

**REQUEST FOR PROPOSAL  
RURAL HEALTHCARE PILOT PROJECT**

**HIEM ELECTRONICS/OPTRONICS  
HIEM-05 RFP**

Health Information Exchange of Montana, Inc.  
Kip Smith, Executive Director  
310 Sunnyview Lane  
Kalispell, Montana 59901

December 2010

*Project Introduction*  
*Health Information Exchange of Montana, Inc.*

The Health Information Exchange of Montana, Inc. (HIEM) is a rural health consortium of seven Northwest Montana healthcare organizations – five hospitals and two federally-funded Community Health Centers who have formally come together to address their shared unique geographic and technological challenges in order to exchange basic medical information and expand telehealth applications in northwest and north central Montana. The HIEM is a non-profit organization comprised solely of 501(c)(3) healthcare organizations and supported by dozens of affiliate partners within our service area, across our region and throughout Montana.

The HIEM requests proposals for hardware (electronics and optronics) and software for the existing HIEM broadband network in the region. The network is intended to provide a reliable data transport platform for a wide variety of health-related applications, including rapid transfer of very large digital imaging files, exchange of electronic health records, and real-time high-quality videoconferencing for medical education, telemedicine consults and medical procedures.

Through this RFP, HIEM is seeking proposals for purchase of equipment required by location as specified in the Proposal Form below. All products requested are specified in terms of Cisco Systems product numbers, however, Bidders are encouraged to propose other brands or systems consistent with the overall network design for HIEM. All proposals are required to address compatibility issues between HIEM's owned fiber optic links and leased links from various telecommunications carriers.

The HIEM encourages free and open competition among Bidders. The Bidder's signature on a proposal in response to this RFP guarantees that the prices quoted have been established without collusion and without effort to preclude HIEM from obtaining the best possible solution.

## 1. General Information

- 1.1 The Health Information Exchange of Montana (HIEM) seeks proposals for hardware (electronics and optronics) and software for the existing HIEM broadband network as identified in Appendix A. A complete end-to-end solution, utilizing one or more brands or systems is required.
- 1.2 All products requested are specified in terms of Cisco Systems product numbers for the equipment required by location. Bidders are encouraged to propose other brands or systems consistent with the overall network design for HIEM, but are required to address compatibility issues between HIEM's owned fiber optic links and leased links from various telecommunications carriers.
- 1.3 Initially two separate 10Gb Dense Wave Division Multiplexing (DWDM) waves utilizing the same chassis will be established within the HIEM's owned fiber optic backbone – one for the healthcare network and one for excess capacity partners. Healthcare participants will share a single wave with traffic separated via VLAN. Excess capacity partners will utilize individual 10Gb DWDM waves to separate their traffic accordingly.
- 1.4 Hardware must be capable of providing:
  - A DWDM system capable of forty (40) 10Gb waves upon initial installation; no incremental filter, amplifier additions required.
  - ROADM (Reconfigurable Optical Add Drop Multiplexer) technology with scalability to support 2, 4 and 8 degree functionality.
  - Layer 2 within the optical layer to provide VLAN support.
  - 40Gb and/or 100Gb transport over a single wavelength (no inverse multiplexing).
  - Sub wavelength grooming using 802.1Q VLANs.
  - IP over DWDM (alien wavelength support)
  - ITU and Telcordia standards for interoperability
- 1.5 Proposals must also include complete management and configuration software, capable of handling Layer 0 – Layer 3 management for the entire HIEM network, which will be centrally located at Kalispell Regional Medical Center (KRMC).
- 1.6 Bidders must also provide 24/7 telephone hardware and software support to KRMC network staff for the useful life of the equipment.
- 1.7 Proposals should include recommended manufacturer training, including schedule, location and price, to ensure that KRMC network staff is capable to provide first line support for hardware monitoring and maintenance.
- 1.8 Proposals must include full cost of delivery, installation and implementation support (travel inclusive) and allow KRMC network staff to observe and participate as desired.

- 1.9** Guaranteed delivery, installation and implementation dates must be specified for all hardware proposed.
- 1.10** Bidders must provide contact information for a minimum of three references that bidder has previously supplied similar hardware/software to and are willing to provide candid feedback on performance of proposed hardware/software and bidder/manufacturer installation, implementation and training support.
- 1.11** Proposals must provide price protection for additional hardware purchases by HIEM for a minimum of 3 years following the award date. Protection should be in the form of a standard percentage discount off of retail price at the time of purchase of current or future compatible equipment to that proposed by the Bidder.
- 1.12** Hardware/Software Warranty Requirements
  - 1.12.1** The Bidder warrants that each item of hardware, software, firmware or a custom designed and developed software program or a system which is developed or delivered under, or used by the Bidder in connection with its performance under their proposal, shall accurately process data, including, but not limited to, calculating, comparing and sequencing, from, into, between and among the nineteenth, twentieth and twenty-first centuries, including leap year calculations, when used in accordance with the item(s) documentation provided by the Bidder.
  - 1.12.2** If the items developed and delivered under their proposal are to perform as a system with other hardware and/or software, then the warranty shall apply to items developed and delivered as the items process, transfer, sequence data, or otherwise interact with other components or parts of the HIEM network. This warranty shall survive the term of any agreement developed as a result of acceptance of the Bidder's proposal. The remedies available to the HIEM for a breach of warranty includes, but is not limited to, repair or replacement of non-compliant items or systems.
  - 1.12.3** Nothing in this warranty shall be construed to limit any rights or remedies of the HIEM under any agreement developed as a result of acceptance of the Bidder's proposal with respect to defects in the items other than the Hardware/Software Warranty.
- 1.13** Bidders proposing other brands or systems other than that specified in Appendix A must ensure they are providing all on-premise equipment required to affect the signal handoff and interconnection with other vendors and identify requirements for rack space and power supply at each location.
- 1.14** Successful bidder(s) must agree to work closely with HIEM technical staff on final architecture of current and future HIEM network designs through life of the equipment contract.

- 1.15 The HIEM is interested primarily in pricing with a greater up-front one-time payment and a lesser annual recurring cost in order to comply with HIEM's plan for network sustainability.
- 1.16 The Bidder must provide 24 hours/day, 7 days/week (24x7) external network monitoring and response to trouble calls and repair service if required, at no additional cost to the HIEM. The Bidder's proposal must also contain 24x7 support contact information directly from the hardware and software manufacturer(s).
- 1.17 Bidders must agree to follow and comply with all administrative, invoicing and accounting processes and procedures that are necessary to comply with FCC and USAC requirements. These requirements include, but are not inclusive, to the submitting of detailed invoices in a timely manner.
- 1.18 Proposal Format. Bidders are required to submit the Proposal Form below setting forth their response to this RFP, including pricing for each line item as specified. Bidders proposing brands or systems other than Cisco Systems must indicate alternative manufacturer product numbers for each line item requested. Additional documentation should be attached to support the proposal and respond to RFP requirements. An editable copy of the Proposal Form may be requested via email as specified in Section 2.3.1.
- 1.19 RFP Process. The RFP process is open to all competitive offers from qualified Bidders (Bidders with SPIN numbers). These competitive offers will be judged by HIEM according to the criteria set forth in Section 2.6 of this document.

## **2.0 Administrative and Procedural Information**

- 2.1 The Rural Health Care Pilot Program ("RHCPP") of the Universal Service Fund is administered by the Universal Service Administrative Company ("USAC") – as authorized by Congress and regulated by the Federal Communications Commission ("FCC") – to encourage development of rural broadband networks to advance healthcare telecommunications capabilities and services to rural health care providers ("HCP").
- 2.2 This project is subject to USAC procurement rules. Bidders must meet all USAC requirements. HIEM has submitted a USAC Form 465 to USAC who will review the documentation and will post the RFP on the USAC website. More information on bidding and posting rules can be found at <http://www.usac.org/rhc-pilot-program/tools/search-postings-2009.aspx>.
- 2.3 The following considerations apply to the proposal submission/review process:
  - 2.3.1 Bidders interested in receiving any notices related to this RFP are invited to submit a letter of interest to the HIEM at the following email address:

[kipsmith@krmc.org](mailto:kipsmith@krmc.org)

Include the name of the firm, contact person, mailing address, telephone number, fax number and email address. The sole purpose of the letter of interest is to provide HIEM with a contact person to receive any notices related to the RFP. Submission of a letter of interest is not a requirement for submitting a proposal.

- 2.3.2** Bidders are expected to raise any questions, noted errors, discrepancies, ambiguities, exceptions, additions or deficiencies they have concerning this bid in writing to:

Kip Smith  
Executive Director  
Health Information Exchange of Montana  
310 Sunnyview Lane  
Kalispell, MT 59901  
406-751-6687  
[kipsmith@krmc.org](mailto:kipsmith@krmc.org)

Questions and answers will be emailed to all Bidders who have submitted a letter of interest throughout the bidding process per 2.3.1 above.

Any communications with HIEM or participating site staff members other than via the method described above should not be considered authoritative, are not binding on HIEM and may be disavowed without notice or explanation.

- 2.3.3** There will be a pre-offer conference scheduled six to ten calendar days after this RFP is posted on the USAC website. The exact date, time and location will be communicated to interested Bidders who have submitted a letter of interest per 2.3.1 above. During this conference the HIEM network architecture will be explained and questions answered regarding this RFP.
- 2.3.4** In the event it becomes necessary for HIEM to amend, add to or delete any part of this RFP, the amendment will be distributed to all Bidders who have submitted a letter of interest per 2.3.1 above.
- 2.3.5** Five (5) hard copies of bid proposals plus a CD-ROM electronic copy in either .doc or .pdf format must be received at the HIEM office (see address at bottom of Proposal Form) no later than 4:00PM Mountain Time on the 28<sup>th</sup> calendar day following the day of posting of this RFP on the RHCPP website.
- 2.3.6** Proposal receipt deadline is a mandatory requirement and is not subject to waiver by HIEM, unless the deadline is extend by HIEM for all interested Bidders. Accordingly, no bid proposals will be accepted after the date and time specified. A late bid proposal will be returned unopened to the Bidder.

- 2.3.7** Electronically transmitted responses (fax, email, etc.) to this RFP will **not** be accepted.
- 2.3.8** HIEM will not consider a proposal unless the Bidder is determined eligible by the Universal Service Administrative Company and holds a valid Service Provider Identification Number (SPIN).
- 2.3.9** Bid proposals will be opened at 10:00AM Mountain Time the first working day following the receipt deadline. The bid proposals and the evaluation documents created by HIEM will remain confidential.
- 2.4** To be responsive to this RFP, proposals shall:
- 2.4.1** Specifically address all requested information and bid specifications included in this document.
- 2.4.2** Include company name, contact person, address and contact information.
- 2.4.3** Specify the number of calendar days required to delivery, install and implement all proposed hardware and software.
- 2.4.4** Be valid for a period of 120 days from the date of submission.
- 2.4.5** Include a signed vendor certification form (see page 9 below).
- 2.4.6** Include a signed Proposal Form with any additional attachments to support the proposal.
- 2.4.7** Include a copy of the Bidder's contract form to support their proposal.
- 2.5** Under no circumstances will HIEM be responsible for any of the Bidder's costs or expenses incurred in submitting a proposal. Each prospective Bidder responding to this RFP does so solely at its own cost and expense.
- 2.6** Proposals will be evaluated and assigned points based on the judgment of reviewers as to how well the respondent meets each of the following criteria. The categories for evaluation are indicated below:
- Price (35 points)
  - Technology solution and compatibility with Network design (35 points)
  - Configuration and network management solution (15 points)
  - Support, training and customer service (15 points)

**2.7** HIEM reserves the right to:

- 2.7.1** Contact a Bidder after submission of bid proposals for the purpose of clarifying a bid proposal to ensure mutual understanding. This information may be used to evaluate the bid proposal.
- 2.7.2** Obtain information concerning any Bidder or any proposal from any source and to consider such information in evaluating the bid proposal.
- 2.7.3** Reject any response not in compliance with all FCC pilot project guidelines and procedures.
- 2.7.4** Reject any response not meeting or differing materially from the specifications set forth herein.
- 2.7.5** Waive any and all minor irregularities and informality in the response submitted when, in the opinion of HIEM, it is in its best interest to do so.
- 2.7.6** Consider the competency and responsibility of Bidders in making any award.
- 2.7.7** Reject a selected Bidder if within a reasonable time, determined solely at the discretion of HIEM, the Bidder has not executed an agreement/contract.
- 2.7.8** Extend the deadline for submitting bids.
- 2.7.9** Seek other proposals, if deemed in the best interest by HIEM.
- 2.7.10** Reject all bids and seek other bids, if deemed in the best interest by HIEM.



Vendor Letterhead

Certification of [Vendor]

I, \_\_\_\_\_ [name of corporate officer], on behalf of \_\_\_\_\_ [Vendor name] (SPIN \_\_\_\_\_) certify and swear under the penalty of perjury, that to the best of my knowledge, information and belief, all federal Rural Health Care Pilot Program support provided to us will be used only for eligible Pilot Program purposes for which the support is intended, as described in the Pilot Program Order (WC Docket 02-60; FCC 07-498, released November 19, 2007), and consistent with related FCC orders, section 254(h)(2)(A) of the Telecommunications Act of 1934, as amended, and Parts 54.601 *et. seq.* of the FCC's rules.

\_\_\_\_\_ (signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

NOTARIZED BY: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**PROPOSAL FORM**  
**BROADBAND LINK; KALISPELL TO MISSOULA, MT**

Bidder Organization: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email : \_\_\_\_\_

**Item 1. Complete HIEM Hardware and Software Bid Sheet below (an editable copy of this spreadsheet may be obtained by submitting an email request per Section 2.3.2)**

**Item 2. 24x7 Service Response per Section 1.6**

24x7 Contact Information: \_\_\_\_\_

Typical response time for trouble calls: \_\_\_\_\_

Typical response time for repairs/replacements: \_\_\_\_\_

**Item 3. Identify recommended training plan for KRMC network staff per Section 1.7**

**Item 4. Specify delivery, installation and implementation timeline for proposed hardware/software per Section 1.9**

**Item 5. Provide reference contact information per Section 1.10**

**Item 6. Specify price protection proposal per Section 1.11**

# HIEM Hardware and Software Bid Sheet

Note: All items requested are specified in terms of Cisco System product numbers. Bidders are encouraged to propose other brands or systems consistent with the overall network design for HIEM, but are required to address compatibility issues between HIEM's owned fiber optic links and leased links from various telecommunications carriers.

	Conrad	Shelby	Cutbank	Browning	Whitefish	Kalispell	Libby	Essex	Kalispell-Libby MidSpan	Spares	Total Units	Price per Unit	Total For Line
--	--------	--------	---------	----------	-----------	-----------	-------	-------	-------------------------	--------	-------------	----------------	----------------

## Hardware - Chassis and Commons

Product Number	Product Description	Quan	Quan	Quan	Quan	Quan	Quan	Quan	Quan	Quan	Quan	Quan	Quan	
15454-BLANK=	Empty slot Filler Panel	3	2		2	11	9	1	4	2			34	\$0.00
15454-M6-SA=	6 service slot MSTP shelf, includes M-SHIPKIT_M6-FTF	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-M6-FTA=	6 service slot MSTP chassis fan tray	1	1	2	1	3	3	1	1	1	1		15	\$0.00
15454-M6-LCD=	6 service slot MSTP chassis LCD Display with backup Memory	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-M6-ECU=	6 service slot MSTP chassis external cable connections	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-M6-DR=	6 service slot MSTP chassis door	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-M6-DC=	6 service slot MSTP chassis DC power filter	2	2	4	2	6	6	2	2	2	1		29	\$0.00
15454-M6-BRKT19=	no deflectors	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-M-USBCBL=	USB cable for passive devices	1	2	2	2	3	3	1					14	\$0.00
15454-M-TNC-K9=	Transport Node Controller for M2 and M6 Chassis	2	2	2	2	6	6	2	2		1		25	\$0.00
15454-M-TSC-K9=	Transport Shelf Controller for M2 and M6 Chassis									2	2	1	5	\$0.00
SF15454M-R9.2.0K9	15454 ANSI MSTP Rel. 9.2.0 SW,Pre-loaded,TCC2P,TCC3,TNC,TSC	2	2	4	2	6	6	2	2	2			28	\$0.00
15454-R9.2.0SWK9=	15454 ANSI MSTP,MSPP Rel. 9.2.0 Feature Pkg, DVD, RTU LIC	1	1	2	1	3	3	1	1	1			14	\$0.00
15454-40-SMR2-C=	40Chs Single Module ROADM with integrated Optical PRE, Boos	1	2	2	2	3	3	1			1		15	\$0.00
15216-MD-40-ODD=	ONS 15216 40ch Mux Demux Patch Panel Odd	1	2	2	2	3	3	1					14	\$0.00
15454-PP-4-SMR=	1RU 4-Degree SM ROADM Mesh Patch Panel					1	1						2	\$0.00
15454-MPO-XMPO-2=	Multi-fiber patchcord - MPO to MPO Xrossed - 2m			1	1	1							3	\$0.00
15454-MPO-MPO-2=	Multi-fiber patchcord - MPO to MPO - 2m					1	1						2	\$0.00
15454-MPO-MPO-6=	Multi-fiber patchcord - MPO to MPO - 6m					1	1						2	\$0.00
15454-MPO-MPO-8=	Multi-fiber patchcord - MPO to MPO - 8m					1	1						2	\$0.00
15454-OPT-AMP-C=	ONS 15454 Enhanced Optical Amplifier							2			1		3	\$0.00
15454-OPT-PRE=	ONS 15454 Optical Pre-Amplifier Module									2	1		3	\$0.00
15454-OSC-CSM=	ONS 15454 Combiner and Separator with OSC Module									2	1		3	\$0.00
ONS-SE-155-1510=	SFP - OC3/STM1 CWDM, 1510 nm, EXT	1	2	2	2	3	3	1	2		1		17	\$0.00
15216-DCU-SA=	Mechanical shelf (housing 2 DCM)	1	2	2	2	3	3	1	2	2			18	\$0.00
15216-DCU-100=	DCF of -100 ps/nm			1	2	1	1	1	1	1			7	\$0.00
15216-DCU-350=	DCF of -350 ps/nm and 4dB loss						1		1				2	\$0.00
15216-DCU-450=	DCF of - 450 ps/nm						1						1	\$0.00
15216-DCU-550=	DCF of - 550 ps/nm			1	1		1	2			1		6	\$0.00
15216-DCU-750=	DCF of -750 ps/nm and 6dB loss	1	1	1	1		1				1		6	\$0.00
15216-DCU-950=	DCF of - 950 ps/nm						1						1	\$0.00
15216-DCU-1150=	DCF of -1150 ps/nm and 8dB loss					1		1	2	1			5	\$0.00
15216-DCU-1350=	DCF of -1350 ps/nms					1	1						2	\$0.00
15216-FLD-4-58.9	Edge 4-Ch Bi-Directional OADM Mod 1558.98 to 1561.42	1	2	2	1								6	\$0.00
15216-HD-EXT-PNL	Edge Mounting Bracket	1	1	1	1								4	\$0.00
15216-LC-LC-20=	Fiber patchcord - LC to LC - 8m					2							2	\$0.00
15216-ATT-LC-10=	Bulk Attenuator - LC Connector - 10dB	1	2	2	2	3	3	1	2				16	\$0.00
15454-LC-LC-2=	Fiber patchcord - LC to LC - 2m	10	23	28	19	26	32	11	7	6	20		182	\$0.00
<b>Hardware - Service Cards</b>														
15454-OTU2-XP=	4 X OTN 10G MR TRANSPONDER	1	1	1	1								4	\$0.00
15454-10GE-XPE=	4x10GE Enhanced Crossponder						4				1		5	\$0.00
15454-GE-XPE=	20 GBE ENHANCED CROSSPONDER	1	1	2	1	2	1	2			1		11	\$0.00
ONS-XC-10G-SR-MM=	XFP - 10GE/10G FC - 850 SR - MM LC						4				1		5	\$0.00

ONS-XC-10G-S1=	XFP - OC192/STM64/10GE - 1310 SR - SM LC	1	2	2	1					1	7	\$0.00
ONS-XC-10G-C=	XFP - 10G MultiRate Full C Band Tuneable DWDM XFP, 50 Ghz, LC	2	4	6	3	4	6	3		1	29	\$0.00
ONS-SE-ZE-EL=	SFP - 10/100/1000 Ethernet BaseT Multi-rate Copper RJ45					2	2			1	5	\$0.00
ONS-SE-G2F-LX=	SFP - GE/1G-FC/2G-FC/HDTV - 1310nm - SM - LC	2	2	4	2	4	2	4		1	21	\$0.00
<b>SmartNet - Chassis and Commons</b>												
<b>Product Number</b>	<b>Product Description</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	
CON-SNT-15454M6S	SMARTNET 8X5XNBD 6 svc slot MSTP shelf,incl M-SHIPKIT	1	1	2	1	3	3	1	1	1	14	\$0.00
CON-SNT-15454CK9	SMARTNET 8X5XNBD Transport Node Controller for M2	2	2	2	2	6	6	2	2	1	25	\$0.00
CON-SNT-15454MT	SMARTNET 8X5XNBD Transport Shelf Controller			2						2	5	\$0.00
CON-SNT-1545SMR2	SMARTNET 8X5XNBD 40Chs Single Module	1	2	2	2	3	3	1		1	15	\$0.00
CON-SNT-6MD40D	SMARTNET 8X5XNBD ONS 15216 40ch Mux Demux Patch Panel Odd	1	2	2	2	3	3	1			14	\$0.00
CON-SNT-4PP4SMR	No Description Available					1	1				2	\$0.00
CON-SNT-OPTAMPC	SMARTNET 8X5XNBD ONS 15454 Enhanced Optical Amplifier								2		3	\$0.00
CON-SNT-15454OPB	8x5xNBD Svc, 15454 Pre-Amp/Booster Mod									2	3	\$0.00
CON-SNT-15454SM	8x5xNBD Svc, 15454 Combiner and Separator with OSC									2	3	\$0.00
CON-SNT-1551510	SMARTNET 8X5XNBD SFP - OC3/STM1 CWDM	1	2	2	2	3	3	1	2	1	17	\$0.00
CON-SNT-216DCUSA	SMARTNET 8X5XNBD Mechanical shelf (housing 2 DCM)	1	2	2	2	3	3	1	2	2	18	\$0.00
CON-SNT-216DC100	SMARTNET 8X5XNBD DCF of -100 ps/nm		1	2	1	1		1		1	7	\$0.00
CON-SNT-216DCU350	SMARTNET 8X5XNBD DCF of -350 ps/nm an						1		1		2	\$0.00
CON-SNT-216DC	SMARTNET 8X5XNBD DCF of -450 ps/nm					1					1	\$0.00
CON-SNT-216DC550	SMARTNET 8X5XNBD DCF of -550 ps/nm		1	1		1	2			1	6	\$0.00
CON-SNT-15216-DCU	SMARTNET 8X5XNBD DCF of -750 ps/nm an	1	1	1	1		1			1	6	\$0.00
CON-SNT-15216D95	SMARTNET 8X5XNBD DCF of -950 ps/nm					1					1	\$0.00
CON-SNT-216DCU115	SMARTNET 8X5XNBD DCF of -1150 ps/nm a				1			1	2	1	5	\$0.00
CON-SNT-DCU1350	SMARTNET 8X5XNBD DCF of -1350 ps/nms					1	1				2	\$0.00
CON-SNT-152FLD45	SMARTNET 8X5XNBD Edge 4-Ch Bi-Directional OADM Mod 1558	1	2	2	1						6	\$0.00
<b>Smart Net - Service Cards</b>												
CON-SNT-1545XPE	SMARTNET 8X5XNBD 4x10GE Enhanced Crossponder						4				5	\$0.00
CON-SNT-15454GE	SMARTNET 8X5XNBD 20 GBE ENHANCED CROSSPONDER	1	1	2	1	2	1	2		1	11	\$0.00
CON-SNT-15454OT	SMARTNET 8X5XNBD 4 X OTN 10G MR TRANS	1	1	1	1						4	\$0.00
CON-SNT-N10GSRM	SMARTNET 8X5XNBD XFP - 10GE/10G FC -850						4			1	5	\$0.00
CON-SNT-ONS10GS1	SMARTNET 8X5XNBD XFP - OC192/STM64/10	1	2	2	1					1	7	\$0.00
CON-SNT-XC10GC	No Description Available	2	4	6	3	4	6	3		1	29	\$0.00
CON-SNT-NSSEZEEL	SMARTNET 8X5XNBD SFP10/100/1000 Et Tmultirate copper rj45					2	2			1	5	\$0.00
CON-SNT-SEG2FLX	SMARTNET 8X5XNBD SFP - GE/1G-FC/2G-FC	2	2	4	2	4	2	4		1	21	\$0.00
<b>Edge Security/R&amp;S</b>												
<b>Product Number</b>	<b>Product Description</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	<b>Quan</b>	
CISCO3945-SEC/K9	Cisco 3945 Security Bundle w/SEC license PAK	2	2	2	2	2	4	2	2	1	19	\$0.00
3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bezel included)	2	2	2	2	2	4	2	2	1	19	\$0.00
C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR	2	2	2	2	2	4	2	2	1	19	\$0.00
MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) for Cisco 3925/3945 ISR (Default)	2	2	2	2	2	4	2	2	1	19	\$0.00
MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR	2	2	2	2	2	4	2	2	1	19	\$0.00
PWR-3900-AC	Cisco 3925/3945 AC Power Supply	2	2	2	2	2	4	2	2	1	19	\$0.00
SL-39-IPB-K9	IP Base License for Cisco 3925/3945	2	2	2	2	2	4	2	2	1	19	\$0.00
SL-39-SEC-K9	Security License for Cisco 3900 Series	2	2	2	2	2	4	2	2	1	19	\$0.00
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	4	4	4	4	4	8	4	4	1	37	\$0.00
CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B	2	2	2	2	2	4	2	2	1	19	\$0.00
CON-SNT-3945SEC	SMARTNET 8X5XNBD Cisco 3945 Security Bundle w/SEC license	2	2	2	2	2	4	2	2	1	19	\$0.00
ISR-CCP-CD	Cisco Config Professional on CD, CCP-Express on Router Flash	2	2	2	2	2	4	2	2	1	19	\$0.00
PWR-3900-AC/2	Cisco 3925/3945 AC Power Supply (Secondary PS)	2	2	2	2	2	4	2	2	1	19	\$0.00
S39UK9-15101T	Cisco 3925-3945 IOS UNIVERSAL	2	2	2	2	2	4	2	2	1	19	\$0.00
SL-39-DATA-K9	Data License for Cisco 3900 Series	2	2	2	2	2	4	2	2	1	19	\$0.00
											<b>Grand Total</b>	<b>\$0.00</b>

---

Authorized Signature

---

Date

RETURN COMPLETED PROPOSAL FORM WITH ATTACHED SUPPORTING DOCUMENTATION TO:

HEALTH INFORMATION EXCHANGE OF MONTANA, INC.

REFERENCE RFP-05

ATTENTION: KIP SMITH

310 SUNNYVIEW LANE

KALISPELL, MT 59901