



**RFQ# 33104-00116 Cost Proposal**

State of Tennessee  
Tennessee Education Broadband Consortium E-Rate Goods and Services

**Ruckus Wireless**

<b>MATERIAL / EQUIPMENT DESCRIPTION</b>	<b>MANF. PART #</b>	<b>QUANTITY</b>	<b>UNIT PRICE</b>
<b>Controllers</b>			
ZoneDirector 1200, licensed for up to 5 ZoneFlex Access Points. ZD1200 can be upgraded to support up to 75 APs with AP license upgrades.	901-1205-UN00	1 ea	\$548.00
ZoneDirector 3000, licensed for up to 25 ZoneFlex Access Points. ZD3000 can be upgraded to support up to 500 APs with AP license upgrades.	901-3025-UN00	1 ea	\$3,000.00
ZoneDirector 3000, licensed for up to 50 ZoneFlex Access Points. ZD3000 can be upgraded to support up to 500 APs with AP license upgrades.	901-3050-UN00	1 ea	\$4,500.00
ZoneDirector 5000, licensed for up to 100 ZoneFlex Access Points, with dual DC Power Supplies, Fans, Rack Rail Mount Kit. ZD5000 can be upgraded to support up to 1000 APs with AP license upgrades.	901-5100-UN00	1 ea	\$17,500.00
<b>SmartZone Controllers</b>			
SmartZone 100 with 4 GigE ports, 90-day temporary access to licenses.	P01-S104-UN00	1 ea	\$3,212.00
SmartZone 100 with 2x10GigE and 4 GigE ports, 90-day temporary access to licenses.	P01-S124-UN00	1 ea	\$6,425.00
<b>Virtual SmartZone Gateway</b>			
Virtual SmartZone 3.0 or newer software virtual appliance, 1 Instance, includes 1 AP license	L09-VSCG-WW00	1	\$924.00

**PRICING**

<b>Materials/Equipment</b>	TBD
<b>Services and Support</b>	\$0.00
<b>GRAND TOTAL</b>	<b>TBD</b>

**Pricing Notes:**

- Payment is due Net-30 upon receipt of invoice.
- SmartWave will retain ownership of the equipment until payment is made in full.