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KEMP Option 2 – LM-x15 with 7 yrs of enterprise support

Sales Quote: Q082219JS-OPT2  
Date: 10/23/19  
Shipping Terms: FOB Origin  
Payment Terms: Net 30  
Sales Quote is valid for 30 days

Buyer: Webb County  
Name: Gus Ornelas  
Phone: 956-523-4893  
Email: [gornelas@webbcountytx.gov](mailto:gornelas@webbcountytx.gov)

Regarding tariff impacts on IPS contract quotes, Insight is communicating with the contract holder to minimize the impact of these tariffs to our clients.

Part Number	Description	Quantity	List Price	Discount	Unit Price	Extended Price
EN3-LM-X15-TIP	TRADE IN HDWR & 3YR EN SUP SVCS 7X24SUP ESP K360 VIS&CEN	2	\$ 14,877.00	8%	\$ 13,686.84	\$ 27,373.68
EN-LM-X15	1 YR ENTERPRISE SUBSC FOR LMX15 MLIC 7X24SUP ESP K360 VIS&CEN	2	\$ 2,900.00	8%	\$ 2,668.00	\$ 5,336.00
EN3-LM-X15	3YR ENTERPRISE SUBSC FOR LMX15 MLIC 7X24SUP ESP K360 VIS&CEN	2	\$ 7,830.00	8%	\$ 7,203.60	\$ 14,407.20
LM-SFP-SR	DS LOADMASTER SFP+ SR PERP 10GBASE-SR 850NM UP TO 300M	4	\$ 890.00	8%	\$ 818.80	\$ 3,275.20
			\$ -	0%	\$ -	\$ -
			\$ -	0%	\$ -	\$ -
			\$ -	0%	\$ -	\$ -
THE TERMS AND CONDITIONS AND RETURN POLICY AND PROCEDURES SET FORTH ON <a href="http://www.insight.com/pages/legal.web#">www.insight.com/pages/legal.web#</a> ARE SPECIFICALLY INCORPORATED HEREIN.						

The U.S. government has imposed tariffs on technology-related goods. Many of Insight's OEM and distribution partners have notified Insight that these tariffs will result in frequent and significant price increases. Some of our major partners have already provided Insight with cost increases, in some instances multiple times per day, while other providers are still assessing their situations. Due to the situation it is possible this quote may be subject to cost changes for Insight which will necessitate changes to the quoted pricing or withdrawal of the quote.

TOTAL \$50,392.08