



YOUNGSTOWN
STATE
UNIVERSITY

Template for Strategic Investment Funding Proposals, FY 2018

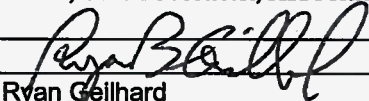
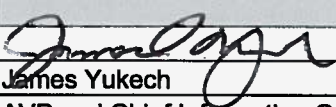

Proposals must be submitted to the YSU Budget Office, no later than February 1, 2018

Section I: Proposal name and contact information

Title / name of proposal:	Williamson Hall Network Refresh
Contact person name and title:	Ryan Geilhard, Director - IT Infrastructure Services
E-mail address:	rbgeilhard@ysu.edu
Phone number:	(330) 941-2105

Section II: Approvals of the appropriate College Dean and/or Division Officer

To certify that the proposal is aligned with the strategic objectives of the department, college or division, signature approvals are required by the appropriate Department Chair or Director, College Dean, and/or area division officer, i.e., Provost, Vice President, Associate VP.

Signature of Dept. Chair or Director	
Name (printed/typed):	Ryan Geilhard
Title:	Director, IT Infrastructure Services
Date:	1/25/2018
Signature of Dean (if applicable):	
Name (printed/typed):	James Yukech
Title:	AVP and Chief Information Officer (CIO)
Date:	1/25/2018
Signature of Division Officer:	
Name (printed/typed):	Neal McNally
Title:	VP, Finance and Business Operations
Date:	01/25/2018

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VP Finance & Business Ops.



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Section II: Description of the proposal and its alignment with the YSU 2020 Strategic Plan

Please summarize the proposal and specify how it aligns with the YSU 2020 Strategic Plan.

This initiative aligned tightly with the sustainability cornerstone of the YSU 2020 Strategic Plan.

This entry proposes support of a network upgrade for the Williamson College of Business Administration. The networking components in the building have been in place for nearly nine years since the building construction was finalized in 2010. Williamson Hall is unique in that not only students, and faculty use it for academic space, but it includes ancillary areas such as the Launch Lab, the Small Business Development Center, the conference spaces on the third floor, and is our "mirrored" data center to the data center in the ITS office in Meshel Hall. This places a greater reliance on technology than most other buildings. We have placed priority on replacing networking components in buildings based on three criteria: (1) age of equipment; (2) reported issues to the ITS/Tech Desk; and (3) user demand/volume. Buildings were ranked by these metrics and a refresh schedule was developed. However, a recent event described below in Section VII highlights the urgency to upgrade Williamson Hall ASAP.

Section III: Shared governance and stakeholder engagement

Was the proposal developed collaboratively and with input from all stakeholders? Please describe the process used to develop your proposal.

All network infrastructure refresh projects have been reviewed and approved in multiple IT Governance committees including the Technical Advisory Committee (TAC) and the Information Technology Steering Committee (ITSC).



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Section IV: Return on Investment

If applicable, describe how the proposal may generate new revenue to support related expenses or other strategic initiatives. If there are benefits other than revenue-generation, whether tangible or otherwise, you may also describe those.

No specific ROI. The network refresh efforts are sustainability projects to replace critical IT Infrastructure that hasn't been replaced in 10-20 years.

Section V: Proposed funding amount requested (NOTE: Available strategic investment funds are one-time dollars left over from the prior fiscal year. Consequently, proposals requiring multi-year funding will require additional consideration.)

Single year funding request:	\$ 185,000.00		
Multi-year funding request (if applicable):	\$	No. of years:	

Section VI: Space utilization and/or modification

If applicable, describe any special and/or additional building or space requirements that would be needed to pursue your proposal.

N/A



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Section VII: Personnel costs / additions

If applicable, explain any additional costs associated with the need to add staffing and/or faculty resources required to pursue your proposal.

No additional staff required. Like most network refresh projects on campus, this will be performed by the Network Engineer and the Network Technicians in ITS.

Section VIII: Enterprise risk management

If applicable, describe the risk mitigated by your proposal, or the risk elevated if your proposal is not funded.

Last year, Williamson Hall was scheduled for 2019 and all 2018 funds were expended on networking components of buildings earlier on the schedule. Since this time, the power outage affected parts of campus on January 17, 2018 caused a significant amount of damage to the older networking equipment. Therefore, we sustained a network outage throughout half of the building which was very impactful to faculty and staff. ITS responded as quickly as possible to restore all network connections, but without new equipment, had to do so in a "temporary work-around" fashion, while we await 2019 funds to do it properly. This special funding will allow us to order the networking components and implement immediately. Please see attached quote for major components (ancillary equipment such as cables ordered separately). If this funding is not approved, and we have a failure similar to last week, we would experience another period of extended downtime for students and faculty in the business college, and would need to identify emergency funds for the purchase. ITS would prefer to perform this upgrade in a proactive and well-planned scenario. Thank you for your consideration.

YSU Building 64 Budgetary

Prepared By Logicalis for:
Youngstown State University

*To the attention of :
Mike Caldwell
Youngstown State University
438 Michel Hall
Youngstown, Ohio 44555
Tel: (330) 491-4747
Email: mcaldwell@ysu.edu*

January 24, 2018

Executive Summary

Logicalis is providing Cisco Systems technology at a price that is certified to be less than the Ohio State term discount of 32% off list which is below pricing given to supplier's most favored customer's or other government agencies Ohio State Term Schedule - Cisco/Logicalis 533110-3-88

Pricing Summary

The following is a price summary of Logicalis' proposed solution.

Price Summary	Amount
Hardware	\$176,679.10
Hardware Maintenance	\$2,319.78
Grand Total	\$178,998.88

If you're interested in leasing the equipment contained in this Quotation, Logicalis estimates the monthly lease payment to be \$4,878.

This is a budgetary number only based on a 36 month term and subject to credit approval, so please contact your Logicalis Account Executive for full details and a complete leasing quote.

- Payments do not include any applicable sales, rental or use taxes.
- Payments do not include any Logicalis professional services.
- Payments are valid for monthly payment structures only with deferrals 30 days or less.
- Please call for non-monthly payment structures and payment deferrals greater than 30 days.
- All transactions are subject to credit and documentation requirements, review and approval.
- Additional terms may apply.



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at www.us.logicalis.com



Ask us about Logicalis Leasing Solutions—a value-added service tailored to our customers. Leasing offers strategic, operational and financial benefits that can help meet your company's goals and get your project funded. Logicalis financing experts work with more than a dozen trusted leasing partners to assist you as our valued customer. We can deliver competitive rates and flexible terms and make the leasing process easy. Learn more today at www.us.logicalis.com/solutions-and-services/logicalis-financial-services/

Quotation

Customer Name & Address	Logicalis Account Executive
Mike Caldwell Youngstown State University 438 Michel Hall Youngstown, Ohio 44555 (330) 491-4747 mcaldwell@ysu.edu	Bill Lesperance Cleveland, (440) 785-6685 bill.lesperance@us.logicalis.com
Bill To Address	Ship to Address

Quotation expiration date: February 23, 2018

Item	Qty	Part Number	Description	Unit Price	Extended Price
Products					
<i>Ship to:</i>					
1	1	WS-C3850-24XS-S	Cisco Catalyst 3850 24 Port 10G Fiber Switch IP Base - Page 704 - Selling Price \$14700.00	\$10,143.00	\$10,143.00
2	1	CON-SNT-WSCX3852	SNTC-8X5XNBD Cisco Catalyst 3850 24 Port 10G Fiber Sw - End Date 30-Nov-2019	\$2,319.78	\$2,319.78
3	1	S3850UK9-166	UNIVERSAL	\$0.00	\$0.00
4	1	PWR-C1-715WAC/2	715W AC Config 1 Secondary Power Supply	\$575.00	\$575.00
5	2	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
6	1	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$46.00	\$46.00
7	1	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	\$43.70	\$43.70
8	1	C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	\$0.00	\$0.00
9	1	PWR-C1-715WAC	715W AC Config 1 Power Supply	\$0.00	\$0.00
10	1	SFP-10G-LR-S=	10GBASE-LR SFP Module; Enterprise-Class - Page 518 - Selling Price \$1330.00	\$920.00	\$920.00

Item	Qty	Part Number	Description	Unit Price	Extended Price
11	1	SFP-10G-SR-S=	10GBASE-SR SFP Module; Enterprise-Class - Page 653 - Selling Price \$455.00	\$322.00	\$322.00
12	12	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$6,072.00
13	1	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$3,677.70
14	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
15	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70
16	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
17	1	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$3,033.70
18	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
19	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70
20	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
21	1	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$138.00
22	2	SFP-H10GB-CU3M=	10GBASE-CU SFP+ Cable 3 Meter	\$46.00	\$92.00
23	1	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$3,677.70
24	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
25	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70
26	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
27	6	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$18,202.20

Item	Qty	Part Number	Description	Unit Price	Extended Price
28	6	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
29	6	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$3,298.20
30	6	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
31	1	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$138.00
32	2	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$1,012.00
33	1	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$3,677.70
34	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
35	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70
36	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
37	6	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$18,202.20
38	6	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
39	6	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$3,298.20
40	6	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
41	1	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$138.00
42	2	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$1,012.00
43	1	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$3,677.70
44	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
45	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70

Item	Qty	Part Number	Description	Unit Price	Extended Price
46	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
47	6	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$18,202.20
48	6	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
49	6	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$3,298.20
50	6	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
51	1	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$138.00
52	2	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$1,012.00
53	1	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$3,677.70
54	1	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
55	1	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$549.70
56	1	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
57	2	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP+; LAN Base - Page 699 - Selling Price \$5596.00	\$3,677.70	\$7,355.40
58	2	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
59	2	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$1,099.40
60	2	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
61	5	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$15,168.50
62	5	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
63	5	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$2,748.50

Item	Qty	Part Number	Description	Unit Price	Extended Price
64	5	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
65	10	WS-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W; 4 x 1G SFP; LAN Base - Page 700 - Selling Price \$4616.50	\$3,033.70	\$30,337.00
66	10	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
67	10	C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	\$549.70	\$5,497.00
68	10	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
69	1	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$138.00
70	2	CAB-STK-E-3M=	Cisco Bladeswitch 3M stack cable	\$138.00	\$276.00
71	2	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$1,012.00
72	4	SFP-10G-LRM=	10GBASE-LRM SFP Module - Page 599 - Selling Price \$696.00	\$506.00	\$2,024.00
<i>Products Subtotal</i>					\$178,998.88

Grand Total	
Products Subtotal:	\$178,998.88
Grand Total:	\$178,998.88

Terms and Conditions

Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

Terms Applicable for Product Sales

1. The terms of the Terms and Conditions of Sale between Youngstown State University and Logicalis, dated 04-12-2017, are incorporated herein by reference.
2. Any variation in quantity or requested delivery may result in price changes.
3. Prices are subject to change without notice in the event the Product's manufacturer/distributor changes the price to Logicalis.
4. Shipping and taxes are added at time of invoice. Shipping charges are subject to handling fees for specifying carriers and same day shipments.
5. Logicalis collaborates with the OEM/distributor to schedule delivery to Customer's loading dock; inside delivery is available upon request and may increase the cost of delivery.

Quotation Acceptance

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By:
Youngstown State University

Accepted By:
Logicalis, Inc.

Signature

Signature

Printed Name

Printed Name

Title

Title

Date

Date

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