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We have prepared a quote for you

Hopkins County E-Rate 2026

Quote # 017439
Version 1

Prepared for:

Hopkins County Schools - KY

Prepared by:

PCS Kentucky

Hopkins County E-Rate 2026

Quote Information:

Quote #: 017439

Version: 1

Delivery Date: 10/29/2025

Expiration Date: 01/12/2026

Prepared for:

Hopkins County Schools - KY

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Option #1 - EX4000 Switches

Line #	Part #	Product Description	Price	Qty	Ext. Price
Core switch					
1	EX4650-48Y-AFO	EX4650 48x25G+8x100G 1U AC port side intake and PSU side exhaust	\$8,257.50	1	\$8,257.50
2	S-EX-S-C3-5M146C-E	EX4650 5-year subscription: Wired Assurance and Core support	\$851.00	1	\$851.00
3	EX4650-PFL	EX4650 Premium software license (includes BGP, EVPN, VXLAN)	\$1,027.95	1	\$1,027.95
Wireless					
4	B-AP36-1S-5Y-E	AP36 bundle, 5-year subscription: WiFi Assurance	\$501.60	642	\$322,027.20
5	B-AP47D-1S-5Y-E	AP47D bundle, 5-year subscription: WiFi Assurance	\$765.60	24	\$18,374.40
Access switches					
6	EX4000-48MP	EX4000 48-Port Multi-Gig switch with 8x 100M/1G/2.5GBaseT, 40x 10/100/1000BaseT, PoE++, 4x 1G/10G SFP/SFP+(optics sold separately) with Standard SW	\$1,973.75	182	\$359,222.50
7	S-EX-S-C3-5M1-C-E	48-port switch 5-year subscription: Wired Assurance and Core support	\$488.40	182	\$88,888.80
Cables and optics					
8	SFPP-10G-LR-C	Juniper SMF 10km	\$42.02	22	\$924.44
9	SFPP-10G-SR-C	Juniper MMF 300m (OM3)	\$30.14	46	\$1,386.44
10	EX-SFP-10GE-DAC-3M	10G DAC cable, 3 meter	\$30.80	33	\$1,016.40

Option #1 - EX4000 Switches

Line #	Part #	Product Description	Price	Qty	Ext. Price
11	EX-SFP-10GE-DAC-1M	10G DAC cable, 1 meter	\$26.40	143	\$3,775.20
12	QSFP-40G-LR4-C	QSFP+, 40G, SMF 10km, Standard Temperature (0 through 70 DegC), Duplex LC connector	\$453.20	1	\$453.20
Subtotal:					\$806,205.03

Option #2 - EX4100 Switches (multi-rate)

Line #	Part #	Product Description	Price	Qty	Ext. Price
Core switch					
13	EX4650-48Y-AFO	EX4650 48x25G+8x100G 1U AC port side intake and PSU side exhaust	\$8,257.50	1	\$8,257.50
14	S-EX-S-C3-5M146C-E	EX4650 5-year subscription: Wired Assurance and Core support	\$851.00	1	\$851.00
15	EX4650-PFL	EX4650 Premium software license (includes BGP, EVPN, VXLAN)	\$1,027.95	1	\$1,027.95
Wireless					
16	B-AP36-1S-5Y-E	AP36 bundle, 5-year subscription: WiFi Assurance	\$501.60	642	\$322,027.20
17	B-AP47D-1S-5Y-E	AP47D bundle, 5-year subscription: WiFi Assurance	\$765.60	24	\$18,374.40
Access switches					
18	EX4100-48MP	EX4100 48-Port Multi-Gig with 32 x 1G, 16 x 1G/2.5G PoE++, 4x 10G SFP+ Uplink ports, 4x 25G SFP28 Stacking/Uplink ports, redundant fans, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately) with Standard SW. TAA Compliant.	\$3,405.00	182	\$619,710.00
19	S-EX-S-C3-5M1-C-E	48-port switch 5-year subscription: Wired Assurance and Core support	\$488.40	182	\$88,888.80
Cables and optics					
20	SFPP-10G-LR-C	Juniper SMF 10km	\$42.02	22	\$924.44
21	SFPP-10G-SR-C	Juniper MMF 300m (OM3)	\$30.14	46	\$1,386.44
22	EX-SFP-10GE-DAC-3M	10G DAC cable, 3 meter	\$30.80	33	\$1,016.40

Option #2 - EX4100 Switches (multi-rate)

Line #	Part #	Product Description	Price	Qty	Ext. Price
23	EX-SFP-10GE-DAC-1M	10G DAC cable, 1 meter	\$26.40	143	\$3,775.20
24	QSFP-40G-LR4-C	QSFP+, 40G, SMF 10km, Standard Temperature (0 through 70 DegC), Duplex LC connector	\$453.20	1	\$453.20
					Subtotal: \$1,066,692.53

Option #3 - EX4100 Switches (mixed)

Line #	Part #	Product Description	Price	Qty	Ext. Price
Core switch					
25	EX4650-48Y-AFO	EX4650 48x25G+8x100G 1U AC port side intake and PSU side exhaust	\$8,257.50	1	\$8,257.50
26	S-EX-S-C3-5M146C-E	EX4650 5-year subscription: Wired Assurance and Core support	\$851.00	1	\$851.00
27	EX4650-PFL	EX4650 Premium software license (includes BGP, EVPN, VXLAN)	\$1,027.95	1	\$1,027.95
Wireless					
28	B-AP36-1S-5Y-E	AP36 bundle, 5-year subscription: WiFi Assurance	\$501.60	642	\$322,027.20
29	B-AP47D-1S-5Y-E	AP47D bundle, 5-year subscription: WiFi Assurance	\$765.60	24	\$18,374.40
Access switches					
30	EX4100-48MP	EX4100 48-Port Multi-Gig with 32 x 1G, 16 x 1G/2.5G PoE++, 4x 10G SFP+ Uplink ports, 4x 25G SFP28 Stacking/Uplink ports, redundant fans, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately) with Standard SW. TAA Compliant.	\$3,405.00	92	\$313,260.00
31	EX4100-48P	EX4100 48-Port 10/100/1000BaseT PoE+, 4x 10G SFP+ Uplink ports, 4x 25G SFP28 Stacking/Uplink ports, redundant fans, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately) with Standard SW. TAA Compliant.	\$2,661.25	90	\$239,512.50
32	S-EX-S-C3-5M1-C-E	48-port switch 5-year subscription: Wired Assurance and Core support	\$488.40	182	\$88,888.80
Cables and optics					
33	SFPP-10G-LR-C	Juniper SMF 10km	\$42.02	22	\$924.44

Option #3 - EX4100 Switches (mixed)

Line #	Part #	Product Description	Price	Qty	Ext. Price
34	SFPP-10G-SR-C	Juniper MMF 300m (OM3)	\$30.14	46	\$1,386.44
35	EX-SFP-10GE-DAC-3M	10G DAC cable, 3 meter	\$30.80	33	\$1,016.40
36	EX-SFP-10GE-DAC-1M	10G DAC cable, 1 meter	\$26.40	143	\$3,775.20
37	QSFP-40G-LR4-C	QSFP+, 40G, SMF 10km, Standard Temperature (0 through 70 DegC), Duplex LC connector	\$453.20	1	\$453.20
Subtotal:					\$999,755.03

Installation

Line #	Part #	Product Description	Price	Qty	Ext. Price
38	Install-wired	Turn-key installation and configuration of switches	\$14,602.50	1	\$14,602.50
39	Install-wireless	Turn-key installation and configuration of access points	\$32,967.00	1	\$32,967.00
Subtotal:					\$47,569.50

Optional

Line #	Part #	Product Description	Price	Qty	Ext. Price
Wired Assurance w/ Marvis					
40	S-EX-S-C3-5M2-C-E	48-port switch 5-year subscription: Wired Assurance and Core support	\$636.40	182	\$115,824.80
41	S-EX-S-C3-5M246C-E	EX4650 5-year subscription: Wired Assurance and Core support	\$999.00	1	\$999.00
Outdoor AP's					
42	B-AP64-1S-5Y-E	AP64 bundle, 5-year subscription: WiFi Assurance	\$611.60	1	\$611.60
AP37 (with BLE)					
43	B-AP37-1S-5Y-E	AP37 bundle, 5-year subscription: WiFi Assurance	\$567.60	642	\$364,399.20
Wireless w/ Marvis					
44	B-AP36-2S-5Y-E	AP36 bundle, 5-year subscription: WiFi Assurance	\$596.20	642	\$382,760.40
45	B-AP37-2S-5Y-E	AP37 bundle, 5-year subscription: WiFi Assurance	\$662.20	642	\$425,132.40
46	B-AP47D-2S-5Y-E	AP47D bundle, 5-year subscription: WiFi Assurance	\$860.20	24	\$20,644.80
47	B-AP64-2S-5Y-E	AP64 bundle, 5-year 2 subscriptions: WiFi Assurance and VNA	\$700.70	1	\$700.70

Full AI w/ MIBS

Line #	Part #	Product Description	Price	Qty	Ext. Price
Setup					
48	Services	One-time setup and configuration	\$5,000.00	1	\$5,000.00
Wired					
49	S-EX-S-C3-5M2-C-E	48-port switch 5-year subscription: Wired Assurance, Marvis AI, and Core support	\$636.40	182	\$115,824.80
24% Ineligible Cost: \$27,797.96 (requires MIBS)					
50	S-EX-S-C3-5M246C-E	EX4650 5-year subscription: Wired Assurance and Core support	\$999.00	1	\$999.00
15% Ineligible Cost: \$149.85 (requires MIBS)					
Wireless					
51	B-AP36-2S-5Y-E	AP36 bundle, 5-year subscription: WiFi Assurance	\$596.20	642	\$382,760.40
2S bundle, 14% ineligible cost of: \$48,714.96 (under MIBS)					
52	B-AP37-2S-5Y-E	AP37 bundle, 5-year subscription: WiFi Assurance	\$662.20	642	\$425,132.40
2S bundle, 14% ineligible cost of: \$59,518.54 (under MIBS)					
53	B-AP37-AI-5Y-E	AP37 bundle, 5-year subscription for all services.	\$730.40	642	\$468,916.80
22% Ineligible Cost: \$103,161.70 (requires MIBS)					
Breakdown and Explanation					

Full AI w/ MIBS

Line #	Part #	Product Description	Price	Qty	Ext. Price
<p>There are a couple of scenarios for MIBS:</p> <p>1) Marvis AI + Wired and Wireless Assurance for switches and AP's,</p> <p>2) Full AI for switches and AP's</p> <p>Under scenario #1, the total MIBS amount would be:</p> <ul style="list-style-type: none"> If selecting the AP36 2S bundle: \$81,662.77 If selecting the AP37 2S bundle: \$92,466.35 <p>Under scenario #2, the total MIBS amount would be:</p> <ul style="list-style-type: none"> If selecting the AP37 AI bundle: \$136,109.51 <p>The cost breakdown for wired and then wireless add-ons eligible for MIBS is below:</p> <p>\$5,000 Configuration</p> <p>\$27,947.81 Switches</p> <p>\$103,161.70 AP37 AI</p> <p>\$59,518.54 AP 37 2S</p> <p>\$48,714.96 AP36 2S</p>					

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

PCS Kentucky

Hopkins County Schools - KY

Signature: _____

Name: Caleb Reinhardt

Title: _____

Date: 10/29/2025

Signature: _____

Name: Drew Taylor

Date: _____