropbox	GoGuardian	Juniper	Max Cases	Palo Alto	Samsara	TROX	
Anywhere Cart	Barracuda	Checkpoint Tech	Eaton	Google	Kajeet	McAfee	Panasonic	Samsung	Turning Technologies	
APC	BCDVideo	Chief	Elmo	Google Software	Kanto	Merge	Peerless AV	Securly	Valcom	
Apple	Belkin	Cisco	Engenius	Google Hardware	Kenwood	Microsoft Hardware	Phillips	Sharp	Veritas	
Appliansys	Benq	ClassLink	Epson	Gumdrop	Lenovo	Microsoft Software	PowerGistics	Singlewire Software	Verkada	
Approved Networks	Bitdefender	ClassVR	Ergotron	Higher Ground	Lexmark	Milestone Security System	Proline	SlateXP	ViewSonic	

Proposed ALJP Products Requested by LEA's

3D Printers	Biometric Devices	Cyber Security Software	Hapara Classroom Management	Kyocera Printers	Pivotal Optics	Ubiquity Products				
AI Software	ClearlyLP	EdTech/LEARN	iBoss	One-to-One Plus	Security Software	Weapons Detectors				
Apptegy	Cyber Security Hardware	Firewalls - Next Gen	Intercoms	Optiview	TP Link					

6.1 PRODUCTS TURNOVER

Upon award, the products listed in the base price source of the specific Product Line products may be modified as product availability may fluctuate throughout the life of an awarded contract. Discontinued products may be removed as required and new products within the specific product line may be added. Though the addition of new products is allowed, the products shall remain susceptible to the discounts proposed with the Qualified Bidder's response once a

contract has been awarded to that Qualified Bidder. In the event of price changes to the Product Line and Base Pricing source, the Contract Holder will be required to update their ALJP price website.

Unless specifically indicated within the product line listing, the products sought within this ITB are new products and not remanufactured or refurbished products. Products shall have the manufacturer's original serial number or comparable identification that has not been altered in any way.

6.2 WARRANTY

If commonly offered within the Product Line Product Offering and Base Pricing source identified by the Qualified Bidder and/or by the manufacturer of the product line, all products listed within the source shall include a standard warranty and provide on-site warranty services directly or indirectly through the manufacturer or a manufacturer's authorized agent. There shall be no charge for a standard warranty unless a charge is common within the product line in general. Extended warranties may be included in the source. Manufacturers' products that normally provide "depot service only" are an exception. The warranty options, including pricing for the products individually or as a group within the proposed Product Line Product Offering and Base Pricing source, shall be clearly stated. Any warranties offered on the source shall not be altered in any way to meet the terms and conditions of this ITB.

6.3 SHIPPING & DELIVERY

All products purchased by an LEA Group member shall be delivered FOB Destination. The awarded vendor and/or authorized reseller agree to bear the risk of loss, injury, or destruction of the items ordered prior to receipt of items by the LEA Group member.

Free shipping is preferred; however normal/common shipping cost(s) for the delivery of the specific product(s) within the product line ordered by individual members of the LEA Group may be included in quotes. ***These costs shall be clearly identified and documented in specific contract quotes and any sales communications.***

7 DISCOUNT

The Qualified Bidder shall provide a quote as a specific discount off the proposed Product Line Base Pricing submitted in the form of a percentage. The discount shall be applied to the base prices specifically identified and provided in the proposed product line. ***The Discount Schedule Form is located in Section 15.9, the last page of this document.***

7.1 SINGLE DISCOUNT – ACROSS THE BOARD

If the submitted quote is a single discount to be applied to the base price of all products, then that discount is considered a single or across-the-board discount. The Qualified Bidder's quote of a single or across-the-board discount shall remain static throughout the life of the contract with one exception. The eventual Contract Holder may only increase their original discount quoted in their specific bid response. A decrease in discount will not be allowed for the life of the contract. New products added to the product line throughout the life of a contract will be subject to the same discount. If the Contract Holder is unable to extend the discount originally quoted to the new products, then those products should be clearly noted as "not available" using the contract. The Qualified Bidder shall also complete the Discount Schedule indicating the proposed single discount within this document.

7.2 CATEGORICAL DISCOUNTS

It is recognized that within some requested product lines there are clear and distinct categories of sub-products within the submitted base pricing. It is recognized that it may be in the best interest of the LEA Group Members to allow the Qualified Bidder (and subsequently the Contract Holders) to provide a **different** discount proposal for each of these predetermined categories. However, these categories shall be well established and defined within this product line's history prior to the submission of a bid response to this ITB and not developed specifically for the Qualified Bidder's response to this ITB. The allowance of categorical discounts does not include a predetermined category for each and every product within the product line, i.e., every product listed in the Product Line and Base Pricing source cannot be considered a category in and of itself. If clear and distinct categories cannot be identified, then the Qualified Bidder shall use the single discount as their response to the entire product line.

These categorical discounts per category will not be allowed to decrease over the life of the contract. If the Qualified Bidder chooses to submit discounts using categories as opposed to a single discount for the entire Product Line and Base Pricing source, then the quoted categories shall be clearly and distinctly recognized per product listed in that source. The Qualified Bidder shall provide a detailed description of each category and provide the specific reference of discount quoted for each category. If Categorical Discounts are submitted, the Qualified Bidder shall complete the discount schedule indicating categories and proposed discount in each.

A description of the discounts submitted, whether a single across-the-board discount or categorical discounts, shall be provided in your ITB response. New products added under this scenario shall clearly fit within a given predetermined category and that category's quoted discount should apply. If the Contract Holder is unable to extend the discount originally quoted to the new products, then those products shall be clearly noted as "not available" using the contract.

7.3 ADDITIONAL DISCOUNTS ALLOWED

It should also be noted that, during a contract period, a Contract Holder and/or sales contacts including ALJP Authorized Resellers assigned may offer or quote additional discounts above and beyond those discounts awarded in the resulting contract(s) of this ITB. Additional discount(s) may include additional discounts for volume purchases and/or other events. All such pricing will still be considered within the awarded ALJP contract.

7.4 COST PLUS OPTION

The Qualified Bidder may provide a Cost-Plus discount or mark-up over cost form of discounting method. However, the initial cost would be considered the "base price," and it shall be incorporated clearly within the product line offering and base pricing source as described above. Additionally, the ALJP Price List required will be modified such that the base price will be the cost, the discount will represent the percent (%) mark-up on cost and the ALJP Price will be the cost of the product plus the mark-up. Categories may still apply as previously discussed. In this model, the percentage mark-up shall never increase but may be reduced to favor the LEA Group Members. This is not the preferred method of discounting; however, it will be accepted.

8 ALJP REQUIRED PRICE LIST

Pricing of the individual products proposed in a Qualified Bidder's response is critical. There are two key elements in ALJP pricing, and they are the Base Price for all of the individual products within a requested product line (or equivalent proposed product line) and the proposed discount. The combination of these two elements is used to calculate the ALJP Price for the products. While a LEA Group Member will browse to the base price source (proposed) and then apply the

discount (proposed) to calculate the actual ALJP price for a product within the product line (proposed), a listing of the ALJP prices along with the parameters shall be made available for current pricing and past pricing for audit purposes.

The Qualified Bidder shall provide a digital, detailed Alabama Joint Purchasing Price List (ALJP Price List) with a response to product line or equivalent, within this ITB. This list shall be in the form of a Microsoft Excel spreadsheet file consisting of the individual information on the products listed in the proposed Product Line and Base Pricing source, including the MFG SKU, Qualified Bidder's or Product Line and Base Pricing source Product Identification Number, Name of Product, Description of Product, ALJP Product Category, UOM, base price from the Base Pricing source, discount applied, ALJP Price, and Discount Category (if applicable). Only products of the proposed product line are to be entered. There shall be no horizontal divisions and the list continues until all products of the proposed Product Line and Base Pricing have been listed with all information with an ALJP Price calculated. An Excel template will be provided, and the Qualified Bidder shall verify accuracy and availability of the data provided by the Qualified Bidder on a USB flash drive or similar storage device. The Qualified Bidder shall use the format described and provided in the Bid Submittal section of this document. Additionally, this file shall be provided on digital storage devices within the final submission package. Two separate digital copies shall be provided.

In the event a contract is awarded and properly procured, this proposed ALJP Price list will become active and shall be updated as products are added and/or modified to the Product Line Product Offering and Base Pricing source by the Contract Holder (once an award has been made). The contract holder shall provide pricing, and archived pricing, via website/online using one of the following methods:

- 1 - Online catalog listing base/catalog pricing information (provide URL)
- 2 - Base pricing document (spreadsheet) hosted on bidder website (provide URL)

In addition, all base/catalog pricing information shall be available without a predetermined login, shall not be unique to the Qualified Bidder's response to this ITB, source/website shall be updated and made available throughout the ITB process, and in the event of an award, the awarded Qualified Bidder shall maintain this website/online document throughout the awarded contract length.

The proposed ALJP Price List will be a key element in the evaluation of awards. It is important that this list be verified and included in the format described within this ITB. Elements such as Product ID/SKU, base pricing of individual products shown within the submitted Product Line and Base Pricing Source will be located and verified.

9 ADDITIONAL TERMS AND CONDITIONS

9.1 PAYMENT

The awarded Contract Holder or designated authorized reseller shall not construe payment as acceptance of products furnished under the resulting contract. The LEA Group member or the ALSDE reserves the right to conduct further testing and inspection after payment, but within a reasonable time after delivery, and to reject the product if such a post-payment testing or inspection disclosed a defect or a failure to meet specifications.

Upon notification of a defective or rejected product the Contract Holder or Authorized Reseller shall coordinate plans to replace the product(s) with others that conform to the specifications, and which are not defective. The replacement of the product will be at the Contract Holder's (or, if applicable, the ALJP Authorized Reseller's) expense and shall be performed within 15 days of notification. Rejected products left longer than 30 days will be regarded as abandoned, and

the LEA Group member will have the right to dispose of the product(s) as its own property. All products shall be free of all liens.

In accordance with Title 16 Chapter 61E of the Code of Alabama 1975, each LEA Group member shall pay its share of expenditures for purchases under any agreement in the manner set forth in the agreement and in the same manner as it pays other expenses of the LEA.

If an award is made to a Qualified Bidder, such awarded Contract Holder and/or chosen ALJP Authorized Reseller shall receive purchase orders as normally done to furnish the awarded products of the specific product line/services to the LEA Group Member. Purchases made through the resulting contract of this ITB shall be offered to only those Local Education Agencies, universities, and colleges participating in the program (LEA Group Members) and listed on the ALJP website. Prior to the issue of a purchase order, the LEA Group Member may request an official ALJP contract quote. For audit purposes the Sales Contacts listed as contacts authorized to sell a product or products from the awarded product line/services contract should provide a quote to interested LEA Group Members, upon their request(s), with the following information present and documented:

- * ALJP Contract Number
- * All pricing information including
 - o Non-ALJP Discounted price from Product Line Product Offering and Base Pricing
 - o ALJP Discount Provided
 - o Additional Discounts (if applicable)
 - o Total price for Quote
- * Sales Contact Information
- * The quote should not include products not covered under the specific ALJP Contract
- * A given deadline for prices to expire, however only additional discounts may be allowed to expire as the contract price based on the awarded discount will remain in effect for the life of the contract.

Individual schools or ALSDE-recognized entities of the LEA Group members may also purchase products from the awarded contracts through their system technology coordinator or designee. They shall contact the system technology coordinator or purchasing agent for instructions.

All documentation of purchases from the resulting contract(s) shall include reference to the assigned ALJP Contract number.

The ALSDE will not participate in any individual purchase(s) between the awarded vendor and LEA Group member. The ALSDE aids through the publishing of current and official contract information on the ALJP website, approving and monitoring the website and required documentation developed by the Contract Holder(s) and other administrative functions of the awarded contract(s). It is not the intent of the ALSDE to be involved in individual purchases using resulting contract(s) unless a conflict arises with contract terms and conditions.

9.2 SEPARATION

The LEA Group members may provide information to the ALSDE concerning the awarded contract performance consisting of the ability to meet contract obligations, quality of customer service, and other vendor performance factors. This information will be evaluated throughout the life of the contract(s) by the committee to determine if a termination of contract is warranted. The ALSDE will provide a formal mechanism for such communications with the LEA Group Members.

Possible reasons for contract termination may include any of the following:

Failure to meet the requirements of this ITB throughout the contract period including a current and non-obsolete ISO-9001 certification;

Failure to deliver the product(s) purchased within an agreed upon time period or period specified on the Purchase Order. In cases that are proven to be beyond the control of the Contract Holder or authorized reseller some exceptions may be considered;

Failure of Contract Holder or Contract Holder's identified authorized resellers to provide purchasing information as described within this ITB;

Improper delivery;

Failure to provide a product(s) that is in conformance with the specifications referenced in the ITB;

Failure to provide products at prices described;

Delivery of a defective item without replacement;

Insolvency or bankruptcy;

Failure to protect, to repair, or to make good any damage or injury to property; or

Breach of any provision of the Contract.

9.3 SEVERABILITY

If any provision of this ITB or resulting contract(s) is declared by a court to be illegal or in conflict with any law, then the parties shall give effect to the balance of the ITB or resulting contract(s) to the extent possible.

9.4 DISBARMENT FROM PARTICIPATION

If, within the past five (5) years, the Qualified Bidder has been disbarred, suspended, or otherwise lawfully precluded from participating in any public bid activity with any federal, state, or local government, the Qualified Bidder shall include a letter with the bid package describing detailed information relating to the disbarment or suspension.

Failure to supply such a letter may result in a disqualified bid or cancellation of contract.

9.5 GOVERNANCE

This ITB and its terms shall be governed and construed according to the laws of the State of Alabama. Any dispute arising out of this ITB shall be brought in the State of Alabama, with venue in Montgomery County, Alabama. Vendors agree to comply with all applicable federal and state laws and regulations.

Per the current FPPM: Non-appropriation and Proration (Section 41-4-144(c)).

<https://comptroller.alabama.gov/fiscal-policy-procedures/>

When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal period, the contract shall be cancelled, and, to the extent permissible by law, the supplier shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the supplies or services

delivered under the contract. To the extent permissible by law, this cost of cancellation may be paid from any appropriations available for that purpose.

In the event that proration of appropriated funds from which the State is to pay the supplier is declared by the Governor pursuant to Section 41-4-90 of the Code of Alabama, the contractor shall have the option, in addition to the other remedies of the contract, of renegotiating the contract to extend or change payment terms or amounts, or terminating the contract. In all circumstances, it is agreed that the terms and commitments of this contract shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama, as amended."

10 GENERAL RESPONSE INSTRUCTIONS

10.1 BID COORDINATOR

Bradley Strother
Alabama State Department of Education
Educational Technology
P.O. Box 302101
5351 Gordon Persons Building
Montgomery, AL 36130
Phone: 334-694-4654
Fax: 334-694-4958
Email: bradley.strother@alsde.edu

10.2 BID IDENTIFICATION

Each product line listed in the Product Lines Requested section of this document is to be addressed by the name of the Product Line listed. In general, reference to this ITB shall be indicated by ALJP2026.

All communication regarding this ITB shall be directed to the bid coordinator listed in section above.

All communication shall be submitted via email by the deadline specified in the schedule of events listed in Schedule of Events section and all Q&A will be posted on the Q&A section on the ALJP website (Procurement Page).

Each communication in relation to a specific product line requested shall be clearly marked with the ALJP2026 located in the Product Lines Requested section of this document entered in the subject area of the email or on the envelope. If the communication is related to the ITB in general, then use "ALJP2026" as the reference for the communication.

The ALSDE will not be held responsible for delays or technical problems that may arise due to temporary failure of email or website availability.

In the event that the interested vendor does not have access to the website, all communications may be sent by email and/or regular mail but shall be received by the ALSDE prior to the deadline specified in the schedule of events listed in Schedule of Events section.

It is the responsibility of the Qualified Bidder to monitor this site for information updates, instructions, or addendums.

Any information, other than the information provided in this ITB and website, given by the ALSDE should be considered for informational purposes only.

10.3 SCHEDULE OF EVENTS:

ALSDE Release of ITB for Response	10/17/2025
Deadline for Questions	10/31/2025 3:00 PM CST
Deadline for Submitting Bid(s)	11/14/2025 3:00 PM CST
Public Bid Opening	11/17/2025 9:00 AM CST
ALSDE and Committee Evaluation Process Begins	11/17/2025

11 BID CONFERENCE

The ALSDE will not hold any formal bid conference. The ALSDE may provide informational sessions as needed based on the level of questions received. Interested bidders should visit the ALIP website often to verify any such meetings. These meetings will not be required.

The LEA Group members may choose to require a bidder's conference in their mini bid/quote efforts.

11.1.1 Cost of Preparing Bids

- The ALSDE will not reimburse any cost the bidder may have in the preparation and submission of any bid package.
- It should be noted that the use of Microsoft Word 2013 or later, Microsoft Excel 2013 or later and Adobe Acrobat Professional may be required.
- Scanning or digitizing documents shall be required.

11.1.2 Bidder Errors**11.1.2.1 Revisions to Previously Submitted Bids**

- Any bidder who submits a bid package and finds it needs revisions or canceling may do so via email notification to the coordinator. The ALSDE will not open sealed bids before the bid opening date and time. If revisions are needed, then the bidder shall notify the coordinator via email of the cancellation of the current bid package and submit a new bid package **before** the deadline for submitting bids.
- The bidder is responsible for cancelled bid package(s). The cancelled bid package(s) will remain sealed and be voided in the bid process. It will be discarded upon notification of the bidder unless the bidder arranges for pick-up.
- Bidders are responsible and liable for all errors or omissions contained in their bid packages.

11.1.3 Invitation to Bid Amendments and Cancellation

- The ALSDE in conjunction with the Montgomery County School System reserves the right to amend this ITB at any time.
- The ALSDE also reserves the right to cancel and/or re-issue this ITB at its sole discretion.
- Any amendments or cancellations regarding this ITB will be made via Web site announcements (<http://alip.ALSDE.edu>). It is the bidder's responsibility to monitor the website for such information daily.

11.1.4 ALSDE Rights Clarification

The ALSDE reserves the right to:

- Reject all proposals.
- Reject individual proposals for failure to meet any requirement.
- Waive minor defects.
- Negotiate with known vendors to provide the product line to the LEA Group members in the event a product line does not receive a bid package or receives a single bid package for a specific product line.
- Seek clarification of the proposal from Vendor at any time, and failure of the Vendor to respond is cause for rejection. Clarification is not an opportunity to change the proposal.

11.1.5 Bid Package and Public Information

- All bid packages and any materials submitted in response to this ITB by the bidder become the property of the ALSDE. Selection or rejection of a bid package does not affect this right.
 - All information provided by the bidder in the bid package will be available for public viewing upon request after bid opening, unless previously deemed intellectual property. All awarded responses will be posted on the ALJP website throughout the life of the contract.
- By submitting a bid package, the bidder acknowledges and accepts that the full contents of the bid package will be made available for public inspection. **By submitting a bid package, the bidder agrees to all requirements, terms, and conditions of the ITB.**

12 APPENDICES

12.1 ISO 9001 CLARIFICATION

The ALSDE and ALJP LEA Group Committee will remain consistent with Chapter 61E of the Code of Alabama 1975. It is clearly stated within the law that "The Legislature therefore desires to authorize the joint purchase of information technology and competitive bidding as well as ensure quality vendors." The ISO-9001 certification requirement is a practical requirement to ensure our schools purchase information technology from quality vendors. A company/vendor having this current and up-to-date certification has demonstrated, and been certified by an ISO Registrar, quality, and exemplary business management in terms of customer service, sound consistent business practices, and the proven ability to offer services and products to the participating Alabama Public Local Education Agencies (LEA Group). The Title 16 Chapter 61E of the Code of Alabama 1975 (formerly known as Alabama Act No. 2003-392), signed into law on June 23, 2003, by Governor Bob Riley, is the guiding document in the creation and administration of this bid and resulting contract(s).

The term "affiliates" as included in the ISO-9001 requirement stated within the Title 16 Chapter 61E of the Code of Alabama 1975 that "any companies that have ISO-9001 certification or any companies or contractors whose affiliates, subdivisions, subsidiaries, or departments have ISO-9001 certification can bid on the information technology to be jointly purchased."

2) AFFILIATE. A person who directly or indirectly owns or controls, is owned or controlled by, or is under common ownership or control with, another person. Solely for purposes of this definition, the terms "owns," "is owned" and "ownership" mean ownership of an equity interest, or the equivalent thereof, of ten percent or more, and the term "person" means an individual, partnership, committee, association, corporation, or any other organization or group of persons.

Additionally, the Federal Communication Commission (FCC), in the Telecommunications Act of 1996 (available on the Internet at <https://www.fcc.gov/general/telecommunications-act-1996> located in section 3 of the document) stating the following:

"The term 'affiliate' means a person that (directly or indirectly) owns or controls, is owned or controlled by, or is under common ownership or control with, another person. For purposes of this paragraph, the term "own" means to own an equity interest (or the equivalent thereof) of more than 10 percent."

However, if the bidding company does meet ISO-9001 certification requirement, then that company, if awarded the contract, can name authorized resellers that could include companies that do not meet the ISO-9001 or affiliate requirement. An authorized reseller of a product line manufactured/published does not automatically meet the definition of an affiliate. Authorized resellers can be removed by an awarded company in accordance with their definition of an authorized reseller.

The **bidding company/vendor listed on the cover page shall meet the ISO-9001 certification** or be a vendor who directly or indirectly owns or controls, is owned or controlled by, or is under common ownership or control with, another vendor of which the ownership represents 10% equity of a company that is currently ISO-9001-certified. If there is an affiliated relationship and the awarded vendor does not actually hold the certification, the bidder shall include documentation of proof that the bidding vendor has an affiliation or is a subdivision, subsidiary, or department of a company that does have an ISO-9001 certification, in accordance with the definition stated above, including a letter of qualification on the ISO-9001. This letter should be on the ISO-9001-certified company's letterhead and signed by an authorized official of the company as well as notarized. The content of the letter should describe the relation between the two companies and how the definition of affiliate is met, including a description of the ownership or control. An ISO-9001 certificate should be included and in the "**ISO CERTIFICATION INFORMATION**" area on the cover page, the certifying company's information should be entered. Adjacent to the title of that section the bidder will include a statement that identifies the relation to the certified company. This statement should read: In Affiliation With..., Subdivision of ..., Subsidiary of ..., or A Department of (Ex: *In Affiliation with XYZ Corp.*).

ALJP Response Requirements and Evaluation

The following items represent the mandatory requirements for bid acceptance. If there is additional information, e.g., company profiles, sales brochures, complete catalogs, etc., please include it in a separate PDF.

13 MANDATORY REQUIREMENTS

Your response shall not deviate from the format described within this document.

1. General Requirements

- a. If bidding multiple product lines from a variety of manufacturers and suppliers, it is acceptable to include multiple Cover Sheets, Price Lists and Discount Schedules attached to a single copy of information that will be standard across your bids, e.g., demographics, E-Verify information, sales contacts, ISO-9000 certification, etc.
- b. The Qualified Bidder shall provide the response in a binder (hard shell) that will have secure pockets for the required digital storage devices.
- c. The Qualified Bidder shall provide two identical digital storage devices containing 2 files each: one shall be a single portable document file (PDF) containing the completed proposal response. The other file shall be the Excel ALJP spreadsheet containing your submitted price list.
- d. The Qualified Bidder shall notarize the first page of this ITB document. Electronic signatures and notarization are acceptable if printed and included in the bid proposal.
- e. Each securely sealed package shall be clearly marked with the ALJP2026-and the Specific Product Line. (Example: ALJP2026-VendorName) Please include a "DO NOT OPEN" message clearly on the package. If a package is boxed inside a carrier's box, then that box should also have the ALJP ITB ID clearly visible.

2. ISO 9001 Certificate – Current and Valid

3. E-Verify Participation Requirements

4. Valid Product Line and Base Pricing URL (Equal or Equivalent)

5. Indication of Proposed Discount(s) from Base Pricing (Discount Schedule)

6. ALJP Price List (spreadsheet template provided on the ALJP Procurement website)

a. Source of Product Line information--REQUIRED

- A website (URL) that provides the LEA Group Members product information for the proposed Product Line.
- Information details for each individual product within the Proposed Product line shall be provided.
- Source/website shall be available without a login.
- Source/website shall be updated and made available throughout the ITB process, and in the event of an award, the awarded Qualified Bidder shall maintain this website throughout the awarded contract length.
- In the event of an award, the awarded Qualified Bidder shall maintain an archival library, available on the above-mentioned website, of all price and product line/services changes throughout the life of the contract. Archives must be maintained for a minimum of 10 years.
- Website (URL) must be active within 60 days from the execution of an awarded contract and must be maintained. Failure to comply may result in the cancellation of an awarded contract.

b. Source of Base Pricing for all products available within the proposed product line.

- The Base Price listing cannot be based on some other contract within the ALJP program or any external contract for the product line you may hold.
 - Example of such Base Pricing sources include, but are not limited to, Manufacturer's Suggested Retail Price (MSRP), Retail Price, Catalog Pricing, Online Store Pricing, List Price, Educational Pricing, or other similar pricing available to the LEA Group Members and the general public without predetermined login access. Base Pricing shall be currently publicly available and not created specifically for a response to this ITB.
 - Base Pricing is a critical part of any response and shall always be provided in order to validate proposed ALJP pricing for the product line proposed.
7. Valid Reference Listing and reference checks – Provide at least five (5) K-12 educational institutions or organizations and contact information including name, address, phone number, and a contact name with an email address. It is preferred that at least three (3) of these institutions are from Alabama K-12 Local Education Agencies/Districts.
 8. Proposed Sales Contacts
 - a. Listing of Sales Contacts and/or proposed ALJP Authorized Resellers.
 - b. Each inside sales and reseller contact shall obtain their own AIM login using the contact's own unique email address and register with the Vendor Contact Registry listing.
 9. Bidder's Conference Attendance (if applicable – see Schedule of Events)
 10. Submitted bid packages shall be mailed or hand delivered to the ALSDE using either of the following two addresses:

Courier Mail
 Alabama State Department of Education
 Educational Technology Section—E-Rate/ALJP
 Office 5351
ATTENTION: Brad Strother
 50 N. Ripley St.
 5351 Gordon Persons Building
 Montgomery, AL 36104-3833

Regular Mail
 Alabama State Department of Education
 Educational Technology Section—E-Rate/ALJP
 Office 5351
ATTENTION: Brad Strother
 5351 Gordon Persons Building
 P.O. Box 302101
 Montgomery, AL 36130-2101

- Submittal as described above shall be made by the date and time expressed in the schedule of events. Do not use any other address other than the information listed above.
- No other format (Fax, email, etc.) will be accepted.
- If one or more of the above items are not met and/or not present in the bidder's response, the ALSDE may disqualify the entire response.

13.1 ALJP COMMITTEE EVALUATION SCORING

1. Current ISO Certification-Required (Disqualification without applicable ISO documentation)

2. Proposed Rubric Score (100 Points Total)

- a. Clear and concise Product Line (Offering) and Base/Catalog Pricing Source; Discount Pricing indicated (60)
- b. Publicly available, user-friendly pricing website with Archive Library (20)
- c. References (20)

3. A score of 70 or above is required in order to be considered for a contract on ALIP.

Scoring Rubric	
Clear/Concise Product Line/Services and Discount Pricing	60%
Complete Bid Proposal with Public Facing Website	20%
References (Prior Experience with Vendor)	20%
Disqualifications	
1. Failure to provide documentation of current ISO Certification 2. Bid proposal submitted after 3:00 PM CST on 11/14/2025 3. Bid proposal submitted in any way other than a sealed bid mailed/delivered as described in this ITB	

Thank you for your interest in the Alabama Joint Purchasing Program.

14 PLACEHOLDER SECTION FOR RESPONSE ITEMS

14.1 DEMOGRAPHIC INFORMATION- (TAB 1)

Company Name	Adtran, Inc.		
Company Mailing Address	901 Explorer Boulevard Huntsville, AL 35806		
Company Mailing Address of Incorporation	The Corporation Trust Company Corporation Trust Center 1209 Orange Street Wilmington, Delaware 19801		
State of Incorporation	Delaware	Website:	www.adtran.com
*Authorized Person's Name, Title, Email Address *This individual can sign a contract if one is awarded.	Jeff Abbott AVP, Sales Controller Integrations jeff.abbott@adtran.com		
Response Contact Name	Tom Putnam		
Response Contact Phone Number	(256) 963-6020		
Response Contact Email Address	tom.putnam@adtran.com		

14.2 ISO & OTHER CERTIFICATION/CREDENTIAL INFORMATION – REQUIRED (TAB 2)

Behind this tab, please include a copy of the ISO 9001 Certificate. You may provide an equivalent certification in place of the ISO Certification but be sure to provide the documentation that defines your proposed certificate.

Include documents or certificates required to provide proposed services within the State of Alabama including E-Verify documentation and State of Alabama issued General Contractor's License if applicable. Provide any supporting documentation for other State and/or Federal requirements required by the qualified bidder to provide the services proposed.

Other Credentials Applicable: Yes _____ No X

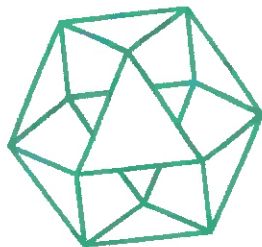
Describe any required credentials to provide the services listed in the proposed catalog, in detail. Insert copies of required credentials as described if applicable.

[Not Applicable](#)

Describe any other credentials your company and staff may have that reflect the quality of services performed and/or products proposed in the catalog. Insert any such agreements and include an explanation of the requirement.

[Please reference Adtran's ISO 9001 certificate following this tab.](#)

[E-Verify documentation has been included in tab 14.6 of this response.](#)



NSAI

Certificate of Registration of Quality Management System to ISO 9001:2015

The National Standards Authority of Ireland Inc. certifies that:

ADTRAN, Inc.
901 Explorer Blvd
Huntsville, AL 35814
USA

has been assessed and deemed to comply with the
requirements of the above standard in respect of the scope of
operations given below:

**Marketing, sales/services, design, testing, production, delivery,
installation for optical network equipment and software, carrier
ethernet and network virtualization (NFV) as well as
synchronization solutions for the telecommunication industry and
time & frequency market.**

**Additional sites covered under this multi-site certification are listed on the
Annex (File No. 19.1270)**

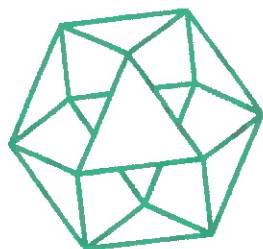
Geraldine Larkin Chief
Executive Officer

Lisa Greenleaf
Technical Operations Officer

Registration Number: 19.1270
Certification Granted: November 06, 2024
Effective Date: November 06, 2024
Expiry Date: November 20, 2026



National Standards Authority of Ireland Inc., 20 Trafalgar Square, Nashua, New Hampshire, NH 03063, USA T +1 603 882 4412



NSAI

Annex to Certificate Number: 19.1270

Scope of Registration:

Marketing, sales/services, design, testing, production, delivery, installation for optical network equipment and software, carrier ethernet and network virtualization (NFV) as well as synchronization solutions for the telecommunication industry and time & frequency market.

Activity

Location

Sales, Service, Research & Development, Operations

Adtran Networks SE
Fraunhoferstrasse 9a,
D-82152
Martinsried/Munich Bavaria
Germany
File No.: 19.1270/AA

Sales, Service, Research & Development, Operations

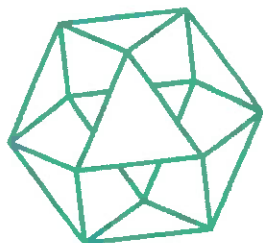
Adtran Networks SE
Maerzenquelle 1-3
98617 Meiningen-Dreissigacker
Germany
File No.: 19.1270/BB

Sales, Service, Research & Development, Operations

Adva Network Security GmbH
Networks SE
Hermann-Dorner-Allee 91
12489 Berlin
Germany
File No.: 19.1270/CC

Software Research & Development

Adtran Networks SE
Hermann-Dorner-Allee 91
12489 Berlin
Germany
File No.: 19.1270/DD



NSAI

Annex to Certificate Number: 19.1270

Scope of Registration:

Marketing, sales/services, design, testing, production, delivery, installation for optical network equipment and software, carrier ethernet and network virtualization (NFV) as well as synchronization solutions for the telecommunication industry and time & frequency market.

Activity

Location

Software Research
& Development

Adva Optical Networking India Private Limited
4th Floor, Umiya Business Bay-2 Cessna
Business Park Kadubessanahalli, Marathahalli
Outer Ring Rd.
Bengaluru
India
File No.: 19.1270/EE

Research
& Development

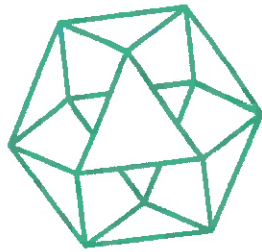
Adtran Networks Israel Ltd.
Millennium House Floor 12
2 Hatidhar Street
PO Box 2552
Ra'anana 4366105
Israel
File No.: 19.1270/FF

Research & Development

Adtran Networks Israel Ltd.
Hatnufa 3
Yokneam 20692
Israel
File No.: 19.1270/GG

Software Research &
Development and Testing

Adtran Networks Spółka z o.o
Ul. Łużycka 8 C, Business Park
Tensor, Building Y
81-537 Gdynia
Poland
File No.: 19.1270/HH



NSAI

Annex to Certificate Number: 19.1270

Scope of Registration:

Marketing, sales/services, design, testing, production, delivery, installation for optical network equipment and software, carrier ethernet and network virtualization (NFV) as well as synchronization solutions for the telecommunication industry and time & frequency market.

Activity

Location

Central Function, Design,
Manufacture

ADTRAN, Inc.
901 Explorer Blvd.
Huntsville, AL 35814
USA
File No.: 19.1270

Clinical Support

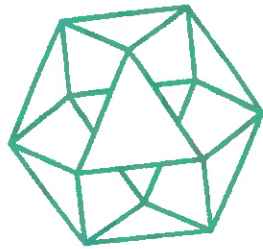
ADTRAN Networks Pty Ltd.
Level 5, 330 Collins St.
Melbourne, Victoria 3000
Australia
File No.: 19.1270/A

Design

ADTRAN GmbH
Herrmann-Dorner-Allee 91
15489 Berlin
Germany
File No.: 19.1270/F

Design, Manufacture

ADTRAN, Inc.
901 Explorer Blvd.
Huntsville, AL 35814
USA
File No.: 19.1270/N



NSAI

Annex to Certificate Number: 19.1270

Scope of Registration:

Marketing, sales/services, design, testing, production, delivery, installation for optical network equipment and software, carrier ethernet and network virtualization (NFV) as well as synchronization solutions for the telecommunication industry and time & frequency market.

Activity

Location

Research & Development

Adtran Networks North America Inc.
2301 N. Greenville Ave.
Richardson, TX 75082
USA
File No.: 19.1270/NN

Verified by:
Technical Operations Officer

14.3 DESCRIPTION(S) OF PRODUCTS/ SERVICES OFFERED (TAB 3)

Provide a complete and detailed description of the products/services offered.

Proposed catalog of products/services with base pricing included. Pricing listed in any form other than monetary form such as "To Be Determined" or "Provided upon Request" will not be accepted as part of an award, if award is offered. Web-based catalog is preferred; however, a digital copy provided on a flash drive will be reviewed. In the event a web-based catalog is offered the provider must provide an active web link within this tab and describe the web sourcing of the catalog. If applicable, Qualified Bidders that provide pricing in any other format may do so; however, the base price and discount should be clearly stated along with the final ALJP Price (See TAB 4). If static pricing is proposed, then all pricing should be considered static and changes that increase the cost to the ALJP Participant or additional product will not be allowed throughout the life of an awarded contract. In competitive bids evaluation a static price offering may not be preferable. See TAB 4 for pricing.

Descriptions of the Adtran products/services offered are included in the ALJP2026 price list included on the thumb drives accompanying this response. The provided template was used to create this price list.

14.4 OFFERED PRICE LISTING (TAB 4)

If offering pricing based upon a company public website posting of services/product listing and the based price for each item, then please provide detail documentation, using Qualified Bidders format choice, of the following information:

·Website URL/address in full: _____

·Electronic Copy of Base Pricing in proposed Catalog on Flash Drive

Please refer to the ALJP2026 price list included on the thumb drive accompanying this response.

Detail of Discount(s) Proposed: Single Discount or Categorical

Discounts provided are Categorical. Please the ALJP2026 price list, and the discount schedule.

Initial Price List of Products offered to include base price, ALJP Discount applied, and final (not to exceed) ALJP price. (Catalog or Static pricing)

Please refer to the ALJP2026 price list included on the thumb drive accompanying this response.

Please note that the “ease of use” of the proposed product listing and pricing information will be considered in the final evaluation.

Use the pricelist template on the procurement page of ALJP.

<https://alip.alsde.edu/Procurements.aspx?Active=true>

14.5 REFERENCE PLACEHOLDER – REQUIRED (TAB 5)

Include/insert References Information Here:

Provide at least five (5) K-12 educational institutions or organizations and contact information including name, address, phone number, and a contact name with an email address. At least three (3) of these institutions should be Alabama K-12 Local Education Agencies/Districts.

Provided by Qualified Bidder in attached document (no template provided)

Calhoun County Schools
4400 McClellan Blvd.
Anniston, Alabama 35206
256 471-7400
Lance Driskell
Technology Director
ldriskell@ccboe.us

Randolph County Schools
182 Circle Drive
Wedowee, Alabama 36278
256 357-4611
Calan Daniel
Technology Coordinator
cdaniel@randolphboe.org

Houston County Schools
401 W Washington St.
Dothan, Alabama 36301
334 792-8331
Alex Hagan
Hagan.alex@hcboe.us

Oakwood University
7000 Adventist Blvd NW
Huntsville, Alabama 35896
256 853-5118
Stephen Bishop
Sbishop@oakwood.edu

Alabama Department of Risk Management
777 S. Lawrence St.
Montgomery, Alabama 36104
334 223-6120
Clint Witherington, IT Director
Clint.witherington@finance.alabama.gov

14.6 E-VERIFY DOCUMENTATION – REQUIRED (TAB 6)

Insert documentation required for E-verify. If not applicable, insert a letter stating so.

Adtran participates in the E-Verify program. Please see the following pages for the documentation.

**AFFIDAVIT OF ALABAMA IMMIGRATION COMPLIANCE BY A
CONTRACTOR OR GRANTEE TO LOCAL SCHOOL BOARD IN THE STATE OF ALABAMA AND/ OR
THE STATE BOARD OF EDUCATION**

In compliance with SECTIONS 9 (a) and (b) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (the "Act"); CODE OF ALABAMA, SECTIONS 31-13-9 (a) and (b), this Affidavit of Alabama Immigration Compliance is to be completed and signed by an officer or owner of a contractor or grantee and notarized, as a condition for the award of any contract by a local school board ("the Board") or by the Alabama Department of Education (ALSDE) to an employer that employs one or more employees in the State of Alabama and is a recipient of funds from the State of Alabama Department of Education, or funds from any political subdivision of the State of Alabama, or any public funded entity. As determined by the Superintendent of the Alabama Department of Education, a notarized Contractor or Grantee Affidavit in this format shall be acceptable by all local school boards in the State of Alabama and the ALSDE in compliance with the Act. Contractors and Grantees are to provide notice to their Subcontractors of their Alabama Immigration Compliance obligations.

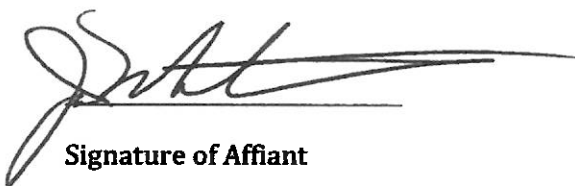
State of Alabama:

County of Madison:

Before me, a notary public, personally appeared JAMES E. MATTHEWS (print name) who, is duly authorized by the business entity/employer which appears below, being sworn, says as follows:

As a condition for being a contractor or grantee on a project paid for by contract, grant, or incentive by the State of Alabama, or any political subdivision thereof, or any state-funded entity, I hereby attest that in my capacity as Chief Financial Officer (your position) for ASTRA, INC (name of contractor or grantee), said Contractor or Grantee does not knowingly employ, hire for employment, or continue to employ an unauthorized alien. Further, Contractor or Grantee affirms that it is providing notice to its subcontractors of their Alabama Immigration Compliance obligations.

I further attest that said Contractor or Grantee is enrolled in the E-Verify program and attached to this Affidavit is our E-Verify Memorandum of Understanding confirming such program enrollment. I have read this Affidavit and swear and affirm that it is true and correct.


Signature of Affiant

Sworn to and subscribed before me this 10th day of February, 2012

I certify that the affiant is known (or made known) to me to be the identical party he or she claims to be.

Sandra C. Bartels

Signature and Seal of Notary Public

NOTARY PUBLIC STATE OF ALABAMA AT LARGE
MY COMMISSION EXPIRES: Nov 23, 2013
BONDED THRU NOTARY PUBLIC UNDERWRITERS

To be returned to the ALSDE

**AFFIDAVIT OF ALABAMA IMMIGRATION COMPLIANCE BY A
SUBCONTRACTOR TO LOCAL SCHOOL BOARD IN THE STATE OF ALABAMA
AND/ OR THE STATE BOARD OF EDUCATION**

In compliance with SECTIONS 9 (a) and (b) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (the "Act"); CODE OF ALABAMA, SECTIONS 31-13-9 (a) and (b), this Affidavit of Alabama Immigration Compliance is to be completed and signed by an officer or owner of a subcontractor and notarized, as a condition for the award of any contract by a local school board ("the Board") or by the Alabama Department of Education (ALSDE) to a Contractor that employs one or more employees in the State of Alabama and is a recipient of funds from the State of Alabama Department of Education, or funds from any political subdivision of the State of Alabama, or any public funded entity. As determined by the Superintendent of the Alabama Department of Education, a notarized Subcontractor Affidavit in this format shall be acceptable by all Contractors to local school boards in the State of Alabama and the ALSDE in compliance with the Act. Subcontractors are to provide notice to their Subcontractors of their Alabama Immigration Compliance obligations.

State of Alabama:

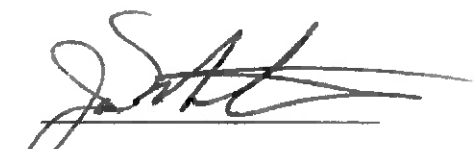
County of Madison:

Before me, a notary public, personally appeared JAMES E. MATHEWS (print name) who, is duly authorized by the business entity/employer which appears below, being sworn, says as follows:

As a condition for being a subcontractor to a contractor or grantee on a project paid for by contract, grant, or incentive by the State of Alabama, or any political subdivision thereof, or any state-funded entity, I hereby attest that in my capacity as Chief Financial Officer (your position) for ADTRAN, INC (name of subcontractor), said subcontractor does not knowingly employ, hire for employment, or continue to employ an unauthorized alien. Further, subcontractor affirms that it is providing notice to its subcontractors of their Alabama Immigration Compliance obligations.

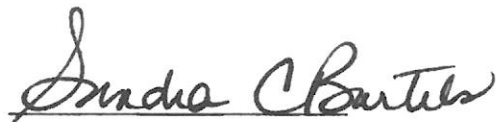
I further attest that said subcontractor is enrolled in the E-Verify program and attached to this Affidavit is our E-Verify Memorandum of Understanding confirming such program enrollment. Further, as a direct subcontractor, for those current employees for whom the E-Verify system may not be used in accordance with applicable federal rules and regulations, subcontractor has reviewed, or had reviewed, the Form I-9s for each of its current employees and has a good faith belief that it has complied with ALA. CODE § 31-13-9(c) and (d).

I have read this Affidavit and swear and affirm that it is true and correct.


Signature of Affiant

Sworn to and subscribed before me this 10th day of February, 2012

I certify that the affiant is known (or made known) to me to be the identical party he or she claims to be.



Signature and Seal of Notary Public

NOTARY PUBLIC STATE OF ALABAMA AT LARGE
MY COMMISSION EXPIRES: Nov 23, 2013
BONDED THRU NOTARY PUBLIC UNDERWRITERS

To be returned to the Contractor or Grantee of the ALSDE

Notice of Alabama Immigration Law Compliance Requirements to all Contractors of the Alabama State Department of Education

As a contractor, as defined in the Beason-Hammon Alabama Taxpayer and Citizen Protection Act (hereinafter "the Act"), to the Alabama State Department of Education (hereinafter "the ALSDE"), it is critical to your relationship (future or continuing) with the ALSDE that you comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act. Accordingly, please provide your Affidavit of Immigration Compliance with attached E-Verify Memorandum of Understanding, as requested in the attached memorandum. If you do not believe these obligations apply to you, please notify the ALSDE immediately.

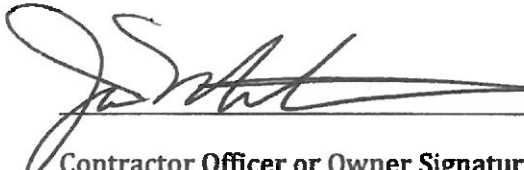
Every contract entered into by the ALSDE from this point forward with a contractor will contain the following clause or one substantially similar:

Alabama Immigration Law Compliance Contract: Contractor agrees that it will fully comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act, which makes it unlawful for an employer in Alabama to *knowingly* hire or continue to employ an alien who is or has become unauthorized with respect to such employment or to fail to comply with the Form I-9 requirements or fails to use E-Verify to verify the eligibility to legally work in the United States for all of its new hires who are employed to work in the State of Alabama. Without limiting the foregoing, contractor shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien, and shall have an officer or other managerial employee who is personally familiar with the contractor's hiring practices to execute an affidavit to this effect on the form supplied by the ALSDE and return the same to the ALSDE. Contractor shall also enroll in the E-Verify Program prior to performing any work, or continuing to perform any ongoing work, and shall remain enrolled throughout the entire course of its performance hereunder, and shall attach to its affidavit the E-Verify Program for Employment Verification and Memorandum of Understanding and such other documentation as the ALSDE may require to confirm contractor's enrollment in the E-Verify Program. Contractor agrees not to knowingly allow any of its subcontractors, or any other party with whom it has a contract, to employ in the State of Alabama any illegal or undocumented aliens to perform any work in connection with the Project, and shall include in all of its contracts a provision substantially similar to this paragraph. If contractor receives *actual knowledge* of the unauthorized status of one of its employees in the State of Alabama, it will remove that employee from the project, jobsite or premises of the ALSDE and shall comply with the Immigration Reform and Control Act of 1986, as amended by the Immigration Act of 1990, and the

Beason-Hammon Alabama Taxpayer and Citizen Protection Act. Contractor shall require each of its subcontractors, or other parties with whom it has a contract, to act in a similar fashion. If contractor violates any term of this provision, this agreement will be subject to immediate termination by the ALSDE. To the fullest extent permitted by law, contractor shall defend, indemnify and hold harmless the ALSDE from any and all losses, consequential damages, expenses (including, but not limited to, attorneys' fees), claims, suits, liabilities, fines, penalties, and any other costs arising out of or in any way related to contractor's failure to fulfill its obligations contained in this paragraph.

To the extent that there is no formal written contract between the ALSDE and the contractor, such as where business is conducted by purchase order, this document shall serve as the Alabama Immigration Compliance Contract.

Alabama Immigration Law Compliance Contract Notice Acknowledged and Agreed by contractor whose name appears below:

 02-10-2012
Contractor Officer or Owner Signature/Date

JAMES E MATTHEWS, Chief Financial Officer
ADTRAN, Inc.
Print Name/Title/Company

Please execute and return to Alabama State Department of Education within the next 10 days

MEMORANDUM

TO: ALL CONTRACTORS AND GRANTEES
 FROM: (INSERT ALSDE CONTACT HERE)
 DATE: JANUARY 13, 2012
 RE: H.B. 56 - ALABAMA IMMIGRATION LAW COMPLIANCE

The purpose of this Memorandum is to direct your prompt attention to Alabama Immigration Law Compliance flow-down requirements that will be in effect on January 1, 2012. Those are discussed herein and can be summarized as follows:

1. PROVIDE the Alabama State Department of Education (ALSDE) proof that you are in compliance with the immigration law by timely submitting a notarized *Affidavit of Immigration Law Compliance – Contractor and Grantee* (in the attached form with a customizable version at www.alsde.edu) and an *E-Verify Memorandum of Understanding* See ALA. CODE § 31-13-9 (c);
2. PROVIDE the Alabama State Department of Education (ALSDE) a signed *Alabama Immigration Law Compliance Contract* (in the attached *Notice* form provided);
3. PROVIDE your subcontractors notice of their compliance obligations and OBTAIN from each a notarized *Affidavit of Immigration Law Compliance - SUBCONTRACTOR* (in the attached form with a customizable version at www.alsde.edu).

The requirements above, imposed by H.B. 56, are “a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees [working in the State of Alabama].”³ AS A Contractor⁴ or a Grantee, if you believe these obligations do not apply to you, please notify the ALSDE immediately.

In turn, you are to obtain from your subcontractors a notarized *AFFIDAVIT OF IMMIGRATION COMPLIANCE-SUBCONTRACTOR*. A careful review of the broad definition below of the term “Contractor” in the Act will assist you in deciding to whom to provide notice.

³ ALA. CODE § 31-13-9 (a) and (b). See <http://www.ago.state.al.us/File-Immigration-AL-Law-2011-535>. The law is now codified in ALA. CODE §§ 31-13-1 to 31-13-30 as well as § 32-6-9. (the “Act”)

⁴ A Contractor is defined broadly in the Act as “A person, employer, or business entity that enters into an agreement to perform any service or work or to provide a certain product in exchange for valuable consideration. This designation shall include, but not be limited to, a general contractor, subcontractor, independent contractor, contract employee, project manager, or a recruiting or staffing entity.” ALA. CODE §§ 31-13-3 (3).

These affidavits have been approved by the Superintendent of the Alabama State Department of Education (ALSDE) as acceptable by all local boards and the ALSDE. If you contract with more than one school system, you will only need to have one affidavit completed and notarized, and then provide a copy to the requesting Boards. You are required to maintain your subcontractors' affidavits at your offices. These documents will be subject to audit. You may provide a copy of this Memorandum with your notification memorandum to your subcontractors as an explanation for this mandatory requirement.

Finally, you will find a NOTICE OF ALABAMA IMMIGRATION LAW COMPLIANCE REQUIREMENTS TO ALL CONTRACTORS ("CONTRACTORS") OF THE ALABAMA STATE DEPARTMENT OF EDUCATION for execution by contractors and to be returned to the ALSDE. To the extent that there is no formal written contract between a contractor and the ALSDE, such as where business is conducted by purchase order, this document shall serve as your Alabama Immigration Law Compliance Contract. Similar language will also be in contractual agreements or grant documents with the ALSDE.

We sincerely regret any inconvenience that the implementation of the Act may cause you and we hope that you understand our need to comply



Company ID Number: 32855
Client Company ID Number: 366090

The individuals whose signatures appear below represent that they are authorized to enter into this MOU on behalf of the Employer, the E-Verify Employer Agent and DHS respectively.

If you have any questions, contact E-Verify at 1-888-464-4218.

Approved by:

Employer ADTRAN Inc.

Kay Gray
Name (Please Type or Print)

Director Human Reso
Title

Kay Gray
Signature

11-4-10
Date

E-Verify Employer Agent ADP (SC)

Kenneth Hampton

Name (Please Type or Print)

Title

Electronically Signed
Signature

10/20/2010
Date

Department of Homeland Security – Verification Division

Name (Please Type or Print)

Title

Signature

Date

**Information Required
For the E-Verify E-Verify Employer Agent Program**

Information relating to your Company:

14.7 COMPANY INSIDE SALES – REQUIRED (TAB 7)

Provide all pertinent company information including key personnel, demographics, and company profile.

Full Name

Tom Putnam
Adtran Regional Sales Manager/Inside
Sales Manager
256 963-6020

AIM email

tom.putnam@adtran.com

ADTRAN Holdings, Inc. ("ADTRAN" or the "Company") is a leading global provider of networking and communications platforms, software, systems and services focused on the broadband access market, serving a diverse domestic and international customer base in multiple countries that includes large, medium and small Service Providers, alternative Service Providers, such as utilities, municipalities and fiber overbuilders, cable/MSOs, SMBs and distributed enterprises, including Fortune 500 companies with sophisticated business continuity applications, and federal, state and local government agencies. Our innovative solutions and services enable voice, data, video and internet-communications across a variety of network infrastructures and are currently in use by millions worldwide. We support our customers through our direct global sales organization and our distribution networks. Our success depends upon our ability to increase unit volume and market share through the introduction of new products and succeeding generations of products having optimal selling prices and increased functionality as compared to both the prior generation of a product and to the products of competitors in order to gain market share. To service our customers and grow revenue, we are continually conducting research and developing new products addressing customer needs and testing those products for the specific requirements of the particular customers. We offer a broad portfolio of flexible software and hardware network solutions and services that enable Service Providers to meet today's service demands, while enabling them to transition to the fully converged, scalable, highly-automated, cloud-controlled voice, data, internet and video network of the future. In addition to our global headquarters in Huntsville, Alabama, and our European headquarters in Munich, Germany, we have sales and research and development facilities in strategic global locations.

14.8 RESELLER LISTING - IF APPLICABLE (TAB 8)

***Note – All resellers, in order to be added, shall be on the Vendor Contact Registry.**

Full Name	AIM email	Company
Tony Helton	Tony.Helton@blueplainstech.com	Blue Plains Technology
Steve Meany	Smeany@blueplainstech.com	
Tim Perryman	tim@lsiresearch.com	LSI Research
Jonathan Bailey	bailey@pinnacleetworkx.com	Pinnacle Networkx LLC

14.9 DISCOUNT SCHEDULE – REQUIRED (TAB 9)

See Section 7

			Proposed Discount %
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product/Service Offering and Base Pricing Source submitted	
Categorical Discounts (If Applicable)			
Category Identification	Title	Description	Proposed Discount %
A, ACN	General Hardware	TA900, MX2800, MX4 Series	25%
25%B, K	Routers, Switches, Access Points	NV1000, NV3000, NV4000 Series, nCommand MSP, Modules and Access Points	25%
E, E1, E2, E3, E4, F	ProServices, Accessories	ProServices and Accessories	10%
T	Training	Training Services on all Adtran Products	10%
X	ProCloud Service	Cloud Based Management of WiFi	10%

Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the products of the proposed product line/service list on the Product Line/Service Offering and Base Pricing Source. Otherwise, if a single discount is proposed, enter that amount in the reserved section above. Add an additional page if necessary.

14.10 ALL OTHER SUPPORTING AND/OR REQUIRED DOCUMENTATION (TAB 10)

Service Level Agreements for proposed services and/or other documentation offered.
Please see the following [EULA](#) and [DSOs](#) for the various services proposed.



Adtran End User License Agreement

This Adtran End User License Agreement ("EULA") is a legal agreement between the end-user customer ("Licensee" or "you"), on the one hand, and Adtran, Inc. and its affiliated companies ("Adtran"), on the other hand, for computer software, including without limitation, associated media, printed materials, "online" or electronic documentation ("Licensed Software") owned by Adtran or its third party suppliers and/or licensors.

1. ACCEPTANCE OF TERMS. BY INSTALLING AND/OR USING LICENSED SOFTWARE, LICENSEE IS AGREEING TO BE BOUND BY THE TERMS OF THIS EULA. IF YOU ARE ENTERING INTO THIS EULA ON BEHALF OF AN ENTITY, YOU REPRESENT THAT YOU HAVE AUTHORITY TO BIND THAT ENTITY. IF YOU DO NOT HAVE SUCH AUTHORITY OR YOU DO NOT AGREE TO THE TERMS OF THE EULA, DO NOT INSTALL AND/OR USE THE LICENSED SOFTWARE, AND IT MAY BE RETURNED TO Adtran FOR A REFUND WITHIN THIRTY (30) DAYS OF THE DATE YOU ACQUIRED THE LICENSED SOFTWARE. This EULA is limited to certain intellectual property of Adtran and its suppliers and/or licensors as it pertains to Licensed Software and does not include any rights to other intellectual property. Adtran and its suppliers and/or licensors retain ownership of all intellectual property rights in and to the Licensed Software, including copies, improvements, enhancements, derivative works and modifications. Your rights to use the License Software are limited to those expressly granted by this EULA. The Licensed Software contains open source software. By accepting the terms of this EULA, Licensee is accepting the terms of the open source license agreements that govern the use of such open source software, including all disclaimers of warranty and limitations of liability set forth therein. A list of open source software is available upon request.

2. GRANT OF LICENSE. Adtran hereby grants Licensee a limited, non-exclusive, non-transferable license, without ownership or rights to sublicense, to use the object code of the Licensed Software solely for Licensee's internal business purposes, provided such purpose is in accordance with the permitted uses of the Licensed Software as set forth in this EULA and any written agreement between Licensee and Adtran, and subject to payment by Licensee of any applicable license fees. Licensee may use the documentation accompanying the Licensed Software only in connection with permitted uses of the Licensed Software.

3. EVALUATION LICENSE. If Licensee licenses the Licensed Software or receives Adtran product(s) for evaluation purposes or other limited, temporary use as authorized by Adtran ("Evaluation Product"), Licensee's use of the Evaluation Product is only permitted for the period limited by the license key or otherwise stated by Adtran in writing. If no evaluation period is identified by the license key or in writing, then the evaluation license is valid for thirty (30) days from the date the Licensed Software or Adtran product is made available. Licensee will be invoiced for the list price of the Evaluation Product if Licensee fails to return or stop using it by the end of the evaluation period. The Evaluation Product is licensed "AS-IS" without support or warranty of any kind, expressed or implied. Adtran does not assume any liability arising from any use of the Evaluation Product. Licensee may not publish any results of benchmark tests run on the Evaluation Product without first obtaining written approval from Adtran. Licensee authorizes Adtran to use any feedback or ideas provided to Adtran in connection with the use of the evaluation Product.

4. ADDITIONAL SOFTWARE/SERVICES. This EULA applies to updates, supplements, add-on components, or Internet-based services components, of the Licensed Software that Adtran may provide to Licensee or make available to Licensee after the date Licensee obtains Licensee's initial copy of the Licensed Software, unless Adtran provides other terms along with the update, supplement, add-on component, or Internet-based services component.



5. SUPPORT. Adtran will not provide support services for the Licensed Software under this EULA. Support services may be offered separately.

6. UPGRADES. To use Licensed Software identified as an upgrade, Licensee must first be licensed for the Licensed Software identified by Adtran as eligible for the upgrade. This EULA does not give Licensee any rights to any updates or upgrades to the Licensed Software or to any extensions or enhancements to the Licensed Software developed by Adtran, its suppliers and/or licensors at any time in the future. Notwithstanding the foregoing, Adtran and its suppliers and/or licensors may make available updates or upgrades, including updates to address any service errors, patches or fixes as well as new upgrades that Adtran, its suppliers and/or licensors elect to provide in their sole respective discretion. To the extent provided, Licensee's right to access and use the Licensed Software includes any such updates or upgrades.

7. LIMITATIONS. Licensee covenants and agrees that it will not and will not allow a third party to, whether in whole or part:

- a. work around any technical limitations in the Licensed Software;
- b. make use of the Licensed Software in a manner not permitted or specified in the this EULA, any agreement between Licensee and Adtran, or in any documentation delivered in connection with the Licensed Software;
- c. sell, rent, lease, sublease, license, sublicense, lend, time-share, transfer, assign or provide the use of, or access to, the Licensed Software or any portion thereof, to unlicensed persons;
- d. reverse engineer, decompile, decrypt, disassemble or otherwise attempt to derive the source code for the Licensed Software;
- e. publish, copy or make the functionality of the Licensed Software available to third parties, whether as an application service provider, or on a rental, service bureau, cloud service, hosted service, or other similar basis unless expressly authorized by Adtran in writing; or
- f. except as specified in this EULA, modify, adapt or create any derivative works of or utilizing the Licensed Software or any portion thereof.

8. CONFIDENTIALITY. The Licensed Software and accompanying documentation contain trade secrets of Adtran, its suppliers and/or licensors. Such trade secrets include, without limitation, the design, structure and logic of individual software programs, their interactions with other portions of the Licensed Software, internal and external interfaces, and the programming techniques employed. The Licensed Software and all technical and commercial information related to the Licensed Software that a reasonable person would recognize as being confidential are all confidential information of Adtran, its suppliers and/or licensors ("Confidential Information"). Licensee agrees to hold the Licensed Software and Confidential Information in strict confidence and to use reasonable efforts to protect each from unauthorized disclosure.

9. LIMITED WARRANTY. Adtran warrants that the Licensed Software will substantially conform to the applicable documentation for ninety (90) days following the date the Licensed Software is made available to Licensee for Licensee's use. This warranty does not apply if the Licensed Software, Adtran product or any other equipment upon which the Licensed Software is authorized to be used: (i) has been altered, except by Adtran or its authorized representative, (ii) has not been installed, operated, repaired, or maintained in accordance with instructions supplied by Adtran, its suppliers or licensors, (iii) has been subjected to abnormal physical or electrical stress, abnormal environmental conditions, misuse, negligence, or accident; (iv) is licensed for beta, evaluation, testing or demonstration purposes or other circumstances for which Adtran does not receive a payment of a purchase price or license fee; or (v) has not been provided by Adtran. Licensee's exclusive remedy is limited to replacement or repair, at Adtran's election, of any non-conforming Licensed Software, provided that Licensee has given Adtran notice any such nonconformity within the warranty period.



Except as expressly set forth above, Adtran, its suppliers and/or licensors provide the Licensed Software "as is" and expressly disclaim all warranties, conditions or other terms, whether express, implied or statutory, including without limitation, warranties, conditions or other terms regarding merchantability, fitness for a particular purpose, design, condition, capacity, performance, title, and non-infringement. Adtran does not warrant that the Licensed Software will operate uninterrupted or error-free or that all errors will be corrected.

10. LIMITATIONS AND EXCLUSIONS OF LIABILITY. In no event will Adtran or its suppliers or licensors be liable for the following, regardless of the theory of liability or whether arising out of the use or inability to use the Licensed Software or otherwise, even if a party been advised of the possibility of such damages: (a) indirect, incidental, exemplary, special or consequential damages; (b) loss or corruption of data or interrupted or loss of business; or (c) loss of revenue, profits, goodwill or anticipated sales or savings. All liability of Adtran, its affiliates, officers, directors, employees, agents, suppliers and licensors collectively, to Licensee, whether based in warranty, contract, tort (including negligence), or otherwise, shall not exceed the license fees paid by you to Adtran for the Licensed Software that gave rise to the claim. This limitation of liability for Licensed Software is cumulative and not per incident. Nothing in this Agreement limits or excludes any liability that cannot be limited or excluded under applicable law.

11. AUTHORIZED USE. You may permit a third party to use the License Software licensed to you under this EULA if such use is (i) solely on your behalf, (ii) for your internal operations; and (iii) in compliance with this EULA. Licensee agrees to ensure that each of its users, employees, officers, agents, and contractors ("Authorized Users"), who are granted access to the Licensed Software comply with this EULA, including without limitation the terms governing Confidential Information, and a breach of a provision of this EULA by an Authorized User is deemed to be a breach of this EULA by Licensee.

12. AUDIT. During the license term for the Licensed Software, you will take reasonable steps to maintain complete and accurate records of your use of the Licensed Software sufficient to verify compliance with this EULA including without limitation use by Authorized Users. For a period of three (3) years after the expiration or termination of this EULA, and no more than once per twelve (12) month period, you will allow Adtran and its auditors the right to examine such records and any applicable books, systems (including Adtran product(s) or other equipment), and accounts, upon reasonable advanced notice, during your normal business hours. If the audit discloses underpayment of license fees, you will pay such license fees plus the reasonable cost of the audit within thirty (30) days of receipt of written notice.

13. TERMINATION. This EULA is effective until terminated or until the expiration of the applicable license or subscription term. Licensee's rights under this EULA will terminate immediately and automatically if Licensee fails to comply with any of the terms and conditions of this EULA or fails to pay any portion of the applicable license fees. Promptly upon termination, Licensee must cease all use of the Licensed Software, destroy all copies of the Licensed Software in Licensee's possession or control, and, upon request of Adtran, certify such destruction. Adtran's termination of this EULA will not limit any of Adtran's other rights or remedies at law or in equity.

14. NO WAIVER; SEVERABILITY. No failure to exercise, and no delay in exercising, on the part of either party, any right or any power hereunder shall operate as a waiver thereof, nor shall any single or partial exercise of any right or power hereunder preclude further exercise of any other right hereunder. If any provision of this EULA is held to be void, invalid, unenforceable or illegal, the other provisions shall continue in full force and effect the invalid, unenforceable or illegal provision shall be amended to achieve as closely as possible the effect of the original term. No amendment to or modification of this EULA will be binding unless made in writing and signed by Adtran.



15. INJUNCTIVE RELIEF. Licensee agrees that a breach of this EULA adversely affecting Adtran's proprietary rights in the Licensed Software may cause irreparable injury to Adtran for which monetary damages would not be an adequate remedy and Adtran shall be entitled to seek equitable relief in addition to any remedies it may have hereunder or at law.

16. EXPORT RESTRICTIONS. Licensee acknowledges that the Licensed Software is subject to U.S. export jurisdiction. Licensee agree to comply with all applicable international and national laws that apply to the Licensed Software, including the U.S. Export Administration Regulations, as well as end-user, end-use, and destination restrictions issued by U.S. and other governments.

17. CONSENT TO USE OF DATA. Licensee agrees that Adtran, its suppliers and/or licensors may collect and use technical information gathered during any trial period or as part of the product support services provided to Licensee, if any, related to the Licensed Software ("Licensee Data"). Adtran, its suppliers and/or licensors may use this information to improve their respective products or to provide customized services or technologies to Licensee and will not disclose this information in a form that personally identifies Licensee. Further, Adtran, its suppliers and/or licensors may anonymize and aggregate Licensee Data (e.g., remove specific names and other individually identifying information) and use such anonymized information for any purpose. The parties agree that the aggregate and anonymized information is no longer deemed Licensee Data and is also not Confidential Information.

18. BACKUP. Adtran and/or its suppliers and/or licensors will perform incremental system backups and full backups from time to time at the discretion of Adtran, its suppliers and/or licensors. Adtran and/or its suppliers and/or licensors will maintain in a safe and secure location, a copy of at least one (1) full backup until after then next full back up is performed. Backup will be maintained on a rolling basis, and neither Adtran nor its suppliers or licensors will be responsible for archiving more than the most recent backup. Adtran and/or its suppliers and/or licensors will use commercially reasonable efforts to maintain data integrity in any back up, but neither Adtran nor its suppliers or licensors is responsible for loss of data or data integrity so long as Adtran and/or its suppliers and/or licensors has used such efforts. These services do not replace the need for Licensee to maintain regular data backups or redundant data archives.

19. SECURITY. Adtran and/or its suppliers and/or licensors will implement and maintain reasonable administrative, physical and technical measures to protect the security of the Adtran product or any other equipment upon which the Licensed Software is authorized to be used against unauthorized or unlawful loss, disclosure, removal or access; however, neither Adtran nor its suppliers or licensors warrants that any products or any Licensee Data will be completely secure from interference or disruption by factors outside of its control, including viruses, hacker attacks, disruptions to the Internet, issue with third party service providers, issues created by Licensee's systems or the Licensee Data, or force majeure event.

20. SURVIVAL. The provisions of this Section 20 and Section 1, 7, 8, the warranty limitation in 9, and Sections 10, 12, 13, 14, 15, 16, 17, 21 and 22 shall survive termination or expiration of this EULA, for any reason.

21. GOVERNING LAW. This EULA is governed by the State of Alabama without regard to its choice of law provisions. The parties agree that any litigation or arbitration commences as a result of or related to this EULA shall be brought only in Madison County, Alabama. The parties agree that the United Nations Convention on Contracts for the International Sale of Goods is specifically excluded from and shall not apply to this EULA.

22. U.S. GOVERNMENT RESTRICTED RIGHTS. The Licensed Software and accompanying documentation are "commercial items," as defined at Federal Acquisition Regulation ("FAR") (48 C.F.R.) 2.101, consisting of "commercial computer software" and "commercial computer software documentation" as such terms are used in FAR 12.212. Consistent with FAR 12.211 (Technical Data) and FAR 12.212



(Computer Software) and Defense Federal Acquisition Regulation Supplement ("DFAR") 227.7202-1 through 227.7202-4, and notwithstanding any other FAR or other contractual clause to the contrary in any agreement into which this EULA may be incorporated, Government end users will acquire the Licensed Software and accompanying documentation with only those rights set forth in this EULA. Any license provisions that are inconsistent with federal procurement regulations are not enforceable against the U.S. Government.

23. INTEGRATION. Except as expressly stated or as expressly amended in a signed agreement between Adtran and the Licensee, this EULA constitutes the entire agreement between the parties with respect to the license of the Licensed Software and supersedes any conflicting or additional terms contained in any purchase order or elsewhere, all of which terms are excluded.



Adtran ProServices

Description of Service Offering ProStart On-Site Installation Services

This Description of Service Offering (DSO) is provided by Adtran, Inc. to describe the on-site installation services available for Adtran products under Adtran ProServices. This DSO, combined with the Adtran Manufacturer's Warranty, the specific ProStart Statement of Work (SOW) as applicable, the ProServices Terms and Conditions, and the specific ProStart installation items on the order cover the agreement between Adtran and the purchaser of the service from Adtran. Purchasers are encouraged to read this DSO carefully, as it contains details of the coverage offered, and the responsibilities associated with obtaining this service.

1. OVERVIEW

Adtran offers ProStart installation services for Enterprise Networks Division customer premises equipment (CPE) and select Carrier Networks Division (Telco) equipment manufactured by Adtran, as well as for approved third party products as part of an overall Adtran solution. This document describes the installation services specific to Adtran products that are not covered by product-specific DSOs (e.g. Unified Communications and Wireless LAN solutions). Adtran solutions (hardware, software, and ProStart services) are purchased by the End-User customer from a Channel Partner which may be either a Value Added Reseller (VAR) or a Network Service Provider (NSP) such as a telephone company. The Channel Partner may purchase the Adtran solution from an authorized distributor or directly from Adtran.

ProStart offers two levels of installation services for most Adtran products: On-site and remote. This DSO specifically covers the services that are included with on-site installations. There is a separate DSO for remote installations.

ProStart Staff Roles

For each on-site installation ProStart provides staff to cover the following roles: Project Coordinator (PC), Project Manager (PM), Project Engineer (PE), and On-site Technician (OST).

The ProStart Project Coordinator (PC) is the person that initially receives the order for the ProStart Installation. The PC gathers and validates the preliminary information that is required to assign a Project Manager to the installation. The required information includes: one or more valid purchase orders, contact information for key project stakeholders, and a network diagram with sufficient detail to identify the Adtran components to be installed and all relevant network elements with which the Adtran components will integrate.

The ProStart Project Manager (PM) is the primary point of contact for all

stakeholders throughout the project. The PM will work with the project stakeholders remotely over the phone, via email, and using web collaboration tools throughout the project to coordinate all tasks and ensure the success of the installation.

The ProStart Project Engineer (PE) will configure, stage, and test the system. Some of these tasks may be performed in a ProStart staging center before the equipment is shipped to the End-User's place of business. The PE will also direct the efforts of the On-site Technician remotely over the phone during the physical installation.

The ProStart On-site Technician (OST) will go to the End-User's place of business to physically install, configure, and test the equipment under the direction of the ProStart PE (remotely over the phone) to ensure a working installation.

Installation Services

Upon receipt of a valid Purchase Order (PO) from the Channel Partner, the ProStart PC will gather preliminary data in order to assign a PM to each installation. Once assigned to the project, the PM will coordinate detailed data gathering, staging and will serve as the primary point of contact for all stakeholders throughout the ProStart installation.

For a ProStart On-Site Installation the ProStart team will:

1. Review and validate the application in which the equipment will be used
2. Provide Project Management Support and Coordination: Working remotely over the phone the ProStart PM will gather circuit / network / application / End-User configuration parameters required for proper configuration of equipment; will schedule and conduct a site survey if applicable to verify that the site is physically ready for the installation using a ProStart OST working under the direction of a ProStart PE (remotely over the phone); coordinate the installation schedule among ProStart, End-User, and other vendors / providers as needed; and monitor the installation process, escalating as necessary to the End-User, other vendors / providers, and within Adtran
3. Provide Project Engineering: The ProStart PE will create and verify equipment configuration; configure, stage, and test configured equipment. Remotely over the phone the ProStart PE will direct the on-site activities of the OST. Those activities include: unpacking, mounting of the equipment, connecting the equipment to the End-User's network, verify success of power-on self-test and diagnostics, testing the installed equipment and assist in testing the associated networks and applications to ensure proper operation.

Scheduling

The ProStart PM will schedule the installation as soon as practical. The data gathering timeline will vary according to End-User's, Channel Partner's, and Service



Provider's (i.e. telephone company) availability and/or responsiveness to ProStart requests for information. ProStart requires a minimum scheduling interval after the End-User has confirmed the completeness and accuracy of all equipment and application data assembled by ProStart in order to schedule the on-site installation tasks. In general that minimum scheduling interval is fifteen business days for NetVanta UC (covered under a separate DSO), ten business days for any service requiring ProStart to install IP phones, and five business days for other products. These scheduling intervals ensure that there is sufficient time for ProStart to acquire, configure, test, and ship the equipment per the End-User's specifications. These intervals may be accelerated only if Adtran receives payment for an expedite fee and has the resources available to meet the requested installation date. Installation dates are not guaranteed until confirmed by the ProStart PM.

2. CONTACTS FOR SUPPORT SERVICES

Purpose/Need	Contact	Hours of Operation	Contact Information
Questions about ProCare Service Plan	ProService Sales Operations	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	888-874-2237 256-963-8716 proservices@adtran.com www.adtran.com
Questions about ProStart Installation, technical support during install	ProStart Install Group	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	888-874-2237 256-963-8716 prostart@adtran.com www.adtran.com
Technical Support (post-install)	Adtran Technical Support	Monday – Friday 7:00am-7:00pm Central Time excluding Adtran holidays Service affecting emergencies: 24 hours/day 7 days/week	888-874-2237 256-963-8716 https://www.adtran.com/submitcase https://supportforums.adtran.com
ProServices Purchase Orders	ProService Sales Operations	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	Fax: 256-963-7956 Email: proservices.po@adtran.com

There may be a delayed response to inquiries submitted via the web or email.

Critical issues and escalations should be submitted via telephone for fastest response.

3. CHANNEL PARTNER AND END-USER RESPONSIBILITIES Purchasing

ProStart Installation Services

Purchase orders (POs) for ProStart Installation must include the following:

1. ProStart part number(s), quantity, and pricing;
2. End-User site information, including company name and street address (shipping address);

In order to facilitate the installation process it is helpful to include the following supplemental information on or with ProStart Installation POs:

1. Channel Partner contact information including company name, billing address, contact name, email address and phone number;
2. Channel Partner or End-User installation coordinator contact information including name, email address, and phone number;
3. End-User site contact information, including name, phone number, and email address;
4. Equipment information, including hardware, maintenance, software, and software assurance PO number(s); and
5. **Requested** date of installation (PLEASE NOTE: Installation date is dependent upon many variables and is not guaranteed until confirmed by the ProStart PM).

End-User Installation Responsibilities

To ensure a successful installation ProStart requires the following End-User responsibilities:

1. Communicate with the ProStart PM, providing appropriate advance notice for all changes;
2. Submit site and site contact information including company name, street address, contact name, email address, and phone number;
3. Collect and submit specific network configuration and technical information as requested. End-User can help to avoid schedule delays by ensuring that ProStart receives complete information no later than three weeks prior to the requested installation date to allow for verification and equipment staging.

Some examples of the needed information include:

- a. Network diagram of the application and all pertinent equipment. This diagram should include all of the proposed equipment and any existing equipment with which it is expected to interact (phone systems, routers, Ethernet switches, firewalls, wireless access points, paging systems, fax servers, etc.);
- b. Data network service parameters if applicable, such as quantity and types of Wide Area Network connections (Ethernet, T1, MPLS, Internet, VPN, etc.) and Local Area Network connections (Ethernet,

- Fast Ethernet, Gigabit Ethernet, Power over Ethernet, WiFi, etc.);
 - c. Voice network service parameters if applicable, such as quantity and types of voice trunks (PRI, analog, SIP) and a phone extension list that includes a complete inventory of telephone numbers and the associated user names (voice, fax, IVR systems, alarm lines, etc.);
 - d. Interface configuration and addressing information for other equipment with which the installed equipment will interoperate;
 - e. Network security requirements and parameters, such as firewall rules and NAT configuration, port forwards; and
 - f. Premises layout or floor plan to be used in planning equipment placement;
4. Verify and submit documentation of site qualifications to be sure that:
- a. Installation impacting results communicated from any on-site surveys have been resolved prior to installation
 - b. The location meets the environmental requirements specified in the equipment documentation;
 - c. Physical mounting points and interfaces are compatible with the Adtran equipment;
 - d. Adequate electrical power and proper electrical ground bus bar is available and within six feet (cable length) of the Adtran equipment, protected by a surge protector or uninterruptable power supply (UPS);
 - e. Telephone and/or data circuit cables/jacks are labeled, mapped, terminated, fully installed with proper demarcation, have been tested and certified by the provider, and the points of demarcation are within six feet (cable length) of the Adtran equipment;
 - f. End-User premise wiring is installed, toned, tagged, and properly terminated. In general, properly installed standard Category 5 wiring is adequate;
 - g. Other equipment or networks to which the Adtran equipment is connected are available and accessible, all interfaces are compatible, and that the networks are capable and properly configured for carrying the network traffic;
 - h. Arrange for representatives of other vendors and providers (such as the telephone company, IT vendor, PBX vendor, wiring vendor, etc.) to be available during data gathering and at the time of installation as appropriate for configuration and testing of other equipment and networks with which the Adtran equipment interacts;
5. Provide secure remote broadband access (i.e., port forward via a Cable, DSL, etc.) to the equipment via the public Internet to allow testing, configuration, and maintenance. End-User must ensure that their network is properly secured;
6. Verify that all equipment, supplies, and materials have been received and are on-site and available before the installation commences;
7. Provide supplies and materials that are not provided by ProStart but are

required for the installation. Examples include: equipment racks, rack mount screws, patch cables, extension cords, etc.; and

8. Provide access to the equipment installation location at the time of arrival of the OST.
9. Secure the Adtran equipment by changing the passwords when the installation is complete.

The PM and/or PC will provide appropriate checklists and worksheets to assist the End-User in gathering and submitting the required information and in planning for the installation. In order to ensure that installations are successful and timely, ProStart schedules resources in advance. Scheduling changes within five business days of a planned event or cancellations may result in additional costs to End-User. ProStart encourages End-User to notify the PM of any requested schedule changes or cancellations as soon as practical.

Installation Acceptance and Warranty

The system will be considered "in service" when it has been physically installed, configured, and is capable of passing the End-User's traffic (voice and/or data). At this point ProStart will notify the appropriate project stakeholders via email that the system is in service. This notification initiates the 14-calendar-day installation warranty, during which ProStart will make configuration adjustments based on written customer requests to fine-tune the network parameters, provided remote access is available. The ProStart PM will review these requests and schedule the changes provided they are within the scope of what was purchased. If the End-User has purchased a ProCare Service Plan then the plan will be activated on the same "in service" date as the beginning of the installation warranty. At the end of the 14-day installation warranty ProStart will request email acceptance from the appropriate project stakeholder, indicating that the installation is complete and that the installed equipment is operating properly. No response to this email request for five business days will be considered a tacit acceptance that the installation is complete.

4. OUT OF SCOPE Exclusions

ProStart Installation Service does **NOT** include:

1. Implementation or installation of products for which there is no installation order, or for those products not described in the Statement of Work, including labor, hardware, cables, etc.
2. Equipment required to perform installation services at the End-User location
3. Troubleshooting or managing third party vendor issues
4. Services made necessary by failures related to misuse, neglect, accident, alteration, modification, or willful or negligent acts by the End-User or other parties beyond the control of Adtran
5. Force majeure: acts of God, acts of public enemy, acts of government, freight embargoes, strikes, quarantine restrictions, unusually severe weather conditions, insurrection, riot, etc.

6. Wiring or cabling: installation or modification of End-User's in-house wiring; extension of telephone company demarcation point (DMARC); ancillary materials such as power/extension cords
7. Racks, shelves, or wall boards: supply, assembly, installation of racks, shelves, wall boards or any other physical structure to which the covered equipment is mounted (unless specifically included in the ProStart Statement of Work)
8. Optimization or troubleshooting of the End-User's network or applications

5. ADDITIONAL CHARGES FOR INSTALLATION SERVICES

Beyond the services offered as part of a ProStart Installation, Adtran can arrange for additional services that are charged separately. Such expenses include:

1. Time and Materials (T&M): hourly rate for services performed beyond those covered by the specific ProStart installation items that were purchased or the Statement of Work created for a project implementation by the assigned PM. With advance notice and at ProStart PM discretion, ProStart can arrange for the ProStart PE or OST to perform work in addition to the tasks covered in ProStart installation.
2. Site Not Ready (SNR), Rescheduling, or Cancellation: fees to cover costs of canceling or rescheduling the installation. ProStart will waive these fees if five business days' notice is given.
3. Expedite: fixed rate surcharge to schedule the installation with less than the required scheduling interval. You may request that your installation process be accelerated. ProStart will grant an expedite request and accept the fee only if the service personnel and equipment are available.

6. GENERAL INFORMATION Language

Installation services are provided in English.

Invoicing of Installation Services

Upon completion of each phase of an installation, Adtran reserves the right to invoice Adtran's direct customer (typically the Channel Partner) for that portion of the installation service that has been completed and accepted by the appropriate project stakeholder to be in service or complete. Adtran further reserves the right to invoice the direct customer at the completion of each site installation, even in a case where multiple installation sites were submitted on a single purchase order.

Cancellation

Adtran reserves the right to cancel any installation project in whole or in part at Adtran's sole discretion. Adtran will submit its cancellation notice to the project stakeholders in writing and may then invoice any portion of the installation services performed on or prior to the date of cancellation. End-User or Channel Partner may cancel any pending installation service without penalty by submitting its cancellation notice in writing and this notice must be received prior to the occurrence of any



combination of the following activities, otherwise charges may apply: 1) the shipment of any Adtran equipment purchased for installation, or 2) the performance of any fee-based service or site survey, or 3) the appointment of a ProStart PM.



ProServicesSM Terms and Conditions

Adtran ProServicesSM is a comprehensive and flexible service program designed to offer complete networking lifecycle support. The ProServices portfolio consists of three distinct service offerings: **ProStartSM** (Planning and Implementation), **ProCareSM** (Maintenance and Support), **ProCloudSM** (Cloud-based Managed Services) and **Elite CloudSM**. Adtran will perform these service offerings (hereinafter each or collectively referred to as **ProServices**) in accordance with the following documents: (i) a Master Service Agreement (or like or similar Agreement) that may be executed between Adtran and its Customer (Customer being defined as a customer that purchased ProServices directly from Adtran or from an Adtran approved Distributor), (ii) these Adtran ProServices Terms and Conditions, and (iii) any one of the Description of Service Offerings (DSOs) available via the Adtran website or by request, that further describes **ProServices**. In the event of a conflict among these documents, the conflict shall be resolved by consulting the above listed items as follows: item (i) shall control over all other listed items; item (ii) shall control over all other listed items *except* item (i); and item (iii) shall control in the absence of item (i) and item (ii). Only the Terms and Conditions stated herein shall govern Adtran's provision of **ProServices**, and any Customer terms and conditions contained in Customer's Purchase Order (PO) or other Customer documentation that are different from, in addition to, or inconsistent with the terms and conditions stated herein are hereby rejected and shall not be binding on Adtran.

ORDERING. To initiate the delivery of any ProServices, Customer must submit a PO in a format agreeable to Adtran, which Adtran may then accept or reject at its sole discretion. If within five (5) calendar days following receipt of a PO from Customer, Adtran has not notified Customer that the PO has been rejected, then Customer may assume acceptance; provided, however, Adtran reserves the right to revoke its acceptance in writing and reject the PO should any condition not readily known or apparent at acceptance subsequently appear. At Customer's discretion, Customer may cancel any portion or the entire term of the ProServices plan; however, upon Adtran's acceptance of the Customer's PO, Customer is obligated to pay the full amount of the PO thirty (30) days following the date of invoice therefor. Adtran may withhold or suspend any ProServices if Customer fails to pay within thirty (30) days following the date of any invoice for services or for fees incurred, such as, but not limited to, time and materials charges (T&M), no trouble found (NTF) fees, site not ready (SNR) fees, the cost of replaced equipment not returned, or excessive on-site wait time fees. In addition, Adtran may terminate any ProServices upon thirty (30) days' notice if Customer breaches the terms under which ProServices are provided and fails to correct such default within fifteen (15) days' notice thereof. Adtran may, at its sole discretion, cancel a Customer's PO by giving written notice to the Customer if Customer becomes insolvent, makes an assignment for the benefit of creditors, or ceases performing any required tasks related to the ongoing delivery of ProServices.



ProCare and **ProCloud** services will be provided for an initial minimum term of six (6) months or any longer term as stated on the Customer's PO. Upon expiration of the initial term or any renewal term, ProCare and ProCloud services will, at Adtran's discretion, automatically renew for successive renewal terms with each renewal term for the same length of time as the immediately preceding term, unless either party gives notice in writing to the other party at least thirty (30) days prior to expiration of the then current term and advises of its intent not to renew. If a renewal purchase order is placed for a different term length than the initial term, the term dictated by the Customer's PO will dictate but shall not be less than six (6) months. All **ProCare** and **ProCloud** services are 100% non-refundable. At Adtran's discretion, Adtran may terminate any **ProCare** or **ProCloud** services without notice to Customer if any maintenance or alteration is made to the covered equipment by non-Adtran personnel and without Adtran's prior authorization. If any equipment replaced under the service is not returned to Adtran by Customer at Customer's expense or any equipment replaced under **ProCare** or **ProCloud** is inspected by Adtran or its agent and found to have physical damage caused by environmental factors, abuse or neglect, then Adtran will invoice Customer for the then current list price of the replaced equipment.

ProCloud maintains a Service Level Agreement (SLA) that applies to the use of Adtran's hosted and managed services ("ProCloud Infrastructure Platform."). Adtran will use commercially reasonable efforts to make its ProCloud Infrastructure Platform available to Customer with an annual uptime target of at least 99.99%, excluding planned service maintenance. In the event that Adtran does not meet this SLA uptime target, Customer will be eligible to receive a Service Extension as follows:

Annual Uptime Percentage	Service Extension
99.9 – 99.99	5 days
99 – 99.9	10 days
<99	20 days

Annual Uptime Percentage is calculated by subtracting from 100% the percentage of time during any 12-month term (or any otherwise agreed, minimum of six month, prorated term) in which Adtran's ProCloud Infrastructure Platform was Unavailable, excluding the time associated with a planned maintenance event. A "Service Extension" is a no-charge extension to Customer's service term. The Service Extension is applied to all Adtran products covered by the ProCloud service that experienced the excessive Unavailability. "Unavailable" or "Unavailability" means the time in minutes during Customer's use of the ProCloud Infrastructure Platform during which a combination of hardware failures, software defects, and/or Internet outage (in the event such Internet access is Adtran's responsibility to deliver) render it inaccessible or non-functional for the service for which it is being used by Customer.



To receive a complimentary Service Extension per the terms of this SLA, Customer must notify Adtran and submit a claim in the same service term in which the Unavailability which is the basis for the claim occurred. To be eligible, the claim must include the dates, times, description and duration of each Unavailability incident experienced (the "Claim"). If Adtran validates the Claim, then a Service Extension will be issued within 45 days of the Claim submittal. Service Extensions are Customer's sole and exclusive remedy for any violation of Adtran's SLA. Adtran will use all information reasonably available to validate a Claim and make a good faith judgment on whether the Claim is valid. This SLA does not apply for the Unavailability conditions caused by an interruption or failure of any Customer-procured service associated with accessing the Internet, or unavailability conditions caused by any force majeure event or interruption of Internet access or related problems beyond the demarcation point of Adtran and / or the Adtran Cloud infrastructure supplier. Adtran reserves the right to change the terms of this SLA at any time, provided that the SLA terms described herein are fixed for Customer's use of the ProCloud Infrastructure Platform during the initial term of the service. However, if the service is renewed, the then-current version of this SLA as of the time of renewal will apply throughout the full renewal term.

SERVICE CHARGES AND PAYMENT. Payment for ProServices must be made in U.S. dollars and shall be due thirty (30) days from the date of invoice, unless otherwise agreed to in writing by Adtran. In the event Customer requests services outside of the scope authorized in any PO, Customer agrees to pay for such services at Adtran's then-published rates within thirty (30) days following the date of invoice, unless otherwise agreed to in writing by Adtran. Unless otherwise specifically noted herein, **ProCare** and **ProCloud** services shall be invoiced in advance of service commencement based on a monthly, annual, or multi-year pre-pay schedule as identified in the PO. Any **ProCare** and **ProCloud** services delivered on a monthly billing cycle can be cancelled during the contract term, with early termination charges equaling the remaining balance of the monthly charges. The charges shall be fixed for the initial term of **ProCare** and **ProCloud** services and thereafter, Adtran may change charges upon thirty (30) days' notice to Customer. Adtran may invoice for **ProStart** services upon Customer's acceptance of the completed installation. **ProStart** services shall be deemed accepted by Customer if Customer does not notify Adtran of rejection within five (5) days following confirmation by Adtran that the equipment is physically installed, configured, capable of passing Customer's traffic (voice and/or data), and is operating per manufacturer specifications. In an instance where multiple sites and/or installations are included on a single Customer PO, Adtran reserves the right to submit its invoice for any portion thereof which has been successfully accepted or deemed accepted. Furthermore, in the event Adtran determines its progress is unreasonably delayed for reasons outside the control of Adtran, Adtran may either (i) submit an invoice for excessive on-site wait fees; or (ii) in the event Customer fails to cure such delays within ten (10) days following notice thereof, cancel any part or all of any PO upon written notice to Customer. In such an event, Adtran reserves the right to submit its invoice for ProServices not cancelled.



SERVICES WARRANTY. Adtran warrants to Customer that its ProServices shall be performed by Adtran, its agents, or subcontractors according to these Terms and Conditions. Adtran warrants that its ProCare services will be performed in a professional and workmanlike manner in accordance with industry standards for similar services. Adtran warrants that its ProStart services will be performed in a professional and workmanlike manner, free from defects in workmanship upon installation and for fourteen (14) calendar days thereafter. If any failure to meet this warranty occurs within the warranty period, Adtran shall repeat the service and at its option, either repair or replace the defective parts or materials without additional charge to Customer. Adtran does not warrant that in the course of providing ProServices that the operation of any item of equipment being serviced will be uninterrupted. Where possible, Adtran will pass through to Customer any third party manufacturer's warranty for materials supplied hereunder. **THE FOREGOING WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, WHETHER WRITTEN, ORAL, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO THE WARRANTY OF MERCHANTABILITY AND/OR FITNESS FOR A PARTICULAR PURPOSE.** If services, conditions or support other than those addressed in this document have been pledged, the party that pledged the delivery of such additional services is responsible to deliver those services.

ASSIGNMENT. Any ProServices offering is assignable only upon the written consent of Adtran, and such consent shall not be unreasonably withheld.

GOVERNING LAW. ProServices and all the rights and duties in connection therewith shall be governed by and construed in accordance with the laws of the State of Delaware without regard to its conflict of laws provisions. Furthermore, for any disputes that may arise in the course of Adtran's provision of these ProServices, Adtran, Customer, and all interested parties hereby consent to the personal and exclusive jurisdiction of, and venue in, the courts of the state of Delaware. The provisions of the U.N. Convention for the International Sale of Goods shall not apply.

ARBITRATION. Any controversy or claim arising out of, concerning, or relating to ProServices or the services and materials provided thereunder, or the breach thereof, shall be settled by arbitration in accordance with Expedited Procedures and the then current rules of the American Arbitration Association, and judgment upon the award by the arbitrator shall be entered in any court having jurisdiction thereof. Any arbitration shall be conducted in Huntsville, Alabama, USA. The costs, fees, and expenses of or associated with the arbitration shall be shared equally by each party.

SEVERABILITY AND WAIVER. If any part(s) of these Terms and Conditions is (are) determined invalid in a court of law or by an arbitrator, then the remaining part(s) shall be construed as if the invalid part(s) was (were) not included. No course of dealing or failure of either party to strictly enforce any part herein shall be construed as a waiver of the future performance of that or any other part hereof.



Adtran'S TOTAL LIABILITY ARISING OUT OF ITS PROVISION OF PROSERVICES AND THE SERVICES PROVIDED HEREUNDER SHALL BE LIMITED TO THE CHARGES PAID BY CUSTOMER FOR SAME. IN NO EVENT WILL Adtran BE LIABLE FOR ANY SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES RESULTING FROM THE SERVICES AGREEMENT OR THE SERVICES AND PRODUCTS PROVIDED HEREUNDER WHETHER OR NOT Adtran HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

IMPLEADER. Customer shall not implead or bring any action against Adtran based on any claim by any person for personal injury or death to an employee of Adtran for which Adtran has previously paid or is obligated to pay Worker's Compensation benefits to such employee or claimant and for which such employee or claimant could not otherwise bring legal action against Adtran.

RELATIONSHIP OF THE PARTIES. If purchased through a Reseller, CUSTOMER AND/OR END-USER ACKNOWLEDGES AND EXPRESSLY AGREES THAT NOTWITHSTANDING ANYTHING CONTAINED HEREIN TO THE CONTRARY, CUSTOMER'S AND/OR END-USER'S SOLE RECOURSE FOR ANY ACTION ARISING FROM OR IN CONNECTION WITH Adtran'S PROVISION OF PROSERVICES SHALL BE AGAINST RESELLER.



ProServices Description of Service Offering Subscription Services

This Description of Service Offering (DSO) describes the entitlements, technical details, roles and responsibilities under Subscription Services. They may be applied to certain services bundled with ADTRAN devices sold by monthly subscription and installed in the United States and, with some limitations, other select areas.

In this document, terms like “we,” “us,” and “our” refer to ADTRAN, Inc.; “Customer” and terms like “you” and “your” refer either to the ADTRAN Managed Service Provider (MSP) who purchases the Subscription Services from ADTRAN or to the End User who is the ultimate recipient of the services¹.

This DSO and the MSP Agreement (as applicable), cover the agreement between you and us. The currently published online version of any document takes precedence over other versions.

We offer a wide range of services in the ProServices suite. To find out more, please visit www.adtran.com/proservices.

1. OVERVIEW AND SERVICE LEVELS

ADTRAN Subscription Services deliver:

- a monthly billed “network as a service”
- may include hardware, management, maintenance, and other services as described by the part number ordered
- Services that may be included:
 - o ProCloud NBD for Wi-Fi (hosted on ADTRAN platform)
 - o n-Command software (hosted by MSP), plus ProCare NBD for Switches, Routers, and IPBGs

ProCloud, which is available for hosting of Wi-Fi access points, includes:

- a cloud-based, hosted infrastructure in highly secure and geographically distributed data centers. Includes active monitoring of all data center resources alerts for reportable potentially service affecting issues
- optional configurable monthly reporting of key metrics
- priority access to ADTRAN Technical Support for service-affecting emergencies, and standard access to ADTRAN Technical Support for non-service affecting issues and general support;
- ADTRAN-recommended firmware upgrades; and
- NBD (Next Business Day) advance hardware replacement in the event of hardware failure

¹ It is understood that in some cases you may arrange for a third party to perform some or all of the responsibilities listed as belonging to you in this DSO. In these cases, the responsibilities fall to your designee.

		ProCloud NBD APs
Hosted Infrastructure	Secure, geographically distributed.	√
Active Monitoring	7x24x365 of ProCloud Infrastructure	√
Service Alerts	7x24x365; for reportable, potentially service-affecting issues related to the ProCloud Infrastructure.	√
Scheduled Reporting	Monthly, showing key metrics on covered devices.	√
Technical Support Emergency Service	After-hours access to Technical Support for service-affecting emergencies reported by telephone.	√
Technical Support Standard Service	Response by a Technical Support Engineer for any issue reported by telephone; available 7am-7pm CT, M-F (excluding ADTRAN holidays).	1 hour
Advance Replacement	Delivery of replacement hardware to the service address; time is measured from the point at which ADTRAN determines that the device is defective.	Next Business Day shipment via overnight ² delivery service
Help Desk Services	First-response support to help Wi-Fi users resolve connectivity issues.	Optional

2. SERVICE DETAILS

Subscription Services apply separately to each covered device for a specified service term. For access points, the Subscription Service may include ProCloud service for each device. For routers, switches and IPBGs, the Subscription Service may include n-Command software, to be installed and hosted by the MSP.

ProCloud Hosted Infrastructure

We provide and maintain the secure and geographically distributed ProCloud hosted infrastructure providing the platform for ADTRAN access points. ProCloud uptime guarantees apply to the ProCloud infrastructure, not to the connection from your covered devices across the Internet to the ProCloud infrastructure, for which you (or your designee or provider) are responsible.

N-Command MSP

n-Command MSP includes the following management features for ADTRAN devices: Firmware Management, Configuration Management, Auto-device Discovery, Device Inventory and Control, Automatic Configuration Backup, and Voice Quality Monitoring (VQM). Routers, switches and IPBGs under Subscription Services may include the n-Command software, and you will be responsible for the n-Command server infrastructure. Technical Product Support for n-Command MSP will be

provided by ADTRAN

² In areas outside of the United States advance replacements shipped for overnight delivery may be delayed in customs.

ProCloud Monitoring and Alerts (for Wi-Fi)

The ProCloud system monitors the ProCloud infrastructure 24 hours a day, 365 days a year. If it detects a potentially service-affecting issue, it will notify you via automated email, sending the email to the address you provide to us as your service is being established. We will take appropriate steps to evaluate and correct issues, but because in some cases it is not possible for us to determine whether a particular issue affects your service or requires further action on our part, the notification may ask you to contact us if necessary. If you receive an alert, you may choose to open a support case based on your assessment of the ProCloud notification. You may also choose to open a support case independently of a ProCloud notification. For potentially service-affecting issues detected or reported after business hours, you may choose to work with us to resolve the issue immediately, or to work on it the next business day.

Technical Support

You may open a support case either by telephone or the web. (See "Problem Reporting Procedures" for more information.) For support cases opened by telephone, we will contact you within one business hour. Our response time is measured from the time that you have provided all of the information required to open the support case. The service level response time guarantees apply only to service cases opened by telephone, not via the web. Because web support cases are monitored only during ADTRAN business hours, service-affecting emergencies must be reported by telephone.

Advance Hardware Replacement

If ADTRAN Product Support determines that a covered device is defective (and that its failure is not due to misconfiguration, misuse, or environmental damage), we will provide an advance replacement. (See "Exclusions" on page 5 for a more complete list of exclusions.) We will use commercially reasonable efforts to ship a replacement unit of the same or comparable specifications for delivery in accordance with the applicable service level. For NBD coverage, if we make the determination during regular business hours, then we will ship the replacement for delivery on the next business day; however, if we make the determination outside of regular business hours, then we will initiate the shipment on the next business day for delivery on the following business day. We deliver replacement equipment only to shipping addresses accessible by common carriers, and only when your representative is available to confirm its acceptance by signature.

3. CUSTOMER RESPONSIBILITIES

Purchasing Subscription Services

The MSP must submit to us a valid purchase order (PO) for each Customer Domain requested that includes:

- PO number;
- Ship-to address
- Billing/Invoice Address
- Contact name
- Contact phone number
- Net terms
- Terms of Delivery (ship method)
- Part number (always representing one hardware device per PO line)
- Quantity (always 24)
- Technical Contact name
- Technical Contact phone
- Technical Contact email address
- Renewal email (to receive renewal notifications)

Additional End User Information to be specified in the PO:

- Is this End User..
 - o New
 - o Existing (add-on)
 - o Demo Conversion
 - If Demo conversion: provide existing AP serial numbers
 - o End User/ Site Name (if existing or demo, list the domain currently in use)
 - o End User Site address
- End User information required for orders containing ProCloud Wi-Fi:
 - o ProCloud Wi-Fi Administrator email address (permissions to manage ProCloud instance)
 - o Alert/notification email address for ProCloud Wi-Fi

ProCare End User Help Desk Service for Wi-Fi Activation

The End User Wi-Fi Help Desk service may be ordered as a separate service by the MSP, providing end user connectivity assistance via telephone to end users and their guests. When ordered, an ADTRAN Project Coordinator will contact you, and you should be prepared with the following information:

- End user company billing name and site name – either may be used as the domain name.
- A primary and secondary Technical Point of Contact name, phone, and email address. This is the person to whom the Help Desk Representative will escalate if the caller is accessing Wi-Fi, but cannot access network resources they desire (e.g. internet, network printer, etc...).
- SSID name(s)
- SSID preshared keys
- Authentication method used: Captive Portal, open network, etc..

Broadband Access and Security

You must provide us with continuous broadband access to all covered devices to ensure that we are able to provide the full range of services; we may deny service on any device for which we do not have adequate access. You must ensure that your network is properly secured.

Problem Reporting Procedures

As ProCloud for Wi-Fi includes an active infrastructure monitoring service, we may identify anomalies in your network and notify you. If you wish to open a support case with ADTRAN, either in response to a ProCloud alert or for any other reason, you may do so via the web at www.adtran.com/supportcase or by calling the ADTRAN Customer Care Center at 888-4ADTRAN (888-423-8726). You should be prepared to provide:

- your ProServices plan number;
- your contact information, including name, callback telephone number, and a valid email address;
- serial number of the covered device;
- the nature of the issue; and
- the circumstances under which the issue was encountered. (While it is expected that in most cases our active monitoring of the network may render this step unnecessary, there are instances where an issue may not be detectable remotely.)

Service-Affecting Emergencies During non-Business Hours

If you have a service-affecting emergency outside the hours of 7:00am – 7:00pm Monday-Friday Central Time, or on a holiday, call the ADTRAN product support number (888-423-8726) and follow the prompts. An agent will take your information, including the serial number to verify coverage,

confirm the service-affecting emergency, and open a service request. As soon as possible, and within the purchased SLA, an engineer will contact you to begin troubleshooting and restoration.

Service-affecting emergencies include:

- Site down situations where all, or a majority, of users do not have network access.
- All or a majority of business-critical devices/applications are not functioning.

Service-affecting emergencies do not include:

- Issues arising during a new installation
- Issues encountered during a firmware upgrade
- Issues encountered when any type of configuration change is made to the site or connected devices
- RMA requests when the unit has NBD coverage

Supported Versions

Troubleshooting assistance is limited to supported firmware versions of AOS, and the customer is responsible for maintaining the equipment on a supported version. [Reference guide for supported firmware versions](#)

Trained Personnel

Troubleshooting often requires the help of someone on site who has some knowledge of the existing network. If you require troubleshooting help from us, we may need for you (or someone you designate) to be on site and to participate in the troubleshooting. The ADTRAN Product Support Engineer will ask questions and lead you through troubleshooting steps; we will need for you to have a technical understanding of the application(s) in which the covered device is being used and basic knowledge of other devices within the network that may impact the performance of the covered device.

As part of the troubleshooting process, you may be asked to:

- access a network device via another host on the Local Area Network (LAN) or a serial connection from a physically connected host (i.e., reach it from another computer);
- log in to the device (i.e., know the username and password);
- follow technical instructions given by the ADTRAN Technical Support Engineer to help gather pertinent information; and
- perform packet captures in the LAN, which means that you must have, or be able to gather the necessary hardware (e.g., laptop, cables) and software (e.g., Wireshark), as well as the ability to use them with direction to collect the packets and send them to the requestor.

n-Command MSP

The MSP will be responsible for setting up an n-Command server and configuring switches, routers and IPBGs for use with the management software.

Shipping / Return of Equipment

If a covered device is determined to be defective and replaced under Subscription Services, we will provide a pre-paid return label via email or schedule a courier to pick up the replaced equipment. You, or the End User, will be asked to pack the replaced equipment for shipping (using the box from the new equipment if desired), affix the return label, and make the package available for the courier. If we do not receive the defective equipment within 30 days, we may bill you for the list price of the replacement equipment.

Relocation or Modification

If you plan to relocate, modify, enhance, or otherwise alter the covered device, you should notify us at proservices@adtran.com at least 30 days in advance so that we can make the necessary arrangements.

4. EXCLUSIONS/ADDITIONAL CHARGES

Exclusions

ADTRAN's Subscription Service does not include:

- service on any device not specifically covered by the service;
- service on any device that has been altered or modified by anyone other than an authorized ADTRAN representative;
- services made necessary by failures related to your acts of misuse, neglect, accident, alteration, or modification;
- services made necessary by issues caused by other devices in the network;
- services made necessary by issues that existed before the commencement of coverage;
- resolution of software or hardware incompatibilities with third party products;
- troubleshooting without a person who is on-site, familiar with the network and trained in its operation, and able to follow instructions and cooperate with the ADTRAN Technical Support Engineer;
- failures due to cabling or power supplied by you;
- Force majeure: acts of God, acts of public enemy, acts of government, freight embargoes, strikes, quarantine restrictions, unusually severe weather conditions, insurrection, riot, and other such causes beyond our control;
- supply or installation of wiring or cabling; supply, assembly, installation or maintenance of racks, shelves, or any other physical structure to which the covered equipment is mounted (unless specifically included in the ProCloud service); ancillary materials such as power/extension cords;
- damage caused by electrical stress, including power fluctuations or lightning;
- design or optimization of your network or the applications that run on it;
- multi-vendor meetings, except when we suspect that the covered device may be responsible for a network issue; or
- consulting services.

Additional Charges

Beyond the services offered as part of the ADTRAN Subscription Services, we can arrange for additional services which are charged separately. Such services include:

- Time and Materials (T&M): hourly rate for services performed beyond those covered by ProServices. At your request, we can arrange for scheduled support from a Product Support Engineer and/or an on-site visit by an authorized ADTRAN representative.
- Expedite fee: fixed rate surcharge to commence coverage earlier than the normal start date. You may request that coverage start earlier than normal processing allows. The expedite fee helps to offset the additional costs of special processing and rush shipment of equipment to the appropriate depot. We will grant an expedite request and accept the fee only if the service and equipment are available.
- Site Not Ready (SNR) fee: fixed rate surcharge to reinstate services if you are not available to accept replacement equipment at the designated date/time, necessitating a subsequent re-delivery attempt.

5. GENERAL INFORMATION

ProCloud Infrastructure Software Maintenance and Maintenance Windows

We normally perform upgrades to the ProCloud infrastructure during regularly scheduled maintenance windows; we will notify your designated contact at least 72 hours in advance of a scheduled maintenance window. If we decide it's necessary to make potentially service-affecting changes outside of a regularly scheduled maintenance window, we will make reasonable effort to notify you as much in advance as practical in order to minimize any inconvenience. Please note that issues that affect the ProCloud infrastructure will typically affect only the administration, monitoring, notification, and reporting services; operation of the covered access point or switch (and the network traffic passing through it) are normally unaffected.

Supported Geographies

The provisions of this DSO apply to coverage available for Subscription Services in the United States, and, with some limitations, other select areas.

Expiration, Renewal or Lapse

Subscription Services are automatically renewed on the expiration date for a period of 12 months. We will attempt to notify you by email to the renewal email address provided when your Subscription Services coverage is to be automatically renewed. If you do not wish to renew the Subscription Service, you must provide us with 30 day notice prior to the expiration date. All devices must be returned to ADTRAN according to the MSP Agreement following lapse or cancellation of services.

Cancellation

Subscription Services are subject to an early cancellation or termination fees.

Language

Technical Support is provided in English.

Closing a Support Case

We will contact you to confirm that a previously reported issue has been resolved. If we don't receive your response within two business days, we will assume that you approve and will close the support case.

Contacts for Support Services

For answers to most support questions, you may visit the ADTRAN website at www.adtran.com or the ADTRAN Support Community at <https://supportforums.adtran.com>. If you still require assistance, please contact the appropriate department as shown:

Purpose/Need	Contact	Hours of Operation	Contact Information
Questions about Subscription Services or order processing	ProServices Sales Operations	Monday – Friday 8:00am- 5:00pm Central Time excluding ADTRAN holidays	888-423-8726 256-963-8716 proservices@adtran.com www.adtran.com
Technical support	ADTRAN Product Support	Monday – Friday 7:00am-7:00pm Central Time excluding ADTRAN holidays Service- affecting emergencies: 24 hours/day 7 days/week	888-423-8726 256-963-8716 adtran.com/submitcase supportforums.adtran.com

Exceptional Customer Service

ADTRAN strives to live up to our reputation of providing exceptional customer service. We welcome your comments and suggestions about how we can improve the services we offer. Please feel free to contact us any time at CustomerSupport@adtran.com or 888-4ADTRAN (888-423-8726).



Adtran ProServices

Description of Service Offering ProStart Remote Installation Services

This Description of Service Offering (DSO) is provided by Adtran, Inc. to describe the remote installation services available for Adtran products under Adtran ProServices. This DSO combined with the Adtran Manufacturer's Warranty, the specific ProStart Statement of Work (SOW) as applicable, the ProServices Terms and Conditions, and the specific ProStart installation items on the order cover the agreement between Adtran and the purchaser of the service from Adtran. Purchasers are encouraged to read this DSO carefully, as it contains details of the coverage offered, and the responsibilities associated with obtaining this service.

1. OVERVIEW

Adtran offers ProStart installation services for Enterprise Networks Division customer premises equipment (CPE) and select Carrier Networks Division (Telco) equipment manufactured by Adtran, as well as for approved third party products as part of an overall Adtran solution. This document describes the installation services specific to Adtran products that are not covered by product-specific DSOs (e.g. Unified Communications and Wireless LAN solutions). Adtran solutions (hardware, software, and ProServices) are purchased by the End-User customer from a Channel Partner which may be either a Value Added Reseller (VAR) or a Network Service Provider (NSP) such as a telephone company. The Channel Partner may purchase the Adtran solution from an authorized distributor or directly from Adtran.

ProStart offers two levels of installation services for most Adtran products: on-site and remote. This DSO specifically covers the services that are included with remote installations. There is a separate DSO for on-site installations.

ProStart Staff Roles

For each remote installation ProStart provides staff to cover the following roles: Project Coordinator (PC), Project Manager (PM), and Project Engineer (PE).

The ProStart Project Coordinator (PC) is the person that initially receives the order for the ProStart installation. The PC gathers and validates the preliminary information that is required to assign a Project Manager to the installation. The required information includes: one or more valid purchase orders, contact information for key project stakeholders, and a network diagram with sufficient detail to identify the Adtran components to be installed and all relevant network elements with which the Adtran components will integrate.

The ProStart Project Manager (PM) is the primary point of contact for all stakeholders throughout the project. The PM will work with the project stakeholders



remotely over the phone, via email, and using web collaboration tools throughout the project to coordinate all tasks and ensure the success of the installation.

The ProStart Project Engineer (PE) will configure, stage, and test the system. Some of these tasks may be performed in a ProStart staging center before the equipment is shipped to the End-User's place of business. The PE will also direct the efforts of the On-site Technician remotely over the phone during the physical installation.

Installation Services

Upon receipt of a valid Purchase Order (PO) from the Channel Partner, the ProStart PC will gather preliminary data in order to assign a PM to each installation. Once assigned to the project, the PM will coordinate detailed data gathering, staging and will serve as the primary point of contact for all stakeholders throughout the ProStart installation.

For a ProStart remote installation the ProStart team will:

1. Review and validate the application in which the equipment will be used;
2. Provide Project Management Support and Coordination: Working remotely over the phone the ProStart PM will gather circuit / network / application / End-User configuration parameters required for proper configuration of equipment; coordinate the installation schedule among ProStart, End-User, and other vendors / providers as needed; and monitor the installation process, escalating as necessary to the End-User, other vendors / providers, and within Adtran;
3. Provide Project Engineering: The ProStart PE will create and verify equipment configuration; configure, stage, and test configured equipment. Remotely over the phone the ProStart PE will direct the on-site activities of the OST. Those activities include: unpacking, mounting of the equipment, connecting the equipment to the End-User's network, verify success of power-on self-test and diagnostics, testing the installed equipment and assist in testing the associated networks and applications to ensure proper operation.

Scheduling

The ProStart PM will schedule the installation as soon as practical. The data gathering timeline will vary according to End-User's, Channel Partner's, and Service Provider's (i.e. telephone company) availability and/or responsiveness to ProStart requests for information. ProStart requires a minimum scheduling interval after the End-User has confirmed the completeness and accuracy of all equipment and application data assembled by ProStart in order to schedule the on-site installation tasks. In general that minimum scheduling interval is fifteen business days for NetVanta UC (covered under a separate DSO), ten business days for any service requiring ProStart to install IP phones, and five business days for other products. These scheduling intervals ensure that there is sufficient time for ProStart to acquire, configure, test, and ship the equipment per the End-User's specifications. These



intervals may be accelerated only if Adtran receives payment for an expedite fee and has the resources available to meet the requested installation date. Installation dates are not guaranteed until confirmed by the ProStart PM.

2. CONTACTS FOR SUPPORT SERVICES

Purpose/Need	Contact	Hours of Operation	Contact Information
Questions about ProCare Service Plan	ProService Sales Operations	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	888-874-2237 256-963-8716 proservices@adtran.com www.adtran.com
Questions about ProStart Installation, technical support during install	ProStart Install Group	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	888-874-2237 256-963-8716 prostart@adtran.com www.adtran.com
Technical Support (post-install)	Adtran Technical Support	Monday – Friday 7:00am-7:00pm Central Time excluding Adtran holidays Service affecting emergencies: 24 hours/day 7 days/week	888-874-2237 256-963-8716 https://www.adtran.com/submitcase https://supportforums.adtran.com
ProService's Purchase Orders	ProService Sales Operations	Monday – Friday 8:00am-5:00pm Central Time excluding Adtran holidays	Fax: 256-963-7956 Email: proservices.po@adtran.com

There may be a delayed response to inquiries submitted via the web or email. Critical issues and escalations should be submitted via telephone for fastest response.

3. CHANNEL PARTNER AND END-USER RESPONSIBILITIES

ProStart Installation Services

Purchase orders (POs) for ProStart installation must include the following:

1. ProStart part number(s), quantity, and pricing;
2. End-User site information, including company name and street address (shipping address);

In order to facilitate the installation process it is helpful to include the following supplemental information on or with ProStart installation POs:

1. Channel Partner contact information including company name, billing address, contact name, email address and phone number;
2. Channel Partner or End-User installation coordinator contact information including name, email address, and phone number;
3. End-User site contact information, including name, phone number, and email address;
4. Equipment information, including hardware, maintenance, software, and software assurance PO number(s); and
5. **Requested** date of installation (PLEASE NOTE: Installation date is dependent upon many variables and is not guaranteed until confirmed by the ProStart PM).

Channel Partner or End-User Staff Role

Remote installations require that the Channel Partner or the End user provide a competent individual to serve as the On-site Technician (OST) under the direction of the ProStart PE (remotely over the phone).

The OST will go to the End-User's place of business to physically install, configure, and test the equipment under the direction of the ProStart PE (remotely over the phone) to ensure a working installation.

End-User Installation Responsibilities

To ensure a successful installation ProStart requires the following End-User responsibilities:

1. Communicate with the ProStart PM, providing appropriate advance notice for all changes;
2. Submit site and site contact information including company name, street address, contact name, email address, and phone number;
3. Collect and submit specific network configuration and technical information as requested. End-User can help to avoid schedule delays by ensuring that ProStart receives complete information no later than three weeks prior to the requested installation date to allow for verification and equipment staging.

Some examples of the needed information include:

- a. Network diagram of the application and all pertinent equipment. This diagram should include all of the proposed equipment and any existing equipment with which it is expected to interact (phone systems, routers, Ethernet switches, firewalls, wireless access points, paging systems, fax servers, etc.);
- b. Data network service parameters if applicable, such as quantity and types of Wide Area Network connections (Ethernet, T1, MPLS, Internet, VPN, etc.) and Local Area Network connections (Ethernet, Fast Ethernet, Gigabit Ethernet, Power over Ethernet, WiFi, etc.);

- c. Voice network service parameters if applicable, such as quantity and types of voice trunks (PRI, analog, SIP) and a phone extension list that includes a complete inventory of telephone numbers and the associated user names (voice, fax, IVR systems, alarm lines, etc.);
 - d. Interface configuration and addressing information for other equipment with which the installed equipment will interoperate;
 - e. Network security requirements and parameters, such as firewall rules and NAT configuration, port forwards; and
 - f. Premises layout or floor plan to be used in planning equipment placement;
- 4. Verify and submit documentation of site qualifications to be sure that:
 - a. The location meets the environmental requirements specified in the equipment documentation;
 - b. Physical mounting points and interfaces are compatible with the Adtran equipment;
 - c. Adequate electrical power and proper electrical ground bus bar is available and within six feet (cable length) of the Adtran equipment, protected by a surge protector or uninterruptable power supply (UPS);
 - d. Telephone and/or data circuit cables/jacks are labeled, mapped, terminated, fully installed with proper demarcation, have been tested and certified by the provider, and the points of demarcation are within six feet (cable length) of the Adtran equipment;
 - e. End-User premise wiring is installed, toned, tagged, and properly terminated. In general, properly installed standard Category 5 wiring is adequate;
 - f. Other equipment or networks to which the Adtran equipment is connected are available and accessible, all interfaces are compatible, and that the networks are capable and properly configured for carrying the network traffic;
 - g. Arrange for representatives of other vendors and providers (such as the telephone company, IT vendor, PBX vendor, wiring vendor, etc.) to be available during data gathering and at the time of installation as appropriate for configuration and testing of other equipment and networks with which the Adtran equipment interacts;
- 5. Provide secure remote broadband access (i.e., port forward via a Cable, DSL, etc.) to the equipment via the public Internet to allow testing, configuration, and maintenance. End-User must ensure that their network is properly secured;
- 6. Verify that all equipment, supplies, and materials have been received and are on-site and available before the installation commences;
- 7. Provide supplies and materials that are not provided by ProStart but are required for the installation. Examples include: equipment racks, rack mount screws, patch cables, extension cords, etc.; and
- 8. Provide access to the equipment installation location at the time of arrival of the

OST.

9. Secure the Adtran equipment by changing the passwords when the installation is complete.

The PM and/or PC will provide appropriate checklists and worksheets to assist the End-User in gathering and submitting the required information and in planning for the installation. In order to ensure that installations are successful and timely, ProStart schedules resources in advance. Scheduling changes within five business days of a planned event or cancellations may result in additional costs to End-User. ProStart encourages End-User to notify the PM of any requested schedule changes or cancellations as soon as practical.

Installation Acceptance and Warranty

The system will be considered "in service" when it has been physically installed, configured, and is capable of passing the End-User's traffic (voice and/or data). At this point ProStart will notify the appropriate project stakeholders via email that the system is in service. This notification initiates the 14-calendar-day installation warranty, during which ProStart will make configuration adjustments based on written customer requests to fine-tune the network parameters, provided remote access is available. The ProStart PM will review these requests and schedule the changes provided they are within the scope of what was purchased. If the End-User has purchased a ProCare Service Plan then the plan will be activated on the same "in service" date as the beginning of the installation warranty. At the end of the 14-day installation warranty, ProStart will request email acceptance from the appropriate project stakeholder, indicating that the installation is complete and that the installed equipment is operating properly. No response to this email request for five business days will be considered a tacit acceptance that the installation is complete.

4. OUT OF SCOPE Exclusions

ProStart Installation Service does **NOT** include:

1. Implementation or installation of products for which there is no installation order, or for those products not described in the Statement of Work, including labor, hardware, cables, etc.
2. Equipment required to perform installation services at the End-User location
3. Troubleshooting or managing third party vendor issues
4. Services made necessary by failures related to misuse, neglect, accident, alteration, modification, or willful or negligent acts by the End-User or other parties beyond the control of Adtran
5. Force majeure: acts of God, acts of public enemy, acts of government, freight embargoes, strikes, quarantine restrictions, unusually severe weather conditions, insurrection, riot, etc.
6. Wiring or cabling: installation or modification of End-User's in-house wiring; extension of telephone company demarcation point (DMARC);

- ancillary materials such as power/extension cords
7. Racks, shelves, or wall boards: supply, assembly, installation of racks, shelves, wall boards or any other physical structure to which the covered equipment is mounted (unless specifically included in the ProStart Statement of Work)
 8. Optimization or troubleshooting of the End-User's network or applications

5. ADDITIONAL CHARGES FOR INSTALLATION SERVICES

Beyond the services offered as part of a ProStart installation, Adtran can arrange for additional services that are charged separately. Such expenses include:

1. Time and Materials (T&M): hourly rate for services performed beyond those covered by the specific ProStart installation items that were purchased or the Statement of Work created for a project implementation by the assigned PM. With advance notice and at ProStart PM discretion, ProStart can arrange for the ProStart PE or OST to perform work in addition to the tasks covered in ProStart installation.
2. Site Not Ready (SNR), Rescheduling, or Cancellation: fees to cover costs of canceling or rescheduling the installation. ProStart will waive these fees if five business days' notice is given.
3. Expedite: fixed rate surcharge to schedule the installation with less than the required scheduling interval. You may request that your installation process be accelerated. ProStart will grant an expedite request and accept the fee only if the service personnel and equipment are available.

6. GENERAL INFORMATION

Language
Installation services are provided in English.

Invoicing of Installation Services

Upon completion of each phase of an installation, Adtran reserves the right to invoice Adtran's direct customer (typically the Channel Partner) for that portion of the installation service that has been completed and accepted by the appropriate project stakeholder to be in service or complete. Adtran further reserves the right to invoice the direct customer at the completion of each site installation, even in a case where multiple installation sites were submitted on a single purchase order.

Cancellation

Adtran reserves the right to cancel any installation project in whole or in part at Adtran's sole discretion. Adtran will submit its cancellation notice to the project stakeholders in writing and may then invoice any portion of the installation services performed on or prior to the date of cancellation. End-User or Channel Partner may cancel any pending installation service without penalty by submitting its cancellation notice in writing and this notice must be received prior to the occurrence of any combination of the following activities, otherwise charges may apply: 1) the shipment of any



Adtran equipment purchased for installation, or 2) the performance of any fee-based service or site survey, or 3) the appointment of a ProStart PM.

ALUP2026
Information Technology Hardware
& Software Product Lines

Proposed Product Line/Service	From
Proposing Company Name:	ALUP2026 Hardware & Software Products ITB PROPOSAL Submission
Proposed Contact's AIN Username:	

Vendor Notes:

Manufacturer Model Number		Bidder SKU	Product Line/Service Name	Description/Specifications of Product or Service (Speed/Bandwidth, etc. if applicable)	Base Price From Base Price Source Proposed	Unit (Mbps/Gb Discount)	Proposed Price (Unit)	ALUP Proposed Price (Unit)	ALUP Category (REQUIRED) if drop-down	ALUP Category if current categories do not apply	Product/Service Category (if applicable) (Partial/Full if applicable)
4243908F1		4243908F1	Total Access 908e 3rd Gen	Total Access 908e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT Port, Two 10/100 BaseT, four T1, 8 FXS, and 8 P Router.	\$ 2,443.28	1	25%	\$ 1,532.46	Gateway		
4213908F1		4213908F1	TAMR, 3RD GEN	Total Access 908e 3rd Gen- T1 Network Interface, 8 Fxs, Dax-1, 10/100 BaseT and IP Router. Includes G 168 Echo Cancellation and Supports VoIP Applications Using SIP.	\$1,126.18	1	25%	\$ 844.64	Gateway		
4243908F2		4243908F2	Total Access 908e, w/LifeLine FXO 3rd Gen	Total Access 908e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT Port, Two 10/100 BaseT, Four T1, 8 Fxs, 1 LifeLine Fxo, and IP Router.	\$ 2,514.28	1	25%	\$ 1,583.71	Gateway		
4243908F5		4243908F5	Total Access 908e 30 CH DSP, W/LifeLine FXO 3rd Gen	Total Access 908e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT Port, Two 10/100 BaseT, Four T1, 8 Fxs, 1 LifeLine Fxo and IP Router.	\$ 2,225.00	1	25%	\$ 1,668.75	Gateway		
4243908F265		4243908F265	Total Access 908e 5-Session SSC	Total Access 908e Ind. Session Border Controller License For 5 Sessions. Includes 1 10/100BaseT, 4 T1, 8 Fxs, and A LifeLine Fxo Port.	\$ 2,795.00	1	25%	\$ 2,096.25	Gateway		
4243908F2625		4243908F2625	Total Access 908e 25-Session SSC	Total Access 908e Ind. Session Border Controller License For 25 Sessions. Includes 1 10/100BaseT, 4 T1, 8 Fxs, and A LifeLine Fxo Port.	\$ 3,000.00	1	25%	\$ 2,250.00	Gateway		
4243908F2650		4243908F2650	Total Access 908e 50-Session SSC	Total Access 908e Ind. Session Border Controller License For 50 Sessions. Includes 1 10/100BaseT, 4 T1, 8 Fxs, and A LifeLine Fxo Port.	\$ 3,100.00	1	25%	\$ 2,325.00	Gateway		
4243908F26100		4243908F26100	Total Access 908e 100-Session SSC	Total Access 908e Ind. Session Border Controller License For 100 Sessions. Includes 1 10/100BaseT, 4 T1, 8 Fxs, and A LifeLine Fxo Port.	\$ 3,250.00	1	25%	\$ 2,437.50	Gateway		
4213916F1		4213916F1	TAMR, 3RD GEN	Total Access 916 3rd Gen Includes T1 Network Interface, 16 Fxs Ports, Dax-1 Port, Gigabit Ethernet Port. Supports IP Routing, Firewall, VPN and VoIP Applications.	\$ 1,735.00	1	25%	\$ 1,301.25	Gateway		
4243916F1		4243916F1	Total Access 916e 3rd Gen	Total Access 916e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT Port, Two 10/100 BaseT, Four T1, 16 Fxs, and IP Router.	\$ 2,995.00	1	25%	\$ 2,246.25	Gateway		
4243916F2		4243916F2	Total Access 916e, w/LifeLine FXO 3rd Gen	Total Access 916e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT Port, Two 10/100 BaseT, Four T1, 16 Fxs, 1 LifeLine Fxo and IP Router.	\$ 3,019.00	1	25%	\$ 2,264.25	Gateway		
4243916F5		4243916F5	Total Access 916e 30 CH DSP, W/LifeLine FXO 3rd Gen	Total Access 916e IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT, Two 10/100 BaseT, Four T1, 16 Fxs, 1 LifeLine Fxo and IP Router.	\$ 2,145.00	1	25%	\$ 1,608.75	Gateway		
4243916F26		4243916F26	Total Access 916e 3rd Gen (Battery Enhanced)	Total Access 916e Battery Enhanced. Same Functionality As Tx 916E With Additional Bku Monitoring So the Adtran Battery Backup System (11750441112) Can Be Monitored For Low Battery, Missing Battery, Or Replacements Needed.	\$ 3,075.00	1	25%	\$ 2,306.25	Gateway		

4213924F1	4213924F1	TA024, 3RD GEN	Total Access 924 3rd Gen Includes T1 Network Interface, 16 Fxs Ports, Dax-1 Port, Gigabit Ethernet Port, Supports IP Routing, Firewall, VPN and VoIP Applications	\$	2,095.00	1	25%	\$	1,503.75	Gateway	
4213924F2	4213924F2	TA024, 3RD GEN, 16 FXS + 8 FXD	Total Access 916 3rd Gen Includes T1 Network Interface, 16 Fxs Ports, 8 Fxs Ports, Dax-1 Port, Gigabit Ethernet Port, Supports IP Routing, Firewall, VPN and VoIP Applications	\$	\$2,175.00	1	25%	\$	1,631.25	Gateway	
4243924F1	4243924F1	Total Access 924e 3rd Gen	Total Access 924e IP Business Gw Using Ethernet or T1 WAN Interface Includes 1 Gigabit 10/100/1000 BaseT, two 10/100 BaseT, 4 T1, 24 FXS, and IP Router.	\$	3,269.00	1	25%	\$	2,451.75	Gateway	
4243924F2	4243924F2	Total Access 924e, w/16fxs	Total Access 924E IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT, two 10/100 BaseT, 4 T1, 24 Fxs, 1 Lifeline Fxo and IP Router.	\$	\$3,295.00	1	25%	\$	2,471.25	Gateway	
4243924F5	4243924F5	Total Access 924e 30 CH DSP, W/Lifeline FXD 3rd Gen	Total Access 924E IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT, two 10/100 BaseT, 4 T1, 24 Fxs, 1 Lifeline Fxo and IP Router.	\$	2,419.00	1	25%	\$	1,814.25	Gateway	
4243924F3	4243924F3	TA024e 16 FXS + 8 FXD, W/Lifeline FXD Gen 3	Total Access 924E IP Business Gw Using Ethernet Or T1 Wan Interface. Includes 1 Gigabit 10/100/1000 BaseT, two 10/100 BaseT, 4 T1, 16 Fxs, 9 Fxo and IP Router. Functionality As Ta 924E With Additional Ebu Monitoring So the Admin Battery Backup System (1175044L1L2) Can Be Monitored For Low Battery, Missing Battery, Or Replacements Needed.	\$	3,459.00	1	25%	\$	2,594.25	Gateway	
4243924F2B	4243924F2B	Total Access 924e 3rd Gen Battery Enhanced	Total Access 904 3rd Gen 19" Rack Mount Brackets	\$	30.00	1	25%	\$	22.50	Gateway	
1200927L18	1200927L18	Total Access 904/908 19" Rack Mount Brackets	Total Access 912, 916, 924, 908E, 916E, and 924E 2ND Gen 19in Rack Mount Brackets. (Note: All 3rd Gen Ta 900E Units Ship With 19in Rackmount Brackets)	\$	30.00	1	25%	\$	22.50	Gateway	
1200927L19	1200927L19	Total Access 912/916/924/908/916E/924E 19" Rack Mount Brackets	Replacement Universal 19in Rackmount and Wallmount Bracket Kit For 3rd Gen Ta 900E, NV 6250, and NV 6360 Products.	\$	30.00	1	25%	\$	22.50	Gateway	
1200927G19	1200927G19	Total Access 900/908 2nd Gen Wall Mount Bracket Kit	Replacement Wall Mount Bracket For Total Access 604/608 Addl Units and All Total Access 900E 2ND Gen Products. Normally Ships With Unit. Kit Includes Two Brackets and Screws To Mount To Chassis.	\$	30.00	1	25%	\$	22.50	Gateway	
1200841L1	1200841L1	Total Access 604, 608, 904, 908, 900, and 900E 3rd Gen Battery backup	Ta 604, 608, 904, & 908 3rd Gen Battery Backup System. Supplies 8 Hours of Uninterrupted Backup Power. Wall Mount. Note: This Product Contains Lead Acid Batteries That Require Regular Recharging To Prevent Degradation During Storage.	\$	175.00	1	25%	\$	131.25	Gateway	
1175044L1	1175044L1	Rack Mount or Wall Mount Battery backup (L1)	Wall Or Rack-Mount Battery Backup System. Supplies 8 Hours of Uninterrupted Backup Power To the Total Access 612, 616, 624, 850, 912, 916, 924, 908E, 916E Or 924E.	\$	425.00	1	25%	\$	318.75	Gateway	
1200927L1	1200927L1	Total Access 912/916/924/908/916E/924E 19" Rack Mount Brackets (L1)	Total Access 912, 916 and 924 Battery Backup System (List 1) Mounting Brackets. Used With 1175044L1.	\$	30.00	1	25%	\$	22.50	Gateway	
1200927L2	1200927L2	Total Access 912/916/924/908/916E/924E 19" Rack Mount Brackets (L2)	Total Access 912, 916 and 924 Battery Backup System (List 2) Mounting Brackets. Used With 1175044L2.	\$	30.00	1	25%	\$	22.50	Gateway	
1200927F8	1200927F8	IP600AD 8-Port Breakout Box	RJ-21M (50-Pin Amp) To 8 RJ-48. Eliminates the Need For Patch Down Box and Cable For Install Requiring 3 Or Less Analog Ports. Works With All Total Access 600, 650, 900, 900E, Nevada 6250, and 6330 Series Inds. Installation Kit For Total Access 600, 650, 900, 900E, Nevada 6240, and 6330. Includes 50 Pin Male To Male Amphenol Cable, Patch Down Block, and Cat5 Ethernet Cable (25).	\$	145.00	1	25%	\$	108.75	Gateway	
1800001L1	1800001L1	IP600AD Installation Kit	Installation Kit For Total Access 600, 650, 900, 900E, Nevada 6240, and 6330. Includes 50 Pin Male To Male Amphenol Cable, Patch Down Block, and Cat5 Ethernet Cable (25).	\$	130.00	1	25%	\$	97.50	Gateway	
1800002L1	1800002L1	IP600AD Installation Kit w/ Ethernet	Installation Kit For Total Access 600, 650, 900, 900E, Nevada 6240, and 6330. Includes 50 Pin Male To Male Amphenol Cable, Patch Down Block, and Cat5 Ethernet Cable (25).	\$	145.00	1	25%	\$	108.75	Gateway	

1700340F1	1700340F1	NETVANTA 3140 Desktop	Eth. router with 3 Gigabit routed ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, FirewallNAT and SIP VoIP. Desktop and rackmount options.	\$	819.00	1	25%	614.25	Routers	
4700340F2	4700340F2	NETVANTA 3140 Desktop W/EFP	Fixed-port Desktop Ethernet Router. Includes 3 Copper Gigabit Ethernet ports. Full featured L3 routing, FirewallNAT, IPSec VPN and VoIP support.	\$	1,915.00	1	25%	764.25	Routers	
1700341F1	1700341F1	NetVanta 3140	Eth. router with 3 Gigabit routed ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, FirewallNAT and SIP VoIP.	\$	682.41	1	25%	511.81	Routers	
4700341F2	4700341F2	NO3140 w/EFP	Fixed-port Ethernet Router. Includes 3 Copper Gigabit Ethernet ports. Full featured L3 routing, FirewallNAT, IPSec VPN and VoIP support. Rackmount/wallmount brackets incl.	\$	712.63	1	25%	534.47	Routers	
4700341F2#5	4700341F2#5	NetVanta 3140 5-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 5 simultaneous sessions.	\$	1,255.00	1	25%	941.25	Routers	
4700341F2#10	4700341F2#10	NetVanta 3140 10-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 10 simultaneous sessions.	\$	1,305.00	1	25%	978.75	Routers	
4700341F2#25	4700341F2#25	NetVanta 3140 25-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 25 simultaneous sessions.	\$	1,379.00	1	25%	1,034.25	Routers	
4700341F2#50	4700341F2#50	NetVanta 3140 50-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	\$	1,479.00	1	25%	1,109.25	Routers	
4700341F2#100	4700341F2#100	NetVanta 3140 100-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	\$	1,006.20	1	25%	754.65	Routers	
4700341F2#300	4700341F2#300	NetVanta 3140 300-Session SBC	NetVanta 3140 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	\$	3,223.00	1	25%	2,421.75	Routers	
1950340F2	1950340F2	NetVanta 3140 EFP PW	Enhanced Feature Pack software for the NetVanta 3140. Includes support for IPSec-based DES/3DES encryption and includes MD5/SHA1 authentication. Also includes Voice Quality Monitoring for MOS detection, packet loss, jitter, and delay.	\$	265.60	1	25%	199.20	Software	
17003148F1	17003148F1	NETVANTA 3148	Eth. router with 4 (2Cu, 2CuSFP) Gigabit routed and 8 PoE Gigabit switch ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, FirewallNAT and SIP VoIP. Rackmount/wallmount brackets incl.	\$	2,195.00	1	25%	1,646.25	Routers	
19503148F1	19503148F1	NETVANTA 3148 EFP UPGRADE	Enhanced Feature Pack software for the NetVanta 3148. Includes support for IPSec-based VPN. Also includes Voice Quality Monitoring for MOS detection, packet loss, jitter, and delay.	\$	400.00	1	25%	300.00	Software	
47003148F2	47003148F2	NETVANTA 3148 W/EFP	Fixed-port Ethernet Router. Includes 4 Gigabit Ethernet ports (2 combo, 2 copper) and 8 port Gigabit switch. Full featured L3 routing, FirewallNAT, IPSec VPN and VoIP support.	\$	1,742.61	1	25%	1,306.36	Routers	
47003148F2#25	47003148F2#25	NETVANTA 3148 25-SESSION SBC	NetVanta 3148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 25 simultaneous sessions.	\$	2,645.00	1	25%	1,983.75	Routers	
47003148F2#50	47003148F2#50	NETVANTA 3148 50-SESSION SBC	NetVanta 3148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	\$	2,735.00	1	25%	2,051.25	Routers	
47003148F2#100	47003148F2#100	NETVANTA 3148 100-SESSION SBC	NetVanta 3148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	\$	3,085.00	1	25%	2,313.75	Routers	
47003148F2#300	47003148F2#300	NETVANTA 3148 300-SESSION SBC	NetVanta 3148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	\$	3,785.00	1	25%	2,838.75	Routers	
17003148F11	17003148F11	NETVANTA 3148P	Eth. router with 4 (2Cu, 2CuSFP) Gigabit routed and 8 PoE Gigabit switch ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, FirewallNAT and SIP VoIP. Rackmount/wallmount brackets incl.	\$	1,000.55	1	25%	1,350.41	Routers	

47003148F21	47003148F21#25	NETVANTA 3148P 25-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 25 simultaneous sessions.	NETVANTA 3148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	2,615.00	1	25%	\$	1,961.25	Routers		
47003148F21#25	47003148F21#25	NETVANTA 3148P 25-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 25 simultaneous sessions.	NETVANTA 3148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	2,665.00	1	25%	\$	2,148.75	Routers		
47003148F21#50	47003148F21#50	NETVANTA 3148P 50-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	NETVANTA 3148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	2,955.00	1	25%	\$	2,216.25	Routers		
47003148F21#100	47003148F21#100	NETVANTA 3148P 100-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	NETVANTA 3148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	3,305.00	1	25%	\$	2,478.75	Routers		
47003148F21#300	47003148F21#300	NETVANTA 3148P 300-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	NETVANTA 3148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	4,005.00	1	25%	\$	3,003.75	Routers		
17004148F1	17004148F1	NETVANTA 4148	Eth. router with 4 (2xCu, 2xGUSFP) Gigabit routed and 8 PoE Gigabit switch ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, Firewall/NAT and SIP VoIP.	Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	NETVANTA 4148 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	6,595.00	1	25%	\$	4,946.25	Routers		
47004148F2	47004148F2	NETVANTA 4148 W/EP	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port Gigabit switch. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	NETVANTA 4148 SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	7,395.00	1	25%	\$	5,356.25	Routers		
17004148F11	17004148F11	NETVANTA 4148P	Eth. router with 4 (2xCu, 2xGUSFP) Gigabit routed and 8 PoE Gigabit switch ports. Supports various protocols for layer 3 routing, QoS classification, marking and queuing, Firewall/NAT and SIP VoIP.	Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	6,795.00	1	25%	\$	5,096.25	Routers		
47004148F21	47004148F21	NETVANTA 4148P W/EEP	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	7,395.00	1	25%	\$	5,546.25	Routers		
19504148F2	19504148F2	NETVANTA 4148 EP UPGRADE	Enhanced Feature Pack software upgrade enabling VPN, for the NetVanta 4148/4148P	Enhanced Feature Pack software upgrade enabling VPN, for the NetVanta 4148/4148P	NETVANTA 4148 EP UPGRADE	690.00	1	25%	\$	450.00	Software		
47004148F21#100	47004148F21#100	NETVANTA 4148P 100-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	8,085.00	1	25%	\$	6,063.75	Routers		
47004148F21#300	47004148F21#300	NETVANTA 4148P 300-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	8,785.00	1	25%	\$	6,588.75	Routers		
47004148F21#500	47004148F21#500	NETVANTA 4148P 500-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 500 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	9,655.00	1	25%	\$	7,241.25	Routers		
47004148F21#1000	47004148F21#1000	NETVANTA 4148P 1000-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 1000 simultaneous sessions.	NETVANTA 4148P SIP Router including Enhanced Feature pack for VPN support and SBC licensed to 50 simultaneous sessions.	11,525.00	1	25%	\$	8,943.75	Routers		
47004148F22#100	47004148F22#100	NETVANTA 4148 100-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	NETVANTA 4148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 100 simultaneous sessions.	7,885.00	1	25%	\$	5,913.75	Routers		
47004148F23#100	47004148F23#100	NETVANTA 4148 300-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	NETVANTA 4148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 300 simultaneous sessions.	8,585.00	1	25%	\$	6,438.75	Routers		
47004148F26#100	47004148F26#100	NETVANTA 4148 500-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 500 simultaneous sessions.	NETVANTA 4148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 500 simultaneous sessions.	9,455.00	1	25%	\$	7,091.25	Routers		
47004148F28#1000	47004148F28#1000	NETVANTA 4148 1000-SESSION SBC	Fixed-port Eth. Router, includes 4 GbE ports (2 combo, 2 Cu) and 8 port 200W PoE Gigabit switch. Supports 802.3af and 802.3at PoE standards. Full featured L3 routing, firewall/NAT, IPSec VPN and VoIP support.	Enhanced Feature pack for VPN support and SBC licensed to 1000 simultaneous sessions.	NETVANTA 4148 SIP Router with Enhanced Feature pack for VPN support and SBC licensed to 1000 simultaneous sessions.	11,725.00	1	25%	\$	8,793.75	Routers		

17101561F1	17101561F1	NETVANTA 1560-06	12 Port Managed Layer 23 GigaBit Ethernet Switch. Includes 8-10101000Base-T access ports, 2 SFP RJ45 combo 10GbE uplink Ethernet Ports capable of 1 Gbps. Features include static routing, DHCP, 802.1Q VLANs, GVRP, QoS, Rate Limiting, Spanning Tree, 802.3ad Link Aggregation, IGMP, MLD, CLI, HTTP GUI, UPnP, SSH, SSL, RADIUS, SNMP. Desktop 1U housing with wallmount or rackmount capability. 19-inch rackmount brackets sold separately (1700518F1).	\$ 415.00	1	25%	\$ 311.25	Switches	
17101561PF2	17101561PF2	NETVANTA 1560-06-6SW	12 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 8 RJ45 and 2 SFP RJ45 ports. 6SW PoE budget supporting 802.3at and 802.3bt. Desktop, wallmount and 19-inch rackmount brackets sold separately (1700518F1).	\$ 605.00	1	25%	\$ 453.75	Switches	
17101050PF2	17101050PF2		12 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 8 RJ45 and 2 SFP RJ45 ports. 150W PoE budget supporting 802.3at and 802.3bt. Desktop, wallmount and 19-inch rackmount brackets sold separately (1700518F1).	\$ 739.00	1	25%	\$ 554.25	Switches	
17101564F1	17101564F1	NETVANTA 1560-06-150W	26 Port Managed Layer 23 GigaBit Ethernet Switch. Includes 24 RJ45 and 2 SFP+ ports. 150W PoE budget supporting 802.3at and 802.3bt. Desktop, wallmount and 19-inch rackmount brackets sold separately (1700520F1).	\$ 1,549.00	1	25%	\$ 1,161.75	Switches	
17101564PF2	17101564PF2	NETVANTA 1560-24	26 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 24 RJ45 and 2 SFP+ ports. 150W PoE budget supporting 802.3at and 802.3bt. Desktop, wallmount and 19-inch rackmount brackets sold separately (1700520F1).	\$ 1,539.00	1	25%	\$ 1,154.25	Switches	
17101568PF2	17101568PF2	NETVANTA 1560-24-740W	26 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 24 RJ45 and 2 SFP+ ports. 19-inch rackmount brackets. 740W PoE budget supporting 802.3at and 802.3bt. Wallmount brackets available (1700520F1).	\$ 2,419.00	1	25%	\$ 1,814.25	Switches	
17101568F1	17101568F1	NETVANTA 1560-48	52 Port Managed Layer 23 GigaBit Ethernet Switch. Includes 48 RJ45 and 4 SFP+ ports. 19-inch rackmount brackets.	\$ 2,799.00	1	25%	\$ 2,099.25	Switches	
17101568PF2	17101568PF2	NETVANTA 1560-48-370W	52 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 48 RJ45 and 4 SFP+ ports. 19-inch rackmount brackets. 370W PoE budget supporting 802.3at and 802.3bt.	\$ 3,109.00	1	25%	\$ 2,331.75	Switches	
17101568PF2	17101568PF2	NETVANTA 1560-48-740W	52 Port Managed Layer 23 GigaBit PoE Ethernet Switch. Includes 48 RJ45 and 4 SFP+ ports. 19-inch rackmount brackets. 740W PoE budget supporting 802.3at and 802.3bt.	\$ 4,289.00	1	25%	\$ 3,216.75	Switches	
17101574PF1	17101574PF1	NETVANTA 1570-24-370W	26 Port Managed Layer 23 GigaBit Ethernet Switch. Includes 24-10101000Base-T access ports, 4- SFP+ 10GbE uplink Ethernet Ports capable of 10/5/10 Gbps. Features include static routing, OSPFv3, RIP, DHCP, 802.1Q VLANs, GVRP, QoS, Rate Limiting, Spanning Tree, 802.3ad Link Aggregation, IGMP, MLD, CLI, HTTP GUI, UPnP, SSH, SSL, RADIUS, SNMP. Provides up to 30 watts/port (370 watts maximum for entire switch) of 802.3at(PoE) and 802.3bt(PoE+) compliant power. 1U housing with rackmount and wallmount capabilities. 18-inch rackmount brackets included with the switch. Additional rackmount brackets can be purchased separately (1700518F1). Wallmount brackets are available (1700520F1).	\$ 1,975.00	1	25%	\$ 1,481.25	Switches	
1700518F1	1700518F1	19" BRKT, NV1560-06 & 1700-48-150W RACK	19-inch Rackmount Bracket for 1p switch	\$ 28.62	1	25%	\$ 21.47	Switches	
1700519F1	1700519F1	19" BRKT, NV1560-24 & 1700-12F 1P RACK	19-inch Rackmount Bracket for 2448p switch	\$ 16.50	1	25%	\$ 12.38	Switches	
1700520F1	1700520F1	19" BRKT, NV1560-24 WALL BRKT	19-inch Rackmount Bracket for 24p switch	\$ 15.00	1	25%	\$ 11.25	Switches	
1700511F1	1700511F1	1P BRKT, NV1340-1W/531P	19-inch Rackmount brackets allowing NetVanta 3140 (1700341F1) PicoS to be mounted into a 19-inch rack. Includes two brackets and screws not shipped with those products.	\$ 32.73	1	25%	\$ 24.55	Switches	

1200480F2	1200480F2	100Base-SX 850nm Optical SFP Transceiver	850nm 1-Gbps Optical SFP Transceiver. Supports 10Gbps. Provides Gigabit Ethernet Up To 300 Meters Over Multimode Fiber, using an 850nm Laser. Provides LC Fiber Connectors. For Use With NetVanta Switches, Routers, & 800S and SFP Fiber Interfacing.	\$	234.43	1	25%	\$	175.82	Switches	
1200482G1	1200482G1	2.5 Gbps Multimode SFP Transceiver	850nm 12.5-Gbps Optical SFP Transceiver. Supports 10Gbps. Provides Gigabit Ethernet Up To 300 Meters Over Multimode Fiber, Using A 850nm Laser. Provides LC Fiber Connectors. For Use With 2nd Gen Nv 1534, 1534, 1534, 1534, 2nd Gen 1544/1544F, & 1600 SFP Module.	\$	395.00	1	25%	\$	296.25	Switches	
1200483G1	1200483G1	2.5 Gbps SingleMode SFP Transceiver	1310nm 12.5-Gbps Optical SFP Transceiver. Supports 10Gbps. Provides Gigabit Ethernet Up To 1000 Meters Over Singlemode Fiber, Using A 1310nm Laser. Provides LC Fiber Connectors. For Use With Nv 2nd Gen 1534, 1534, 1534, 2nd Gen 1544/1544F, & 1600 SFP Module.	\$	695.00	1	25%	\$	521.25	Switches	
1700485F1	1700485F1	100Base-SR SFP+ Transceiver	Supports 10Gbps Or 10Gbps. Provides Ten Gigabit Ethernet Up To 300 Meters Over Multimode Fiber, Using A 850nm Laser. Provides LC Fiber Connectors. For Use With NetVanta 1550S, 1633, 1633P, and Adrian 1745F.	\$	535.00	1	25%	\$	401.25	Switches	
1700486F1	1700486F1	100Base-LR SFP+ Transceiver	Supports 10Gbps Or 10Gbps. Provides Ten Gigabit Ethernet Up To 1000 Meters Over Singlemode Fiber, Using A 1310nm Laser. Provides LC Fiber Connectors. For Use With NetVanta 1550S, 1633, 1633P, and Adrian 1745F.	\$	750.00	1	25%	\$	562.50	Switches	
17100484F1	17100484F1	1M SFP+ Interconnect Cable	SFP+ interconnect cable supporting up to 10Gbps SFP/SFP+ (1 Meter).	\$	225.00	1	25%	\$	168.75	Switches	
17100484F3	17100484F3	3M SFP+ Interconnect Cable	SFP+ interconnect cable supporting up to 10Gbps SFP/SFP+ (3 Meter).	\$	385.00	1	25%	\$	296.25	Switches	
17100484F5	17100484F5	5M SFP+ Interconnect Cable	SFP+ interconnect cable supporting up to 10Gbps SFP/SFP+ (5 Meter).	\$	495.00	1	25%	\$	371.25	Switches	
1200485G1	1200485G1	100Base-T SFP Module 100M	10100/1000Base-T Copper Gigabit SFP Transceiver. Provides Gigabit Ethernet Up To 100 Meters Over Cat5E Cabling. Provides RJ-45. For Use With NetVanta 1500 Series Switches.	\$	235.00	1	25%	\$	221.25	Switches	
17101762F1	17101762F1	NETVANTA 1760-8F	10 Port Managed Layer 2/3 10Gigabit Ethernet Switch. Includes 8 SFP+ and 2 multi-gigabit RJ45 ports. Desktop, wallmount or rackmount capability. 19in rackmount brackets sold separately (1700518F1).	\$	3,895.00	1	25%	\$	2,921.25	Switches	
17101763F1	17101763F1	NETVANTA 1760-12F	14 Port Managed Layer 2/3 10Gigabit Ethernet Switch. Includes 12 SFP+ and 2 SFP28 ports. Supports two modular power supplies (17101760PF1) for redundancy. One PS and 19in rackmount brackets incl.	\$	6,395.00	1	25%	\$	5,171.25	Switches	
1700487F1	1700487F1	25GBase-SR SFP28	25GBase-SR SFP+ Transceiver, 850nm 25-Gbps Optical SFP+ Transceiver. Supports 25Gbps Up To 70 Meters Over Om3 Multimode Fiber and 100 Meters Over Om4 Multimode Fiber. Provides LC Fiber Connectors.	\$	765.00	1	25%	\$	573.75	Switches	
1700488F1	1700488F1	25GBase-LX SFP28	25GBase-SR SFP+ Transceiver, 1310nm 25-Gbps Optical SFP+ Transceiver. Supports 25Gbps Up To 10,000 Meters Over Singlemode Fiber. Provides LC Fiber Connectors.	\$	1,145.00	1	25%	\$	858.75	Switches	
17101760PF1	17101760PF1	NETVANTA 1760-12F FWR SPLY	Modular power supply for the NetVanta 1760-12F.	\$	595.00	1	25%	\$	446.25	Switches	
1951901G1	1951901G1	ESG On-Premise License	ESG On-Premises Perpetual License for 1 Access Point. Requires ProCare support.	\$	51.84	1	25%	\$	38.88		WIFI
1700971F1	1700971F1	BSAP 6020 11AX 2+2 INDOOR	Dual Band Wi-Fi 6 802.11ax Indoor Access Point. Full 2x2 SU & MU-MIMO. Offering Data Rates Up To 1.7 Gbps Per AP, powered by an 802.3af PoE solution.	\$	535.00	1	25%	\$	401.25		WIFI
1700972F1	1700972F1	BSAP 6040 11AX 4+4 INDOOR	Dual Band Wi-Fi 6 802.11ax Indoor Access Point. Full 4x4 SU & MU-MIMO. Offering Data Rates Up To 3.5 Gbps Per AP, powered by an 802.3af PoE solution.	\$	1,081.16	1	25%	\$	810.87		WIFI
1700973F1	1700973F1	BSAP 6120 11AX 2+2 OUTDOOR	Dual Band Wi-Fi 6 802.11ax Outdoor Access Point. Full 2x2 SU & MU-MIMO. Offering Data Rates Up To 1.7 Gbps Per AP, powered by an 802.3af PoE solution.	\$	995.00	1	25%	\$	746.25		WIFI
1700978F1	1700978F1	JUNCTION BOX MOUNT FOR (6040002)	Hard Ceiling/Wall/Junction Box Mounting Bracket for BSAP 6000 series	\$	39.00	1	25%	\$	29.25		WIFI

1184561PG1	1184561PG1	SFP-GIGE 1310NM SFP 10KM	The 1310NM SFP is a Gigabit Ethernet Small Form Factor Pluggable that operates on the 1310NM wavelength. It operates on single mode fiber and uses LC fiber connectors. It has a maximum range of 10KM.	\$	72.00	1	25%		Switches	
170048F1	170048F1	SFP28 INTERCONNECT CABLE 25Gbps (1 Meter)	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 5 calls. Requires minimum of R11.8.0 firmware or later.	\$	375.00	1	25%	\$ 54.00	Switches	
1963SBCF5	1963SBCF5	SBC License NV3K - 5 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 5 calls. Requires minimum of R11.8.0 firmware or later.	\$	112.50	1	25%	\$ 84.38	Software	
1963SBCF10	1963SBCF10	SBC License NV3K - 10 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 10 calls. Requires minimum of R11.8.0 firmware or later.	\$	132.80	1	25%	\$ 99.50	Software	
1963SBCF25	1963SBCF25	SBC License NV3K - 25 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 25 calls. Requires minimum of R11.8.0 firmware or later.	\$	188.11	1	25%	\$ 141.08	Software	
1963SBCF50	1963SBCF50	SBC License NV3K - 50 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 50 calls. Requires minimum of R11.8.0 firmware or later.	\$	200.00	1	25%	\$ 150.00	Software	
1963SBCF100	1963SBCF100	SBC License NV3K - 100 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 100 calls. Requires minimum of R11.8.0 firmware or later.	\$	457.75	1	25%	\$ 343.31	Software	
1963SBCF300	1963SBCF300	SBC License NV3K - 300 CALL	Adds SBC Feature Pack capability to the NetVanta 3000 router products. Supports 300 calls. Requires minimum of R11.8.0 firmware or later.	\$	1,300.00	1	25%	\$ 900.00	Software	
1964SBCF5	1964SBCF5	SBC License NV4K/NV3K - 5 CALL	Adds SBC feature license to AOS product lines. Supports 5 calls.	\$	112.50	1	25%	\$ 84.38	Software	
1964SBCF10	1964SBCF10	SBC License NV4K/NV3K - 10 CALL	Adds SBC feature license to AOS product lines. Supports 10 calls.	\$	150.00	1	25%	\$ 112.50	Software	
1964SBCF25	1964SBCF25	SBC License NV4K/NV3K - 25 CALL	Adds SBC feature license to AOS product lines. Supports 25 calls.	\$	217.50	1	25%	\$ 163.13	Software	
1964SBCF50	1964SBCF50	SBC License NV4K/NV3K - 50 CALL	Adds SBC feature license to AOS product lines. Supports 50 calls. Requires minimum of R11.8.0 firmware or later.	\$	300.00	1	25%	\$ 225.00	Software	
1964SBCF100	1964SBCF100	SBC License NV4K/NV3K - 100 CALL	Adds SBC feature license to AOS product lines. Supports 100 calls.	\$	600.00	1	25%	\$ 450.00	Software	
1964SBCF300	1964SBCF300	SBC License NV4K/NV3K - 300 CALL	Adds SBC feature license to AOS product lines. Supports 300 calls.	\$	1,200.00	1	25%	\$ 900.00	Software	
1964SBCF500	1964SBCF500	LICENSE NV4K SBC, 500 CALL	Adds SBC feature license to AOS product lines. Supports 500 calls.	\$	1,950.00	1	25%	\$ 1,462.50	Software	
1964SBCF1000	1964SBCF1000	LICENSE NV4K SBC, 1000 CALL	Adds SBC feature license to AOS product lines. Supports 1000 calls.	\$	3,900.00	1	25%	\$ 2,925.00	Software	
1962SBCF5	1962SBCF5	SBC License IP93 - 5 CALL	Adds SBC feature license to AOS product lines. Supports 5 calls. Requires minimum of R11.8.0 firmware or later.	\$	97.80	1	25%	\$ 73.35	Software	
1962SBCF10	1962SBCF10	SBC License IP93 - 10 CALL	Adds SBC feature license to AOS product lines. Supports 10 calls. Requires minimum of R11.8.0 firmware or later.	\$	140.00	1	25%	\$ 105.00	Software	
1962SBCF25	1962SBCF25	SBC License IP65 - 25 CALL	Adds SBC feature license to AOS product lines. Supports 25 calls. Requires minimum of R11.8.0 firmware or later.	\$	185.55	1	25%	\$ 141.42	Software	
1962SBCF50	1962SBCF50	SBC License IP65 - 50 CALL	Adds SBC feature license to AOS product lines. Supports 50 calls. Requires minimum of R11.8.0 firmware or later.	\$	271.77	1	25%	\$ 203.83	Software	
1962SBCF100	1962SBCF100	SBC License IP65 - 100 CALL	Adds SBC feature license to AOS product lines. Supports 100 calls. Requires minimum of R11.8.0 firmware or later.	\$	502.40	1	25%	\$ 376.80	Software	
1962SBCF200	1962SBCF200	SBC License IP65 - 200 CALL	Adds SBC feature license to AOS product lines. Supports 200 calls. Requires minimum of R11.8.0 firmware or later.	\$	1,200.00	1	25%	\$ 900.00	Software	
1100ALR10027L	1100ALR10027L	ProStart REM	ProStart Remote telephone support of customer installation of TA 904, 908, 912, TA 908e, TA 908eSBC, NetVanta 6310, 6330 8FXS, 6360 8FXS, 6240 8FXS, 6310 SBC, 6250 8FXS, 6250 8 FXS with lifeline, 6250 8 FXS with SBC Feature Pack		\$375.00	1	10%	\$337.50	Services	
1100ALR10028L	1100ALR10028L	ProStart REM	ProStart Remote tel. support of customer install: TA 916, 924, NetVanta 6330e, 6360e, 644, 6240e, 6250e	\$	500.00	1	10%	\$ 450.00	Services	
1101101N3	1101101N3	ProStart REM	ProStart Remote support of customer installation: NetVanta 1234, 1234P, 1531, 1531P, 1534, 1534P, 1544, 1544P, 1544F, 1550-24, 1550-24P, 1560x Enhanced install (includes VLAN, Mgmt, SNMP, QoS). Includes ProCloud install if ProCloud service ordered.	\$	395.00	1	10%	\$ 355.50	Services	

1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1 Year NBD Remote Maintenance for the NetVanta 3120, 3130, 3140 and 3148 (non-SBC), providing: 1hr response time into technical support, access to software upgrades and patches, NBD hardware replacement, available Monday-Friday, 7 am-7 pm CT	\$ 59.00	1	10%	\$ 53.10	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1 Year NBD Remote Maintenance: NetVanta 3458, 4148, 4305, 4430 w/ENH feature pack SW, NetVanta 6355, 4660, 5660 and 644; 1hr technical support response time, access to software upgrades/patches, NBD hardware repl. avail Mon-Fri, 7am-7pm CT	\$ 540.00	1	10%	\$ 486.00	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1 Year NBD Remote Maintenance for the NetVanta 4148 & 5660 SBC. 1 hr technical response time, access to software upgrades and patches, NBD hardware replacement, available Monday-Friday, 7 am-7 pm CT	\$ 825.00	1	10%	\$ 743.40	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1YR NBD Remote Maintenance for a 12 port ADTRAN switch: NetVanta 1531, 1531P, 1560-08c. 1hr technical support response time, access to software upgrades/patches, NBD hardware replacement, available Monday-Friday, 7 am-7 pm CT	\$ 49.00	1	10%	\$ 44.10	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1YR NBD Remote Maintenance for 24 port ADTRAN switch: NetVanta 1224, 1224P, 1235P, 1534, 1534P, 1535P, 1544, 1550-24P, 1560-24c. 1hr technical support response time, access to SW upgrades/patches, NBD HW repl. avail Mon-Fri, 7am-7pm CT	\$ 99.00	1	10%	\$ 89.10	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1YR NBD Remote Maintenance for 48 port switch: NetVanta 1238P, 1638P, 1638P, 1550-48, 1550-48P, 1560-48c. 1hr technical support response time, access to software upgrades/patches, NBD hardware repl. avail Monday-Friday 7 am-7 pm CT	\$ 219.00	1	40%	\$ 197.10	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1YR NBD Remote Maintenance for 24 FXS: 6250c, 1 hr technical support response time, access to software upgrades/patches, NBD hardware repl. Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$ 270.00	1	10%	\$ 243.00	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1YR NBD Remote Maintenance for TA 604, 616, 850, 904-916, NV 6310 6330c, 6240c, 6250c, (SBC)3430, 6310, 3448, TA908c(SBC). 1hr TAC response time, access to SW upgrades/patches, NBD HW repl. Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$ 210.00	1	10%	\$ 189.00	Services	
1100AMNV31M2T1	1100AMNV31M2T1	ProCare NBD 1 YR	ProCare 1 Year NBD Remote Maintenance for 1 Access Point for use with Elite On-Premises Perpetual License or upgrading Express Cloud from community support. Includes support and next business day advanced hardware replacement.	\$ 65.00	1	10%	\$ 58.50	Services	
1100AMNV31M2T3	1100AMNV31M2T3	ProCare NBD 3 YR	ProCare 3 Year NBD Remote Maintenance for the NetVanta 3120, 3130, 3140 and 3148 (non-SBC), providing: 1hr response time into technical support, access to software upgrades and patches, NBD hardware replacement, available Monday-Friday, 7 am-7 pm CT	\$ 169.00	1	10%	\$ 143.10	Services	
1100AMNV31M2T3	1100AMNV31M2T3	ProCare NBD 3 YR	ProCare 3 Year NBD Remote Maintenance: NetVanta 3458, 4148, 4305, 4430 w/ENH feature pack SW, NetVanta 6355, 4660, 5660 and 644; 1hr technical support response time, access to software upgrades/patches, NBD hardware repl. avail Mon-Fri, 7am-7pm CT	\$ 1,458.00	1	10%	\$ 1,312.20	Services	
1100AMNV31M2T3	1100AMNV31M2T3	ProCare NBD 3 YR	ProCare 3YR NBD Remote Maintenance for a 12 port ADTRAN switch: NetVanta 1531, 1531P, 1560-08c. 1hr technical support response time, access to software upgrades/patches, NBD hardware replacement, available Monday-Friday, 7 am-7 pm CT	\$ 103.00	1	10%	\$ 92.70	Services	

1100AMNVS3M2T3	1100AMNVS3M2T3	ProCare NBD 3 YR	ProCare 3YR NBD Remote Maintenance for 24 port Adtran switch: NetVanta 1234, 1234P, 1235P, 1534, 1534P, 1535P, 1544, 1550-24P, 1560-24P. 1hr technical support response time, access to SW upgrades/patches, NBD HW repl. avail. Mon-Fri, 7am-7pm CT.	\$ 268.00	1	10%	\$ 187.20	Services	
1100AMSWENM2T3	1100AMSWENM2T3	ProCare NBD 3 YR	ProCare 3YR NBD Remote Maintenance for 48 port switch: NetVanta 1238, 1238P, 1638, 1638P, 1550-48, 1550-48P, 1560-48x, 1hr technical support response time, access to software upgrades/patches, NBD hardware repl. avail. Monday-Friday, 7 am-7 pm CT.	\$ 460.00	1	10%	\$ 414.00	Services	
1100AMTAGM2T3	1100AMTAGM2T3	ProCare NBD 3 YR	ProCare 3YR NBD Remote Maintenance for TA 624, 650, 924, NetVanta 633's, 6360, 6240 24 FXS, 6250's: 1 hr technical support response time, access to software upgrades/patches, NBD hardware repl, Mon-Fri, 7 am-7 pm CT. Battery backup module not included.	\$ 728.00	1	10%	\$ 656.10	Services	
1100AMTAGSM2T3	1100AMTAGSM2T3	ProCare NBD 3 YR	ProCare 3YR NBD Remote Maintenance for 616, 850, 904-916, NV 6316 6330's, 6240's, 6250's, (SBC)3430, 6310, 3448, TA908(SBC): 1hr TAC response time, access to SW upgrades/patches, NBD HW repl, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$ 567.00	1	10%	\$ 510.30	Services	
1100AMNRF1M2T3	1100AMNRF1M2T3	ProCare NBD 3 YR	ProCare 3 Year NBD Remote Maintenance for 1 Access Point for use with Elite On-Premises Perpetual License or upgrading Express Cloud from community support. Includes support and next business day advanced hardware replacement.	\$ 165.00	1	10%	\$ 148.50	Services	
1100AMNV31M4T1	1100AMNV31M4T1	ProCare NBD OST 1 YR	ProCare 1 Year NBD On-site Maintenance for NetVanta 3120, 3130, 3140 and 3148 (non-SBC): 1hr technical support response time, access to software upgrades and patches, NBD hardware repl with ProCare OST avail. Monday-Friday, 7 am-7 pm CT.	\$ 99.00	1	10%	\$ 89.10	Services	
1100AMNVRGM4T1	1100AMNVRGM4T1	ProCare NBD OST 1 YR	ProCare 1YR NBD On-site Maintenance for NetVanta 3438, 4148, 4305, 4430 WENH feature pack SW, 6355, 4668, 5660, 5644: 1hr technical support response time, access to software upgrades/patches, NBD HW repl with ProCare OST, avail Mon-Fri, 7am-7pm CT.	\$ 900.00	1	10%	\$ 810.00	Services	
1100AMNVS2M4T1	1100AMNVS2M4T1	ProCare NBD OST 1 YR	ProCare 1 Yr NBD On-site Maintenance twelve port Adtran switch, INCL: NV1531, 1531P, 1560-08x: 1 hr response time into technical support, access to SW upgrades and patches, NBD hardware replacement w/ProCare on-site representative, M-F, 7 am-7 pm CT.	\$ 86.00	1	10%	\$ 77.40	Services	
1100AMNVS3M4T1	1100AMNVS3M4T1	ProCare NBD OST 1 YR	ProCare 1YR NBD On-site Maintenance for 24 port switch: NetVanta 1234-P, 1238P, 1534-P, 1535P, 1544, 1550-24, 1550-24P, 1560-24x: 1hr technical support response time, access to SW upgrades/patches, NBD HW repl w/ProCare OST, avail Mon-Fri, 7am-7pm CT.	\$ 173.00	1	10%	\$ 155.70	Services	
1100AMSWENM4T1	1100AMSWENM4T1	ProCare NBD OST 1 YR	ProCare 1YR NBD On-site Maintenance 48 port switch: NetVanta 1238, 1238P, 1638, 1638P, 1550-48, 1550-48P, 1560-48x: 1 hr technical support response time, access to software upgrades/patches, NBD hardware repl w/ProCare OST, avail Monday-Friday, 7am-7pm CT.	\$ 383.00	1	10%	\$ 344.70	Services	
1100AMTAGM4T1	1100AMTAGM4T1	ProCare NBD OST 1 YR	ProCare 1YR NBD On-site ProCare for TA 624, 650, 924, NetVanta 633's, 6360, 6240 24 FXS, 6250's: 1 hr technical response time, access to SW upgrades/patches, NBD hardware repl w/ProCare OST, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$ 480.00	1	10%	\$ 432.00	Services	
1100AMTAGSM4T1	1100AMTAGSM4T1	ProCare NBD OST 1 YR	ProCare 1YR NBD On-site ProCare: TABD4-616, 850, 904-916, NV 6316, 6330, 6240 24 FXS, 6250's, (SBC)3430, 6310, 3448, TA908(SBC): 1hr TAC response time, access to SW upgrades/patches, NBD HW repl w/ProCare OST, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$ 350.00	1	10%	\$ 315.00	Services	

1100AMNVS3M3T1	1100AMNVS3M3T1	ProCare 7x24x4 1 YR	ProCare 1YR 7x24x4 Remote Maintenance for 24 port ADTRAN switch: NetVanta 1234-P, 1235P, 1534-P, 1535P, 1544, 1550-24P, 1560-24x; 30 min technical support response time, access to SW upgrades/patches, 4hr HW repl, avail 24 hours a day, 7 days a wk	\$ 149.00	1	10%	\$ 134.10	Services	
1100AMSVENM3T1	1100AMSVENM3T1	ProCare 7x24x4 1 YR	ProCare 1YR 7x24x4 Remote Maintenance for 48 port switch: NetVanta 1231, 1238P, 1638, 1639P, 1550-48, 1550-48P, 1560-48x; 30 min technical support response time, access to software upgrades/patches, 4hr hardware repl, avail 24 hrs a day, 7 days a wk	\$ 325.00	1	10%	\$ 296.10	Services	
1100AMTAGM3T1	1100AMTAGM3T1	ProCare 7x24x4 1 YR	ProCare 1YR 7x24x4 Remote ProCare for TA 624, 850, 924, NetVanta 630P, 6360, 6240 24 FXS, 6250; 30 min technical support response time, access to SW upgrades/patches, 4 hr HW repl, 24 hrs a day, 7 days a wk. Battery backup module not included.	\$ 360.00	1	10%	\$ 324.00	Services	
1100AMTAGM3T1	1100AMTAGM3T1	ProCare 7x24x4 1 YR	ProCare 1YR 7x24x4 Remote ProCare: TA 604-616, 850, 904-916; NV 610/630/65240, (SBC)3430/6310/3440, NV626P, TA 958e (SBC); 30min TAC response time, access to SW upgrades/patches, 4hr HW repl, 24hrs-7 days a wk. Battery backup module not included.	\$ 280.00	1	10%	\$ 252.00	Services	
1100AMN31H3T3	1100AMN31H3T3	ProCare 7x24x4 3 YR	ProCare 3 Year 7x24x4 Remote Maintenance for the NetVanta 3120, 3130, 3140 and 3146 (non-SBC); 30 min technical support response time, access to software upgrades and patches, 4hr hardware replacement, avail 24 hours a day, 7 days a week.	\$ 240.00	1	10%	\$ 216.00	Services	
1100AMNVRGM3T3	1100AMNVRGM3T3	ProCare 7x24x4 3 YR	ProCare 3YR 7x24x4 Remote Maintenance for NetVanta 3458, 4148, 4355, 4430 WENH features pack software, 6355, 6560, 5660, 644; 30 minute technical response time, access to software upgrades/patches, 4hr hardware repl, avail 24 hrs a day, 7 days a wk	\$ 1,944.00	1	10%	\$ 1,749.60	Services	
1100AMNVRSM3T3	1100AMNVRSM3T3	ProCare 7x24x4 3 YR	ProCare 3 Year 7x24x4 Remote Maintenance for the NetVanta 4148 & 590 SBC providing 30 minute response time into technical support, access to software upgrades and patches, and four hour hardware replacement, available 24 hours a day, 7 days a week.	\$ 3,245.00	1	10%	\$ 2,921.40	Services	
1100AMNVS2M3T3	1100AMNVS2M3T3	ProCare 7x24x4 3 YR	ProCare 3YR 7x24x4 Remote Maintenance for a 12 port ADTRAN switch: NetVanta 1531, 1531P, 1560-08x; 30 minute technical support response time, access to software upgrades/patches, 4hr hardware replacement, avail 24 hours a day, 7 days a wk	\$ 154.00	1	10%	\$ 138.60	Services	
1100AMNVS3M3T3	1100AMNVS3M3T3	ProCare 7x24x4 3 YR	ProCare 3YR 7x24x4 Remote Maintenance for 24 port ADTRAN switch: NetVanta 1234-P, 1235P, 1534-P, 1535P, 1544, 1550-24P, 1560-24x; 30 min technical support response time, access to SW upgrades/patches, 4hr HW repl, avail 24 hours a day, 7 days a wk	\$ 312.00	1	10%	\$ 280.80	Services	
1100AMSVENM3T3	1100AMSVENM3T3	ProCare 7x24x4 3 YR	ProCare 3YR 7x24x4 Remote Maintenance for 48 port switch: NetVanta 1231, 1238P, 1638, 1639P, 1550-48, 1550-48P, 1560-48x; 30 min technical support response time, access to software upgrades/patches, 4hr hardware repl, avail 24 hrs a day, 7 days a wk	\$ 690.00	1	10%	\$ 621.00	Services	
1100AMTAGM3T3	1100AMTAGM3T3	ProCare 7x24x4 3 YR	ProCare 3YR 7x24x4 Remote ProCare for TA 624, 850, 924, NetVanta 630P, 6360, 6240 24 FXS, 6250; 30 min technical support response time, access to SW upgrades/patches, 4 hr HW repl, 24 hrs a day, 7 days a wk. Battery backup module not included.	\$ 972.00	1	10%	\$ 874.80	Services	

1100AMTV31M5T1	1100AMTV31M5T1	ProCare 7x24x4 1 YR	ProCare 3YR 7x24x4 Remote ProCare TA 604-616, 850, 904-916, NV 6310, 6330, 6240, (SBC) 3430, 3010, 3446, NV6250s, TA 908e (SBC) 30min TAC response time, access to SW upgrades/patches, 4hr HW repl, 24hrs-7 days a wk. Battery backup module not included	\$ 756.00	1	10%	\$ 880.40	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site Maintenance for the NetVanta 3120, 3130, 3140 and 3148 (non-SBC); 30 min technical support response time, access to software upgrades and patches, 4hr hardware replacement with ProCare OST, avail 24hrs a day, 7 days a wk.	\$ 139.00	1	10%	\$ 125.10	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site Maintenance for the NetVanta 3458, 4148, 4305, 4430 w/ENH feature pack SW, 6355, 4660, 5660, 644; 30 min technical support response time, access to software upgrades/patches, 4hr HW repl w/ProCare OST, avail 24 hrs a day, 7 days a wk.	\$ 1,238.00	1	10%	\$ 1,114.20	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site for the NetVanta 4148 & 5660 SBC	\$ 2,067.00	1	10%	\$ 1,860.30	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site Maintenance: weekly port Admin switch, NCL NV 1531, 1531P, 1560-08; 30min technical support response time, access to SW upgrades and patches, 4hr hardware replacement w/ProCare on-site representative, 24 hrs 7 days wk	\$ 103.00	1	10%	\$ 92.70	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site Maintenance for 24 port switch NetVanta 1234LP, 1235P, 1534P, 1535P, 1544, 1550-24P, 1550-24V; 30min technical support response time, access to SW upgrades/patches, 4 hr HW repl w/ProCare OST, avail 24 hrs, 7 days a wk	\$ 208.00	1	10%	\$ 187.20	Services		
1100AMNV31M5T1	1100AMNV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site Maintenance for 48 port switch NetVanta 1238, 1238P, 1538, 1638P, 1550-48P, 1550-48V; 30 min technical support response time, access to SW upgrades/patches, 4hr hardware repl w/ProCare OST, 24 hrs a day-7 days a wk	\$ 460.00	1	10%	\$ 414.00	Services		
1100AMTV31M5T1	1100AMTV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site ProCare for TA 624, 650, 924, NetVanta 6330, 6360, 6240 24 FAX, 6250s; 30 min technical support response time, access to SW upgrade/patches, 4hr repl w/ProCare OST, 24hrs 7 days a wk. Battery backup module not included	\$ 634.00	1	10%	\$ 570.60	Services		
1100AMTV31M5T1	1100AMTV31M5T1	ProCare 7x24x4 1 YR	ProCare 1Yr 7x24x4 On-site ProCare TA604-616, 850, 904-916, NV6310, 6330s, 6240s, (SBC) 3430, 3010, 3446, NV6250s, TA908e (SBC) 30min TAC response, access to SW upgrade/patches, 4hr HW repl w/ProCare OST, 24hrs-7 days a wk. Battery backup module not included	\$ 446.00	1	10%	\$ 401.40	Services		
1100AMNV31M5T3	1100AMNV31M5T3	ProCare 7x24x4 1 YR	ProCare 3Yr 7x24x4 On-site Maintenance for the NetVanta 3120, 3130, 3140 and 3148 (non-SBC); 30 min technical support response time, access to software upgrades and patches, 4hr hardware replacement with ProCare OST, avail 24hrs a day, 7 days a wk	\$ 375.00	1	10%	\$ 337.50	Services		
1100AMNV31M5T3	1100AMNV31M5T3	ProCare 7x24x4 1 YR	ProCare 3Yr 7x24x4 On-site Maintenance for the NetVanta 3458, 4148, 4305, 4430 w/ENH feature pack SW, 6355, 4660, 5660, 644; 30 min technical support response time, access to software upgrade/patches, 4hr HW repl w/ProCare OST, avail 24 hrs a day, 7 days a wk	\$ 3,343.00	1	10%	\$ 3,008.70	Services		
1100AMNV31M5T3	1100AMNV31M5T3	ProCare 7x24x4 1 YR	ProCare 3Yr 7x24x4 On-site Maintenance for the NetVanta 4148 & 5660 SBC; 30 min technical response time, access to software upgrades and patches, 4hr hardware replacement with ProCare on-site representative, avail 24 hours a day, 7 days a wk	\$ 5,583.00	1	10%	\$ 5,024.70	Services		

1100AMNV52M5T3	1100AMNV52M5T3	ProCare 3Yr 7x24x4 On-site Maintenance for 24 port switch, NetVanta 1234-P, 1235P, 1534-P, 1535P, 1544, 1550-24P, 1560-24C, 30min technical support time, access to SW upgrades and patches, 4hr hardware replacement w/ProCare on-site representative, 24 hrs, 7 days a wk	\$	216.00	1	10%	\$	194.40	Services	
1100AMNV53M5T3	1100AMNV53M5T3	ProCare 3Yr 7x24x4 On-site Maintenance for 24 port switch, NetVanta 1234-P, 1235P, 1534-P, 1535P, 1544, 1550-24P, 1560-24C, 30min technical support time, access to SW upgrades and patches, 4hr HW repl w/ProCare OST, avail 24 hrs, 7 days a wk	\$	437.00	1	10%	\$	393.30	Services	
1100AMSV5W5M5T3	1100AMSV5W5M5T3	ProCare 3Yr 7x24x4 On-site Maintenance for 48 port switch, NetVanta 1238, 1239P, 1638, 1639P, 1550-48, 1560-48P, 1560-48C, 30 min technical support response time, access to SW upgrades/patches, 4hr hardware repl w/ProCare OST, 24 hrs a day-7 days a wk	\$	966.00	1	10%	\$	869.40	Services	
1100AMTAGM5T3	1100AMTAGM5T3	ProCare 3Yr 7x24x4 On-site ProCare for TA 624, 850, 924, NetVanta 6330s, 6360, 6240 24 FXS, 6250s, 30 min technical support response time, access to SW upgrades/patches, 4hr repl w/ProCare OST, 24hrs-7 days a wk. Battery backup module not included.	\$	1,712.00	1	10%	\$	1,540.80	Services	
1100AMTAGSM5T3	1100AMTAGSM5T3	ProCare 3Yr 7x24x4 On-site ProCare, TA604-616, 850, 904, 916, NV6310, 6330s, 6240s, (SBC)3430, 6310, 3 448, NV6250s, TA908s, (SBC) 30min TAC response, access to SW upgrades/patches, 4hr HW repl w/ProSov OST, 24hrs-7 days a wk. Battery backup module not included.	\$	1,204.00	1	10%	\$	1,083.60	Services	
1100AMNV31M1T1	1100AMNV31M1T1	ProCare 1 Year Basic Maintenance for the NetVanta 3120, 3130, 3140 and 3148 (non-SBC), providing 4 hour response time into technical support, access to software upgrades and patches, available Monday through Friday, 7 am until 7 pm CT	\$	30.00	1	10%	\$	27.00	Services	
1100AMNV5RGMT1	1100AMNV5RGMT1	ProCare 1 Year Basic Maintenance for the NetVanta 3458, 4148, 4305, and 4430 w/enhanced feature pack software, NetVanta 6355, 4660, 5660 and 644 4 hr technical response time, access to software upgrades and patches, avail Monday-Friday, 7 am-7 pm CT	\$	39.00	1	10%	\$	35.10	Services	
1100AMNV52M1T1	1100AMNV52M1T1	ProCare 1 Year Basic Maintenance for a twelve port ADTRAN switch, including NetVanta 1531, 1531P, 1560-06x, which provides 4hr technical support time, access to software upgrades and patches, available Monday through Friday, 7 am-7 pm CT	\$	39.00	1	10%	\$	35.10	Services	
1100AMNV53M1T1	1100AMNV53M1T1	ProCare 1YR Basic Maintenance for a 24 port ADTRAN switch, NetVanta 1234, 1234P, 1235P, 1534, 1534P, 1535P, 1544, 1550-24, 1550-24P, 1560-24C, 4hr technical support response time, access to software upgrades/patches, avail Monday-Friday, 7 am-7 pm CT	\$	\$39.00	1	10%	\$	80.10	Services	
1100AMSV5W5M1T1	1100AMSV5W5M1T1	ProCare 1YR Basic Maintenance for 48 port switch, NetVanta 1238-P, 1639-P, 1550-48, 1550-48P, 1560-48C, 4 hr technical support response time, access to software upgrades/patches, available Monday-Friday, 7 am-7 pm CT	\$	209.00	1	10%	\$	188.10	Services	
1100AMTAGM1T1	1100AMTAGM1T1	ProCare 1YR Basic ProCare for TA 624, 850, 924, NetVanta 6330s, 6360, 6240 24 FXS, 6250s, 4 hr technical support response time, access to software upgrades/patches, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$	135.00	1	10%	\$	121.50	Services	
1100AMTAGSM1T1	1100AMTAGSM1T1	ProCare 1YR Basic ProCare, NV(SBC)3140, 3430, 3440, 6240, 6250, 6310, 6330, TA 908s, SBC, 850, 904, 908, 912, 916, 904, 608, 612, 616, 4hr tech sup response time, access to SW upgrades/patches, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$	106.00	1	10%	\$	94.50	Services	

1100AMWF1M1T1	1100AMWVF1M1T1	ProCare Basic 1 YR	ProCare 1 Year Basic Maintenance for 1 twelve port ADTRAN switch, including Perpetual License or upgrading Express Cloud from community support.	\$	50.00	1	10%	\$	45.00	Services	
1100AMNV3M1T3	1100AMNV3M1T3	ProCare Basic 3 YR	ProCare 3 Year Basic Maintenance for the NetVanta 3120, 3130, 3140, and 3148 (non-SBC), providing: 4 hr response time into technical support, access to software upgrades and patches, available Monday through Friday, 7 am until 7 pm CT.	\$	80.00	1	10%	\$	72.00	Services	
1100AMNV3M1T3	1100AMNV3M1T3	ProCare Basic 3 YR	ProCare 3 Year Basic Maintenance for the NetVanta 3458, 4148, 4305, and 4430 whenanced feature pack software, NetVanta 6355, 4660, 5660 and 644 4 hr technical response time, access to software upgrades and patches, avail Monday-Friday, 7 am-7 pm CT.	\$	729.00	1	10%	\$	656.10	Services	
1100AMNV3M1T3	1100AMNV3M1T3	ProCare Basic 3 YR	ProCare 3 Year Basic Maintenance for a twelve port ADTRAN switch, including NetVanta 1531, 1531P, 1560-08x, which provides: 4hr technical support time, access to software upgrades and patches, available Monday through Friday, 7 am-7 pm CT.	\$	82.00	1	10%	\$	73.80	Services	
1100AMNV3M1T3	1100AMNV3M1T3	ProCare Basic 3 YR	ProCare 3YR Basic Maintenance for a 24 port ADTRAN switch: NetVanta 1234, 1234P, 1235P, 1534, 1534P, 1535P, 1544, 1550-24, 1550-24P, 1560-24x; 4hr technical support response time, access to software upgrades/patches, avail Monday-Friday, 7 am-7 pm CT.	\$	167.00	1	10%	\$	168.30	Services	
1100AMSWENM1T3	1100AMSWENM1T3	ProCare Basic 3 YR	ProCare 3YR Basic Maintenance for 48 port switch: NetVanta 1238-P, 1638-P, 1550-48, 1550-48P, 1560-48x; 4 hr technical support response time, access to software upgrades/patches, available Monday-Friday, 7 am-7 pm CT.	\$	439.00	1	10%	\$	395.10	Services	
1100AMTAGM1T3	1100AMTAGM1T3	ProCare Basic 3 YR	ProCare 3YR Basic ProCare for TA 624, 850, 924, NetVanta 6305s, 6360, 6240 24 FXS, 6250's; 4 hr technical support/response time, access to software upgrades/patches, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$	365.00	1	10%	\$	328.50	Services	
1100AMTAGM1T3	1100AMTAGM1T3	ProCare Basic 3 YR	ProCare 3YR Basic ProCare NV(SBC)3140, 3430, 3440, 6240, 6250, 6310, 6330, TA 9086 SBC, 850, 904, 912, 912, 604, 608, 612, 616; 4hr tech sup response time, access to SW upgrades/patches, Mon-Fri, 7am-7pm CT. Battery backup module not included.	\$	284.00	1	10%	\$	255.60	Services	
1100AMWF1M1T3	1100AMWVF1M1T3	ProCare Basic 3 YR	ProCare 3 Year Basic Maintenance for 1 Access Point for use with Elite On-Premises Perpetual License or upgrading Express Cloud from community support.	\$	135.00	1	10%	\$	121.50	Services	
1100103N3	1100ALR1760A123N	ProStart REM AFTR HRS	ProStart After Hrs. Remote (excl. Sat and Holidays)tel. support of NetVanta 1234-34P, 1235P, 1531-31P, 1534-34P, 1535P, 1550-24, 1550-24P, 1560-08x, 1560-24x Enhanced Initial (incl.VLAN, Ngnl, SNMP, ONS) incl. ProCloud install if ProCloud lic ordered.	\$	593.00	1	10%	\$	533.70	Services	
1100ALR1152N	1100ALR1152N	ProStart REM AFTR HRS	ProStart After Hours Remote (excl. Sunday & Holidays) telephone support of customer install of NetVanta 1238, 1238P, 1550-48, 1550-48P, 1560-48x, incl programming for VLAN, Ngnl, SNMP, COS. Incl ProCloud install if ProCloud services also ordered.	\$	788.00	1	10%	\$	709.20	Services	
1100ALR1760A123N	1100ALR1760A123N	ProStart REM AFTR HRS	ProStart After Hours Remote (excludes Sunday & Holidays) telephone support of customer installation of NetVanta 1760-8, 1760-12, includes programming for VLAN, Ngnl, SNMP, COS and L3 features.	\$	795.00	1	10%	\$	715.50	Services	
1100103N4	1100103N4	ProStart REM AFTR HRS	ProStart After Hours Remote (excludes Sunday & Holidays) telephone support of customer installation of NetVanta 312x, 320x, 324x Standard Initial (excludes BGP, IGMP, QOS, VPN, VRRP).	\$	593.00	1	10%	\$	533.70	Services	
1100103N5	1100103N5	ProStart REM AFTR HRS	ProStart After Hours Remote (excludes Sunday & Holidays) telephone support of customer installation of NetVanta 312x, 320x, or 34x Enhanced Initial (includes BGP, IGMP, QOS, VPN, VRRP, and HMR for approved PBXs).	\$	816.00	1	10%	\$	736.20	Services	

1600VSIPE	1600VSIPE	SIP TO TDM Training	This course is designed for those students who will be designing, implementing, and supporting Avaya IP Business Gateways (IPBG) products as a SIP to TDM gateway. The Avaya IPBG solutions as a SIP to TDM gateway. The course will show users to take advantage of SIP Trunking without replacing their legacy TDM infrastructure. The IPBG converts SIP signaling packets and RTP audio packets into analog voice for integration with existing TDM infrastructure. The course will show users to take advantage of SIP Trunking for integration with existing TDM based PBXs or Channel Banks. The existing CPE does not need to be reconfigured, the IPBG simply emulates TDM by providing binary and digital signaling. The course will show users to take advantage of SIP Trunking for integration with existing TDM based PBXs or Channel Banks. The application is a virtual machine for users been on transitioning entirely to VoIP as it provides a stepping stone to migrate individual TDM components to either IP Phones for Hosted Voice or to SIP IP PBX. This course will include interactive lecture as well as lab exercises. Integrated lab exercises are designed to reinforce the class content with installation, configuration and troubleshooting procedures associated with the Avaya IP Business Gateway products. You will have access to Avaya equipment via the Internet through our virtual lab environment. This course includes a hands-on enrollment in a SIP to TDM Institute-led training event.	\$ 1,200.00	1		\$ 1,080.00	Services		
1600CUSTOMC	1600CUSTOMC	Custom IBM Product Training	Avaya training courses can be customized to meet your specific needs. We can incorporate your products and services into the course. The course can be delivered at your site or at an Avaya training facility. Prices include course fees, travel (continental US, if applicable), equipment, and training materials for up to 12 students. To register or for more information, call 866-Avaya or visit www.avayatraining.com. 3 Day course at the customer location on the 1560 Switch product line. Provides an ADP/AVM/AN course of customer site. Price includes course fees, travel (continental US), equipment, and training materials for up to 12 students. To register or for more information please call 866-Avaya or visit www.avayatraining.com.	\$ 3,300.00	1		\$ 2,970.00	Services		
1600NETVGC	1600NETVGC	NETVANTA 1560 COURSE		\$ 7,900.00	1		\$ 6,300.00	Services		
1600VBSWLC	1600VBSWLC	Bluesocket Course		\$ 12,000.00	1		\$ 10,800.00	Services		
1600VESBCC	1600VESBCC	ESBC Course	This course is designed for those students who will be using Avaya NetVanta Routers or IP Business Gateways (IPBG) to provide VoIP SIP Trunking applications. SIP Trunking means there is an Internet Telephone Service Provider (ITSP) delivering SIP Service to a customer site to which the SIP Trunking is being implemented. These Service Providers often require a demonstration point between their SIP implementation and the customer's implementation of SIP which is where an Enterprise Session Border Controller (ESBC) is needed. The ESBC provides the SIP Trunking interface to the SIP Trunking RTP Anchoring and Trunking interface. This course will include interactive lecture as well as lab exercises. Integrated lab exercises are designed to reinforce the class content with installation, configuration and troubleshooting procedures associated with the Avaya NetVanta Routers and ESBC products. This part number provides 3 days of training at customer site for up to 12 students.	\$ 9,900.00	1		\$ 8,100.00	Services		
1600VHOSTC	1600VHOSTC	HOSTED VOIP Course	This course is designed for those students who will be designing, implementing, and supporting applications using Avaya IP Business Gateway (IPBG) products as a hosted VoIP solution. The course will show users to take advantage of SIP as a hosted VoIP solution. The course will show users to take advantage of SIP as a hosted VoIP solution. The course will show users to take advantage of SIP as a hosted VoIP solution. The course will show users to take advantage of SIP as a hosted VoIP solution. This course will include interactive lecture as well as lab exercises. Integrated lab exercises are designed to reinforce the class content with installation, configuration and troubleshooting procedures associated with the Avaya IP Business Gateway products. You will have access to Avaya equipment via the Internet through our virtual lab environment. This course includes a hands-on enrollment in a SIP to TDM Institute-led training event.	\$ 9,900.00	1		\$ 8,100.00	Services		

These Adtran Resellers are authorized to fulfill orders under the ALJP 2026 contract.

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