



Juniper Renewal

PROPOSAL PREPARED FOR
East Aurora School District 131



Executive Summary

December 16, 2025

RE: Qubit Networks' Response to East Aurora School District 131.

On behalf of Qubit Networks, and Juniper, it is our pleasure to present the enclosed response to East Aurora School District 131's E-Rate 470 for HPE Juniper Support/Subscription.

Qubit Networks is a Juniper Select Partner with 3 Juniper Wireless Certified Engineers located in La Porte, Indiana. For over 30 years we have been passionately serving our customer's ever-changing networking needs. Well versed in the Erate process, our SPIN number is 143037454. We have chosen to partner with Juniper primarily because of their company values, customer service, innovation, and financial value most closely align with ours.

Thank you for the opportunity to submit this proposal.

Sincerely-

Ryan G. Seaburg, CEO



References

K12:

Consolidated High School District 230

John Connolly (CTO)

708-745-5253

jconnolly@d230.org

Case Study:<https://www.juniper.net/us/en/customers/consolidated-high-school-district-230-case-study.html>

Niles Township High School D219

Michael Utter (Telecom Tech)

847-626-3914

mikutt@d219.org

Arlington Heights School District 25

Brad Katz (Network Specialist)

847-758-3016

bkatz@sd25.org

<https://www.juniper.net/us/en/company/case-studies-customer-success/illinois-wesleyan-university/>



Gartner Information

2022 Gartner Magic Quadrant for Wired and Wireless LAN Access Infrastructure

Juniper Networks is a TOP SCORE Leader for furthest in Completeness of Vision and highest in Ability to Execute across all vendors.



Juniper Networks was recognized as a [Gartner Peer Insights™ Customers' Choice Vendor for Wired and Wireless LAN Access Infrastructure](#), Juniper based on a high satisfaction rate of 4.8/5.0 across all end-user reviews. Juniper received the highest rating in this market.



Qubit Networks Profile

Year Established: 1986

Annual Sales: Over \$12 million

Number of Employees: 12

Number of Offices: 1 (LaPorte, IN)

Primary Product Partnerships:

- Juniper/Mist (Select Reseller)
- Extreme Networks (Black Diamond Reseller)
- Check Point Software
- Fortinet
- Lenovo

High Profile Customers:

- Indiana Toll Road
- Consolidated High School District 230
- East Aurora School District 131
- Culver Academies
- Graham Health System
- University of St. Francis
- City of Champaign
- Strata Decision Technology
- City of Elgin

SPIN Number: 143037454

Invoicing via USAC Yes

BEAR Method:

Invoicing via USAC SPI Yes

Discounting Method:

What Juniper Brings to K-12 That Competition Claims But Can't

Juniper Benefits	What Juniper Brings to K-12	Real K-12 Customer Results
Best Operational Experience 	Simplest Ongoing Operations <ul style="list-style-type: none"> • Become proactive with the user experience monitoring in Marvis Actions • Enable a first-line helpdesk to support the network • Eliminate site visits with Dynamic PCAP • Reduce wired provisioning burden with dynamic port configuration • Improve student safety with integrated location services • Realize cloud driven bi-weekly updates for wired, wireless, and SD-WAN with no downtime 	<p><i>"...finally, we can measure student experience on the network, wired and wireless. We became proactive to our users. First line helpdesk solves a lot of problems themselves."</i></p> <p><i>"Spend 1-2 fewer days per week visiting schools to troubleshoot the network."</i></p> <p><i>"IT managers at school sites now have more time to focus on educational technology to foster learning, instead of troubleshooting infrastructure"</i></p>
Fewest Tickets 	Self-Driving Network Reduces Tickets <ul style="list-style-type: none"> • Deliver the best RF network for K-12 with AI-Driven Radio Resource Management (RRM) • Fix problems with self-healing network without IT intervention • Receive fewer trouble tickets • Resolve issues faster when problems occur 	<p><i>">50% reduction in user opened support tickets"</i></p> <p><i>"...zero tickets during assessment testing season. I mean ZERO"</i></p> <p><i>"...with Juniper, we have yet to manually set a channel or power on an AP. It actually works"</i></p> <p><i>"40% reduction in troubleshooting time."</i></p>
Fastest Rollout 	Automated, No Mistakes <ul style="list-style-type: none"> • Zero Touch Provisioning for wired, wireless, and SD-WAN in one cloud • APs compatible with Cisco brackets • Complete templatization (no CLI needed) for wired, wireless, SD-WAN • Fewer templates with more flexibility • Automated IoT onboarding 	<p><i>"...fully automated deployments for wired and wireless"</i></p> <p><i>"5,400 access points installed and running across 103+ schools and administrative locations in less than 10 weeks"</i></p> <p><i>"920 secure personal networks created for teachers' classrooms in 15 minutes"</i></p> <p><i>"AI-driven operations allowed IT team to install 35 to 40 APs in five hours"</i></p> <p><i>"< 4 hours to setup and install 45 access points"</i></p>



Conclusion

Thank you for your consideration of Juniper Networks. We leave you with the **Top 10 reasons why school districts should choose Juniper Networks:**

1. **Maximizes learning outcomes through great user experiences:** The first and only solution that measures the experience of every student and educator, every minute to make it better for all.
2. **Future-proofs your district with a modern network architecture:** The only solution providing bi-weekly feature updates—with no downtime or the complexities of upgrading controllers or access points in controller-based architectures.
3. **Adds bench strength to IT team:** Let Marvis™ Virtual Network Assistant do the heavy work of locating and troubleshooting problems quickly so IT can solve issues fast and stay ahead of trouble.
4. **Stops chasing IT ghosts:** Juniper's patented, dynamic packet capture technology captures packets automatically when an issue occurs. No more wasted time in truck rolls or trying after the fact to recreate the same network trouble.
5. **Keeps learning going with the only AI-Driven network management:** Juniper provides powerful AI-Driven network tools that deliver end-to-end insights for monitoring, troubleshooting, and streamlining operations and support.
6. **Set up personal Wi-Fi space for educators and learners:** Give educators control of their classrooms with per-user, pre-shared keys. You can enable security at scale, while using the same SSID to establish Wi-Fi bubbles for classrooms, users, or IOT devices.
7. **The network takes care of itself:** Automated radio management and AI-driven, self-healing help maintain a great user experience, reducing the number of support help tickets typically associated with legacy school networks.
8. **Speeds error-free network provisioning:** Using 100% API-driven automation, all devices and connected clients are automatically detected and configured for faster processes, minimizing errors.
9. **Enhances digital experiences with location-based services:** Location-based services can be turned on with optional software subscriptions through the integrated, patented Bluetooth antenna arrays in Juniper access points to avoid battery-operated beacons.
10. **Lowest TCO:** Unlike traditional, controller-based architectures, K-12 districts with Juniper realize faster network deployments, fewer trouble tickets, faster mean time to repair, and easier, more cost-efficient operations.



Scope of Work

About Us

Qubit Quote# 1156 reflects a Juniper Support Renewal for Support/Subscription Licensing. The Quote is for 1 Year of Support/Subscription for Wireless and 3 Years of Support/Subscription for Switching. All items are 100% Erate Eligible.

Products

Qty	Manufacturer Name	Part #	Product Description	Unit Price	Ext. Price
1	Juniper Networks	Juniper/Mist	Juniper/Mist Renewal for the Assets listed on Quote #1156.	\$219,572.29	\$219,572.29
Subtotal:					\$219,572.29



Juniper Renewal



Prepared by:
Qubit Networks
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Prepared for:
East Aurora School District 131
411 Hill Avenue
Aurora, IL 60505
Paula Cardona
(630) 299-5550
CIO-pcardona@d131.org

Quote Information:
Quote #: 001156

Version: 1
Delivery Date: 12/16/2025
Expiration Date: 10/01/2026

Quote Summary

Description	Amount
Products	\$219,572.29
Total:	\$219,572.29

Taxes, shipping, handling and other fees may apply at time of invoicing. We reserve the right to cancel orders arising from pricing or other errors, including any changes in pricing arising from tariffs.

*Note: Anything (verbal or written) expressed or implied elsewhere, which is contrary to this proposal shall be null and void.

Qubit Networks

Signature:

Name:

Greg Gigiel

Title:

Chief Operating Officer (COO)

Date:

12/16/2025

East Aurora School District 131

Signature:

Name:

Paula Cardona

Date:



General Terms and Conditions

By signing and executing this Order Form, Qubit Networks, LLC ("Qubit") and the party named in such Order Form ("Customer") agree, acknowledge, accept, and certify to the following:

- (a) All purchases of Systems, Equipment and/or Services (as defined in the Terms and Conditions) under each Purchase Document between Qubit and Customer are and shall be subject to the general terms and conditions posted on Qubit's website at www.qubitnet.com ("[Terms and Conditions](#)"), which are incorporated herein and may be changed or amended from time to time by Qubit on Qubit's website; and
- (b) Customer certifies, acknowledges, and agrees that Customer has read, understands, and agrees to the provisions of this Order Form and to the Terms and Conditions, and Customer understands and confirms that it has accessed or can obtain access to the Terms and Conditions on Qubit's website, and may obtain and retain a copy of such Terms and Conditions from Qubit's website; and
- (c) Customer certifies, acknowledges, and agrees that the Terms and Conditions are subject to change from time to time, and that the Terms and Conditions in effect at the time of Customer's acceptance of a Purchase Document shall be those Terms and Conditions set forth on Qubit's website at the time of Customer's acceptance of the applicable Purchase Document; and
- (d) Customer agrees and acknowledges that Qubit does not provide price protection, and the costs, prices, fees, and expenses in the Order Form and Purchase Documents have been calculated based on the current prices and availability for labor, components, products, equipment, and general component IT materials. In the event of tariffs, material shortages, product availability, labor unavailability, or any other event beyond Qubit's control that cause an increase in the price of service delivery under this Agreement, Qubit shall propose to the Customer an equitable price adjustment at least thirty (30) days prior to the proposed effective date. The equitable price adjustment shall become effective if agreed to in writing by the Customer prior to the effective date of the equitable price adjustment.
- (e) In the event of a conflict between or among (i) the provisions of this Order Form and/or the Terms and Conditions and (ii) any specific provisions set forth in a current, valid existing written agreement executed by and between Qubit and Customer (an "Existing Agreement" herein), the provisions of such Existing Agreement will control and take precedence over the specific conflicting terms of this Order Form and/or the Terms and Conditions solely to the extent they are inconsistent herewith and therewith. In all other cases and for all other non-conflicting provisions, the Terms and Conditions of the Order Form and Terms and Conditions hereof will prevail and control between Qubit and Customer.

Part Number	Description	Start Date	End Date	Quantity	Price	Extended Price
SUB-EX48-2S-3Y-COR	3 Year Wired Assurance and Virtual Network Assistant (VNA) Subscription for EX48 port switches including JTAC Support; Juniper CareCore Support for EX2300, EX4100-F, EX3400, EX4100, EX4300, EX4400 24 ports switches. Term: 36 Months	10/1/2026	9/30/2029	1	\$526.40	\$526.40
SUB-EX24-2S-3Y-COR	3 Year Wired Assurance and Virtual Network Assistant (VNA) Subscription for EX24 port switches including JTAC Support; Juniper CareCore Support for EX2300, EX4100-F, EX3400, EX4100, EX4300, EX4400 24 ports switches. Term: 36 Months	10/1/2026	9/30/2029	3	\$364.25	\$1,092.75
S-EX-S-C1-3M2-C-E	Erate bundle, SW EX Standard, Class 1 (12 ports), Includes Wired Assurance and VNA subscription for EX12 Port Switches with SVC CORE support, 3 YEAR Term: 36 Months	10/1/2026	9/30/2029	1	\$239.70	\$239.70
S-EX-S-C2-3M2-C-E	Erate bundle, SW EX Standard, Class 2 (24 ports), Includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 3 YEAR Term: 36 Months	10/1/2026	9/30/2029	12	\$364.25	\$4,371.00
S-EX-S-C3-3M2-C-E	Erate bundle, SW EX Standard, Class 3 (32 or 48ports), Includes Wired Assurance and VNA subscription for EX32 or EX48 Port Switches with SVC CORE support, 3 YEAR Term: 36 Months	10/1/2026	9/30/2029	112	\$526.40	\$58,956.80
SUB-2S-1Y-E	ERATE, 1 YEAR, 2 MIST SUBSCRIPTION	10/1/2026	9/30/2027	1058	\$145.70	\$154,150.60
SUB-EX24-2S-3Y-COR	3 Year Wired Assurance and Virtual Network Assistant (VNA) Subscription for EX24 port switches including JTAC Support; Juniper CareCore Support for EX2300, EX4100-F, EX3400, EX4100, EX4300, EX4400 24 ports switches.	10/24/2027	9/30/2029	1	\$235.04	\$235.04

\$219,572.29