

FY21 E-rate response
Lincolnwood SD #74

1/18/2021

Statement of Work
Community System
Lincolnwood SD #74



January 18, 2021

Mr. Chris Edman
Director of Technology
Lincolnwood SD #74
6950 N East Prairie Rd.
Lincolnwood, IL 60712

Dear Mr. Edman,

Heartland Business Systems appreciate this opportunity to respond to Lincolnwood SD #74 E-rate 470 response for Internal Connections. We understand your desire to partner with a vendor that has a successful track record supporting K-12 school districts.

We are excited by the prospect of earning the bid for new access points and switches. Thank you for your consideration of our proposal.

Cordially,

Al Lainio
Sr. Education Technology Consultant

Heartland Business Systems
5400 Patton Drive
Lisle, IL 60532
Phone 630-390-3000
alainio@hbs.net

SPIN # 143010763

Internal Connections Response

Description	SKU	QTY	Discount Unit Price	Final Price
Meraki MR52 access points				
Cisco Meraki MR46 access points – 802.11a/b/g/n/ac/ax	MR46-HW	34	\$629.50	\$21,403
Meraki MR Enterprise Cloud Controller License, 5 Years	LIC-ENT-5YR	34	\$193	\$6,562
Cisco 9200L switches				
Cisco 9200L 48port, 12x mGig, 36x POE+, 4x 10GB uplinks	C9200L-48PXG4X-EDU	2	\$4,509.51	\$9,019.02
9200L network essential licenses	C9200L-NW-E-48-EDU	2	\$449.65	\$899.30
Cisco power supply – 1000W	PWR-C5-1KWAC/2	2	\$1,368.27	\$2,736.54
Cisco Stack Kit	C9200L-STACK-KIT	2	\$570.11	\$1,140.22
			TOTAL	\$41,760.08