



ABS Solutions, LLC

52 Corporate Circle
Suite 105

Albany, NY 12203

Phone: (518) 608-5805 Fax: (518) 608-5808

Proposal

Date	Proposal #
4/14/2025	45445

Name / Address
Village of Menands Don Handerhan 280 Broadway Menands, NY 12204

Ship To
Village of Menands Don Handerhan 280 Broadway Menands, NY 12204

P.O. No.	Terms	Project
	Net 30	Juniper Switch Replacement + FL

Description	Qty	Rate	Total
Village Switch			
Juniper EX4100-F 48-Port 10/100/1000BaseT PoE+, 4x 10G SFP+ Uplink ports, 4x 10G SFP+ Stacking ports	1	3,275.00	3,275.00
Juniper Networks Mist - subscription license (3 years) + SVC Next Day Support - Wired Assurance + VNA for EX48 Port Switches	1	925.00	925.00
APC Smart-UPS Li-Ion 500VA Short Depth with SmartConnect - UPS - 400 Watt	1	455.00	455.00
SmartConnect Standard Plan - subscription license (3 years) - 1 license	1	55.00	55.00
PD Switch Stack + Cable Management			
Juniper EX4100-F 48-Port 10/100/1000BaseT PoE+, 4x 10G SFP+ Uplink ports, 4x 10G SFP+ Stacking ports	2	3,275.00	6,550.00
Juniper Networks Mist - subscription license (3 years) + SVC Next Day Support - Wired Assurance + VNA for EX48 Port Switches	2	925.00	1,850.00
Juniper Twinax Copper Cable	2	50.00	100.00
Neat-Patch Cable Manager no patch cable included - 2U	1	75.00	75.00
APC Smart-UPS On-Line, 1500VA, Rackmount 2U, 120V, 6x 5-15R NEMA outlets, Network Card, Extended runtime, W/ rail kit	1	2,048.00	2,048.00
Mist Licening for Existing EX2300 - To be moved to Court			
Juniper Networks Mist Wired Assurance and Marvis Virtual Network Assistant - Subscription license (3 years) - 1 switch	1	590.00	590.00

Thank you for your business.	Subtotal
	Sales Tax (0.0%)
Signature	Total



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Description	Qty	Rate	Total
ABS LAN Labor Setup and configure x2 Juniper EX4100 48 port switch cluster for MPD basement and add to Mist. Setup and configure x1 EX4100 48 port switch for the Village office and add to Mist. Onsite, replace legacy switches. Relcoate the legacy MPD basement switch to the Village Court office. Work with FirstLight to reconfigure voice vlans. Setup LAG between Court switch and MPD basement stack. Setup LAG between MPD basement switch and Sophos Firewall. Clean up MPD basement cabling. Setup x2 APC UPS for MPD basement and Village office.	45	145.00	6,525.00
ABS LAN Labor After Hours Onsite, remove legacy FirstLight switches and install new switches. Test voice and Internet functionality.	20	217.50	4,350.00
Travel Charge \$20	8	20.00	160.00
* Pricing valid for 14 days from date of proposal.			
* All orders are final. No returns, exchanges or cancellations will be honored.			
* ABS Solutions, LLC is not responsible for delays outside of our control. Time associated with delays will be billed on a time and materials basis.			
* Customer acknowledges any work performed outside of the scope of work defined above will be billed on a time and materials basis at the conclusion of the project.			
* Any tariff charges incurred by ABS Solutions from the distributor at time of order placement will be passed on to the Name/Address specified within this proposal.			

Thank you for your business.	Subtotal	\$26,958.00
I agree to invest in the products/services listed above. Please sign and fax to (518) 608.5808	Sales Tax (0.0%)	\$0.00
Signature _____	Total	\$26,958.00