

To: TD SYNnex CORPORATION
Quote created for:
Reference Number
Valid Through: 2023-12-31
Quote Currency: USD
Quote Name: City of Superior Wisconsin Deal Reg
Salescart Number:
Salesforce Opportunity:
QuotePlus Quote ID 3818137



Ciena
7035 Ridge Road
Hanover, MD 21076

Project		
City of Superior Wisconsin Deal Reg		
Version	Date:	
v1	2023-10-03	
Ciena Product	Ext Price	Ext Price
3801	1,741,500.00	1,741,500.00
3802	192,000.00	192,000.00
5164	596,182.60	596,182.60
8110	80,922.58	80,922.58
MCP	83,075.71	83,075.71
SD EDGE OPS MANAGER	6,000.00	6,000.00
SD EDGE VBNG	152,585.00	152,585.00
Product Subtotal:	2,852,265.89	2,852,265.89
Ciena Professional Services	Ext Price	Ext Price
DESIGN AUDIT & OPER SVC POC	25,039.09	25,039.09
MAINTAIN SERVICES	188,085.00	188,085.00
Services Subtotal:	213,124.09	213,124.09
Project Total Net:	3,065,389.98	



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Important Information for Purchase Order

Please be sure to reference the Ciena quote numbers from this quote on the Purchase order before submitting to Ciena. The quote numbers can be found in the cells with orange text.

Project	Version	Date:	
City of Superior Wisconsin Deal Reg	v1	2023-10-03	
Products	Ext Price	Ext Price	Ciena Quote #
vBNG	241,660.71	241,660.71	
Core	75,844.78	75,844.78	
CPE	1,933,500.00	1,933,500.00	
Access Hub 1	195,992.68	195,992.68	
Access Hub 2	195,992.68	195,992.68	
Access Hub 3	195,992.68	195,992.68	
Spares	13,282.36	13,282.36	
Product Total	2,852,265.89	2,852,265.89	
Services			
DESIGN AUDIT & OPER SVC POC Network	25,039.09	25,039.09	
MAINTAIN SERVICES Network	188,085.00	188,085.00	
Services Total	213,124.09	213,124.09	
Project NET Total USD:	3,065,389.98	3,065,389.98	

Customer TD SYNnex CORPORATION
Region AMER
Quote City of Superior Wisconsin Deal Reg
Salescart Number :
QuotePlus Quote ID : 3818137
Reference Number
Version v1
Prepared by Aaron Lundblade
Date 2023-10-03
Valid Through 2023-12-31



Per Site Emissions Summary

Site Name	vBNG	Core	CPE	Access Hub 1	Access Hub 2	Access Hub 3	Spares
Country	United States	United States	United States	United States	United States	United States	United States
Typical Power Consumption (W)		916.0	150,000.0	1,170.5	1,170.5	1,170.5	280.0
Annual Typical Power Consumption (kWh / yr)		8,030	1,314,900	10,261	10,261	10,261	2,454
Carbon Emissions (kg CO2e)		3,392	555,403	4,334	4,334	4,334	1,037
Carbon Emissions (MT, Metric Ton)		3.392	555.403	4.334	4.334	4.334	1.037

Per Country Emissions Summary

Country	United States
Typical Power Consumption (W)	154,707.5
Annual Typical Power Consumption (kWh / yr)	1,356,166
Carbon Emissions (kg CO2e)	572,833
Carbon Emissions (MT, Metric Ton)	572.833

Per Network Emissions Summary

Typical Power Consumption (W)	154,707.5
Annual Typical Power Consumption (kWh / yr)	1,356,166
Carbon Emissions (kg CO2e)	572,833
Carbon Emissions (MT, Metric Ton)	572.833

****Legal Notice****

Annual power consumption (kWh) is calculated by multiplying the Typical Power by annual runtime hours, assuming the equipment runs 24hrs/day for 365.25 days.

Typical Power values reflect average power consumption for a network configuration; please note that some network configurations will consume more power and reflect higher emissions than what is stated in the report.

Location-based or residual mix emission factors are assigned on a per-country basis wherever available. If not available, regional emission factors have been calculated and assigned.

Sources include: Climate Transparency 2022 & 2020; AIB 2021; eGrid 2020; DEFRA 2021; EIA 2020; Canada's National Inventory 2021; Hong Kong Electric Company 2020; Singapore EMA 2020; Thailand EPPO 2020; Dubai Electricity & Water Authority 2020; New Zealand 2020 National Inventory.

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Region AMER
Quote City of Superior Wisconsin Deal Reg
Reference Number
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Prepared by Aaron Lundblade
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Important Information for Quote Scope

Any changes to this quote requires a new quote to be generated.
 Please do not make any adds or deletes without consulting your account team.
 Logical years will align to the service start date per equipment.

Product Family	Item	Service Duration	Service Duration	Service Warranty	Year 1	Total Customer
Description	Code	Years	Months	Included Months		Ext Price
Extended Total 213,124.09 USD						
DESIGN AUDIT & OPER SVC POC						
MCP NMS INSTALL WITH REMOTE DELIVERY - 3 VM HA GR CLUSTER	80P-NMS0-MCP-VHR				18,458.25	18,458.25
MCP 3 DAY ONBOARDING WITH REMOTE DELIVERY	80P-NMS3-MCP				6,580.84	6,580.84
MAINTAIN SERVICES						
GLOBAL 3801 NEXT BUSINESS DAY SHIP MANAGED SPARES 1 YEAR	80M-3801-NBS	1	0		29,258.00	29,258.00
GLOBAL 3801 COMPREHENSIVE SUPPORT 1 YEAR	80M-3801-SSP-COM	1	0		59,542.00	59,542.00
GLOBAL 3802 NEXT BUSINESS DAY SHIP MANAGED SPARES 1 YEAR	80M-3802-NBS	1	0		3,226.00	3,226.00
GLOBAL 3802 COMPREHENSIVE SUPPORT 1 YEAR	80M-3802-SSP-COM	1	0		6,565.00	6,565.00
GLOBAL 5164 NEXT BUSINESS DAY SHIP MANAGED SPARES 1 YEAR	80M-5164-NBS	1	0		10,016.00	10,016.00
GLOBAL 5164 COMPREHENSIVE SUPPORT 1 YEAR	80M-5164-SSP-COM	1	0		20,384.00	20,384.00
GLOBAL 8110 NEXT BUSINESS DAY SHIP MANAGED SPARES 1 YEAR	80M-8110-NBS	1	0		1,360.00	1,360.00
GLOBAL 8110 COMPREHENSIVE SUPPORT 1 YEAR	80M-8110-SSP-COM	1	0		2,767.00	2,767.00
MCP BASE SW, COMPREHENSIVE SUPPORT 1 YEAR	80M-MCPBA-COM	1	0		28,800.00	28,800.00
CIENA OPERATIONS MANAGER - COMPREHENSIVE SUPPORT 1 YEAR	80M-OM-COM	1	0		990.00	990.00
CIENA VIRTUAL BROADBAND NETWORK GATEWAY - COMPREHENSIVE SUPPORT 1 YEAR	80M-VBNG-COM	1	0		25,177.00	25,177.00
Total NET Price - Ciena Services					213,124.09	213,124.09

Customer	TD SYNnex CORPORATION
Region	AMER
Reference Number	City of Superior Wisconsin Deal Reg
Configuration	
Version	v1
Sales Engineer	Aaron Lundblade
Date	
Valid Through	2023-12-31
Project Type	2023-10-03
Price book info	TD_SYNnex_DEAL_REG_ELITE_FY23_USD1.00_20230201

The following represents a summary of the quoted Services.
For complete Terms and Conditions please refer to the Ciena Specialist Services Statement of Work documents.
Deployment Services - Buyer Specific Service Scope

MCP Integration Services

Ciena will perform a greenfield installation (80P-NMS0-MCP-VHR) of the MCP software, including:

- An in-depth review of the server(s) hardware configuration to ensure compatibility with the MCP Software as per the Ciena Engineering guidelines
- Installation, configuration, and patching of the customer provided operating system, Red Hat Enterprise Linux, on the required servers
- Installation and configuration of the customer provided hypervisor software (VMware).
- Creation and configuration of the virtual machines required to support the MCP Software installation
- Creation and configuration of the HA cluster environment required to support the MCP Software installation
- Installation of the MCP Software applications and patch bundles
- Support with the generation of the software license key codes for Ciena's MCP Software applications
- Ensure MCP Software can discover/enroll active Ciena network devices
- Execution of Ciena provided MCP Software Verification Test Plan to verify successful completion of the project. These test cases are representative of the products basic functionality. If the additional or Buyer specific test cases are required, Ciena can provide a cust
- Generate Final Hardware and Software Configuration Report
- The installation will be performed remotely

3 Day on boarding will be provided and includes (80P-NMS3-MCP):

- System health, overview of tools available to create platform/application health reports/logs
- Overview of managing the MCP Software map and visual labels
- Overview of managing MCP Software users, roles and security settings
- NE management, NE enroll/role-enroll; bulk enroll; viewing inventory; operational state; alarm viewing and management, etc
- MCP & NE licensing overview and operation using Flexera server
- Hypervisor overview, host/client configuration properties review
- HA cluster failover architecture and operation * only for valid platform configurations
- Review of security management, NE connection profiles and security
- NE back-up and restore profiles, scheduling, administration
- Overview of NE software upgrade properties/configuration
- Managing saved data on the platform, moving, deleting archiving stored files, etc
- The onboarding will be performed remotely

Project Management

Ciena will assign a Project Manager who will act as the single point of contact and be responsible for providing a baseline project plan and managing the project to that plan. This will include:

- A summary the pre-defined agreed scope of work and acceptance criteria
- A breakdown of the Ciena and Customer responsibilities
- Project team contact list
- Project action register
- Kickoff the project and manage the progress of individual tasks within the project plan
- Perform updates to the project plan and communicate with the customer as mutually agreed to
- Overseeing the Job Change Order (JCO) Process

Job Change Order (JCO) Process

1. The assumptions and detailed scope provided in this document align with the prices quoted by Ciena. Ciena uses a Job Change Order ("JCO") process for purposes of making adjustments to the fixed and firm price quote. The JCO will identify the change and provide a fixed and firm price adjustment, if required.
 - 1.1. When the necessity for Service modifications that affect price, schedule, or service performance arises, a written JCO will be required to obtain agreement and approval between Ciena and Customer. The JCO process will also be used to track and document on site changes. If the parties are unable to agree on a JCO, then the parties shall complete the project according to the original Statement of Work. Ciena shall not be obligated to fulfill any services or deliver any deliverable required by said rejected JCO.
2. When initiated by Ciena the process is as follows:
 - 2.1. Ciena notifies Customer's designated PoC of required changes.
 - 2.2. Ciena prepares JCO with a unique tracking number that incorporates the required changes including price estimate, impact on schedule, and expected changes in Service performance. Ciena prepares change order with a unique tracking number that incorporates the required changes including cost estimate, impact on schedule, and expected changes in Service performance.
 - 2.3. Customer provides written approval of the JCO price and adjustments to schedule and Service performance expectations.
3. When initiated by Customer the process is as follows:
 - 3.1. Customer identifies requirement for Service modifications and notifies Ciena project manager of required changes while providing input regarding reasons for the JCO.
 - 3.2. Customer prepares change order incorporating the required changes to include cost estimate, impact on schedule, and expected changes in service performance.
 - 3.3. Ciena prepares the JCO incorporating the required changes to include price estimate, impact on schedule, and expected changes in Service performance.
 - 3.3. Customer provides written approval of the JCO price and adjustments to schedule and Service performance expectations.
4. Regardless of which party initiates the scope change, Ciena will provide a means of tracking and organizing all proposed JCOs on a mutually agreed basis.
5. Regardless of which party initiates the scope change, and notwithstanding anything else in this section, any work related to the JCO will not begin until Ciena receives a PO reflecting the additional price associated with the JCO from Customer. Upon receipt of the PO, and at Ciena's sole discretion, Ciena may invoice Customer for the JCO related work immediately upon completion of such work. For the avoidance of doubt, and only as applicable, any payments for work related to the JCO is not part of any previously agreed upon invoicing schedule by the parties. Payment is due net thirty (30) days from the date of issuance of Ciena's invoice.

Other Terms and Conditions

Upon completion of this scope of work, the customer is responsible to change the authenticators (for example, passwords, certificates, etc.) of all systems involved in the project, including but not limited to:

- Network elements
- NMS
- Server/cloud infrastructure
- Software applications

Maintenance Services

Technical Support:
Ciena's support model is a set of multi-technology support services that consists of technical support, software support, lifecycle management, personalized support, and proactive service support options:
Comprehensive Support
Comprehensive Support provides access to the CTS hotline 7 days a week, 24 hours per day, 365 days a year (7x24x365) for both emergency and non-emergency issues.
Business Day support is provided by the Regional Technical Support team associated with the Customer's calling location.

Spares Management:
As a supplement to Ciena's Standard Hardware Repair Services, Ciena will ship a replacement part by the next business day.