

Office of the President
Willis Holcombe Center
Phone 954-201-7401
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www.broward.edu

BROWARD COLLEGE

Define yourself.

To: Members of the Board of Trustees

From: J. David Armstrong Jr., President

Date: June 23, 2009

Place: Regular Meeting of the Board of Trustees
Broward College
Boardroom 1208, Building 33, Willis Holcombe Center
111 East Las Olas Boulevard
Fort Lauderdale, FL

Subject: Agenda Item VII-B- Xirrus

Brief Description: This is a request for a college to accept a donation from Xirrus for \$122,500 of Wireless Equipment to be deployed in the Central Campus University College Library. Upon deployment of the equipment Xirrus and the College will issue a joint press release on the deployment of the equipment.

Benefit to BC: The donation will allow for the College to expand wireless at the Central Campus Library while the College continues with the competitive bid process for the selection of a vendor to provide equipment for College Wide deployment.

Relationship to College Master Plan: Aligns with goal 8: Make strategic choices about instructional programming and resources.

Board Agenda Approved: _____
Date: _____

Agenda Item V11-B

**BOARD OF TRUSTEES
AGENDA TRANSMITTAL SHEET**

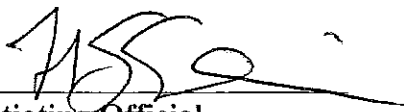
To: J. David Armstrong, Jr.

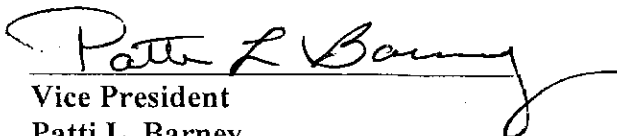
Date: 6/15/2009

Issue: Accept Xirrus equipment donation (wireless access points and a management device) to be deployed at the Central Campus University College Library.

Background/Analysis: The College was evaluating wireless equipment to be deployed at the Central Campus Library to gain knowledge of the latest wireless technologies in the industry prior to a competitive bid process and one of the vendors offered to donate their wireless equipment. The donated equipment from Xirrus will expand wireless coverage throughout the central campus library and improve the service in existing areas by replacing outdated equipment. The College and Xirrus will issue a joint press release outlining the wireless improvements at central campus after the deployment. There is no obligation to purchase equipment from this vendor in the future.

Fiscal Impact: None.


Initiating Official
Frank S. Sandmaier
AVP, Technology Infrastructure Services
Information Technology


Vice President
Patti L. Barney
Vice President for
Information Technology

Staff Position: Recommend Approval

THIS RECOMMENDED ACTION MEETS THE FOLLOWING ELEMENT(S) OF THE COLLEGE'S MISSION STATEMENT:

- Commitment to meeting the needs of our community
- Commitment to open access and excellence in learning
- Commitment to embracing individuality in a multi-cultural society
- Commitment to ethical behavior, collaboration, stewardship and continuous improvement

BRIEFLY DESCRIBE HOW THIS RECOMMENDATION ACHIEVES THE ABOVE ELEMENT(S) IN THE COLLEGE'S MISSION STATEMENT:

The donated equipment will provide wireless access throughout the Central Campus University College Library. By responding to requests for additional wireless access in this area, we will be improving the services offered to our faculty, staff and students and meeting the need/demand for expanded wireless.

Minority: Yes ___ No x

Broward: Yes ___ No x

President's Recommendation:

Recommend Approval
 For Information Only

Xirrus Sales Quote# **2010CF_BC Library Rev8**
 Effective Date: **Wednesday, February 11, 2009**
 Expiration Date: **Wednesday, March 11, 2009**
 Shipping: FOB Origin
 Payment Terms: Net 30

XIRRUS
 2101 Corporate Center Drive
 Thousand Oaks, CA 91320
 805.282.1600 phone
 805.282.1602 fax

To: **Broward College**
 Contact: **Howard Dansky**
 Title: **Director Telecom and Network Services**
 Street: **111 East Los Olas Blvd**
 City, State, Zip: **Fort Lauderdale, FL**
 Phone: **954.201.7524**
 Email: **hdansky@broward.edu**

From: **Xirrus, Inc.**
 Xirrus Contact: **Chad Frisby**
 Title: **AVP**
 Phone: **954.707.8855**
 Fax: **805.282.1602**
 Email: **chad.frisby@xirrus.com**
 Xirrus Federal Tax ID#: **20-0588284**
 Xirrus E-Rate SPIN#: **143030824**
 Xirrus NAICS Category: **334418, 33420, 354220**

Part Number	Description	Quantity	Unit Price	Discount	Total Price
XN8	802.11a/b/g+n Wi-Fi Array with 8 Integrated Access Points, antennas, controller, switch, threat sensor, and firewall. • Requires purchase of AO-8ABGN or AO-8ABG software, one per Array. • Uses AC or PoGE power. Order XP8-MSI (for up to 4 XN8 Arrays) or XP1-MSI-X (1 per XN8 Array) if using PoGE power. Order XS-PWR-NA if using AC power. • Includes 5 year Standard Warranty on Array hardware, Order SU-HARDWARE for full hardware support.	10	\$6,000.00	0%	\$60,000.00
AO-8ABGN	802.11a/b/g+n ArrayOS Software for XN8 Arrays including base software functionality, Advanced RF monitor features, and 802.11n support. • Optional to order for each XN8 Array. • Includes 90 day Standard Software Warranty. Order SU-ARRAYOS-STD or SU-ARRAYOS-PREM for ongoing software support.	10	\$3,000.00	0%	\$30,000.00
SU-ARRAYOS-STD	1 Year Standard Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support and software fixes. Does not include software upgrades. (AO-8ABGN)	10	\$150.00	0%	\$1,500.00
XP1-MSI-X	1 Port 80W Power over Gigabit Ethernet Midspan Injector. Remotely powers 1 XN8, 1 XN4, 1 XS16, 1 XS8, or 1 XS4. Requires order of one XS-PWR-NA power cord.	10	\$400.00	0%	\$4,000.00
XS-PWR-NA	North American power cord. Must be associated with order of powered XN, XS, XP, XE, or XM product.	10	\$0.00	0%	\$0.00
XA-3300-CC-BASE	XMS (Xirrus Management System) and 20 Wi-Fi Array License to operate on customer-supplied server. See data sheet for recommended server specifications. Includes 90 day Software Product Warranty. Order SU-APPLICATIONS for Premium software support.	1	\$5,000.00	0%	\$5,000.00
SV-SURVEY	Active pre-deployment Wi-Fi site survey of customer location with report - conducted by Xirrus personnel	1	\$3,000.00	0%	\$3,000.00
SV-COMFIG	System configuration and optimization - with diagrams and saved configuration files - conducted by Xirrus personnel	2	\$3,000.00	0%	\$6,000.00
SV-VALIDATE	Active post-deployment Wi-Fi site survey of customer location with report - conducted by Xirrus personnel	1	\$3,000.00	0%	\$3,000.00
SV-TRAINING	Onsite hands-on training - conducted by Xirrus personnel - covering basics of Wi-Fi, Xirrus Wi-Fi Platform, and/or Xirrus Software Applications	2	\$3,000.00	0%	\$6,000.00
XE-2020	Indoor Enclosure, Ceiling Tile Drop-In or Surface Mount, 2x2', Lockable Door. Fits all Array models. Requires XE-1000 mounting bracket if being installed with XS8 or XS16 Arrays.	10	\$400.00	0%	\$4,000.00
		Total		0%	\$122,500

Optional Items

About Your Selection
 By selecting Xirrus you will require 50 - 75% less devices, cables, switch parts, and installation time than competitive offerings - in addition to a superior warranty. Xirrus will also guarantee the implementation - per the mutually agreed upon requirements - removing virtually all risk of a successful implementation and rollout.

Quotation Terms and Conditions
 Please read this quotation carefully and please include the Xirrus Sales Quote# at the top of this quote in the comments of your purchase order. This quote only sets forth the pricing that Xirrus, Inc. ("Xirrus") would like to offer your company for the products and/or services described in this quote. This quote does not include shipping costs, any taxes or duties, or other charges, all of which shall be borne by customer unless otherwise agreed upon by Xirrus. Any changes to the terms and conditions on this quote are not considered binding unless otherwise agreed upon by Xirrus. All shipments will be FOB Origin and Net Pay 30 Days unless otherwise agreed upon by Xirrus.

AGENDA ITEM *V11-13*
JUN 23 2009
ENCLOSURE



February 13, 2009

To Whom It May Concern,

Xirrus would like to donate a subset of its High Performance Wi-Fi products and services to the Broward College System for its Main Library facility at the Central Campus.

The products and services that we would like to donate are listed with the accompanying quote ID: 2010CF_BC_Library_Rev6.

In return for these products and services – Xirrus asks to complete at our cost – a mutual and positive Press Release surrounding that Broward College has deployed Xirrus High-Performance 802.11n Wi-Fi Array’s to pervasively cover its main central campus library with Ethernet switch replacement capacity and performance as the primary media connection to its students, etc.

With this offer, Broward College has no obligation to purchase any additional equipment from Xirrus.

Regards,

Chad Frisby
VP – Sales and Marketing
South East U.S. Area

APPROVED AS TO FORM AND LEGALITY:

KEVIN FERNANDER
COLLEGE ATTORNEY

AGENDA ITEM VII-B
JUN 23 2009
ENCLOSURE _____

DONATED EQUIPMENT
REVIEWED BY:

PROCUREMENT SERVICES

OK PROVIDING
THERE IS NO
REQUIREMENT
TO PURCHASE

www.xirrus.com ADDITIONAL
EQUIP OR SYS
IN THE FUTURE.

2101 Corporate Center Drive
Thousand Oaks, CA 91320

805.262.1600
805.262.1602 Fax

Board of Trustees
Broward Community College
Office of the President
111 East Las Olas Boulevard
Fort Lauderdale, Florida 33301

SEND TO: President's Office

Subject: **DONATION OF PROPERTY TO BROWARD COMMUNITY COLLEGE**

I wish to donate the below listed property to Broward Community College. I understand that the College does not estimate a value of this gift and that I should consult my own tax advisor for advice on the tax considerations of this gift.

<u>DESCRIPTION</u>	<u>ESTIMATED VALUE (BY DONOR)</u>
10x Xirrus XN8 Arrays with Enclosures and PoGE Injector	\$ 117,500
1x Xirrus XA-3300-CC-BASE License	\$ 5,000.00
	Total: \$ 122,500

The item(s) listed above are free and clear of all liens and encumbrances and it is understood that Broward Community College will have full power and irrevocable rights to the unrestricted use, ownership, and disposition of the above listed donation.

I understand that upon receipt of this communication you will contact me at the address and telephone number listed below in relation to the transfer of the above donation once approved by the Board.



(Donor's Signature)

Chad Frisby
Please Print/Donor Name

2101 Corporate Center Drive
(Street)

Thousand Oaks CA 91320
(City) (State) (Zip)

954.707.8855
(Telephone Number)

June 15th 2009
(Date)

/Revised 10/04

VII-B

JUN 23 2009

ENCLOSURE