



2/18/2026

Network Switch Replacement Project

Prepared for: City of Watertown Wastewater Department

Delivered by:

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Executive Summary

This is an update to the budgetary proposal we presented in 2024 for new Aruba switches. There are several legacy switches in various buildings throughout the Wastewater campus. These have been in production for quite some time and have reached the End-of-Support status with the respective manufacturers. There is a mix of HPE, Aruba, Netgear, and Juniper switches. We recommend standardizing with new Aruba CX switches to simplify management on a supported platform from an enterprise grade solution.

Aruba CX is our preferred switch technology based on the performance, reliability, and management considerations. We have been standardizing with new Aruba CX series switches across most departments throughout the City of Watertown. Our proposed switches support 10Gb connectivity at the core with 10Gb uplink connections to all of the access switches at each respective location. This will result in a performance boost and future proof the network.

Please review the following pricing summary, which is broken down by switch location and function, and let me know of any questions. It should be noted that one of the switches in our original design was already purchased separately but has not yet been deployed. The installation and deployment of this switch is accounted for in the Statement of Work and labor estimate included below. However, the hardware cost of this switch has been removed.

Thank you for your consideration. We greatly appreciate the opportunity to work with the Watertown Wastewater Dept, and serve as your trusted technology partner.

Statement of Work

Work Detail
Survey all current switches in current states to verify configuration and possible needed hardware/parts (ONSITE)
Audit current switches and create network map
Configure 5 switches (Aruba 6300 core, 3 x Aruba 6200F* access switches, and 1 Aruba 6100 access switch)
<i>*NOTE: One of these Aruba 6200F switches has already been ordered and is awaiting installation. While the equipment is not included in this proposal, the labor to configure and install this switch is accounted for in this scope of work and labor estimate</i>
Install 5 Switches (2 ENGINEERS 1 DAY)
Documentation of new switches; create network map and documentation for customer

Total Project Labor Estimate = 48 hours

Pricing Summary

1.) Main Office – Core Switch

This is where the fiber will terminate for all the campus buildings, as well as new server uplinks. This new Aruba 6300M is recommended to replace the old HPE 4000M and Juniper switches for a consolidated core.

QTY	ITEM/DESCRIPTION	MSRP (UNIT)	SALES PRICE (UNIT)	SALES PRICE (EXTENDED)
1	<p>Aruba CX 6300M 24-port 10Gb SFP+ and 4-port SFP56 Switch – <i>Recommended for Core</i></p> <ul style="list-style-type: none"> 1U Rack mountable switch includes 24 x 1G/10G SFP+ ports + 4 x 1G/10G/25G SFP56 uplink ports 1 x console port, 1 x OOBM port, 1 x USB Type A Host port, 1 x Bluetooth dongle to be used with CX Mobile App 2 field-replaceable, hot-swappable power supply slots (power supplies not included) Stackable (VSF) Layer 3 switches with BGP, EVPN, VXLAN, VRF, and OSPF with robust security and QoS High performance 880 Gbps system switching capacity, 660 MPPS of system throughput and up to 200 Gbps stacking bandwidth AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine One touch deployment with the Aruba CX Mobile App Aruba NetEdit support for automated configuration and verification Secure and simple access for users & IoT with Aruba Dynamic Segmentation Limited Lifetime Warranty included 	\$ 28,619.00	\$ 10,686.00	\$ 10,686.00
2	Aruba X371 250W 12VDC Power Supply for 3810M/6300M Switch – 2x <i>Power Supplies required for redundancy</i>	\$ 758.00	\$ 336.00	\$ 672.00
14	<p>OSI Aruba J4858D Compatible 1000Base-SX SFP 850nm 500m Duplex LC MMF Optical Transceiver Module for Aruba 6300M and 6200F switches – <i>14 needed for connections to remote buildings</i></p> <p>All of FluxLight's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</p>	---	\$ 15.00	\$ 210.00
14	OSI 2M LC-ST Duplex Multi Mode OM1 Fiber Patch Cable	---	\$ 15.00	\$ 210.00
9	<p>OSI Aruba J9150D Compatible 10GBase-SR SFP+ 850nm 300m DOM Duplex LC MMF Optical Transceiver Module – <i>Needed for VMware host server connections</i></p> <p>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</p>	---	\$ 40.00	\$ 360.00
4	<p>OSI Aruba JL748A Compatible 10G SFP+ LC SR 300m MMF TAA Transceiver – <i>4 needed for 10Gb switch connections</i></p> <p>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</p>	---	\$ 27.00	\$ 108.00
48	1M Cat 6 Patch Cables	---	\$ 3.50	\$ 168.00
	Subtotal			\$ 12,414.00

2.) Main Office – SCADA Ethernet Access Switch

This access switch is needed for the Ethernet (RJ45) connections on the existing HPE 4000M switch, which has ~16 BaseT ports, with 10-11 in use

QTY	ITEM/DESCRIPTION	MSRP (UNIT)	SALES PRICE (UNIT)	SALES PRICE (EXTENDED)
1	Aruba CX 6100 24G and 4-port SFP+ Switch: <ul style="list-style-type: none"> • 1U Rack mountable switch includes 24 x 10/100/1000BaseT Ports + 4 x 1G/10G SFP+ uplink ports • 1 x USB-C console port, 1 x OOBM port, 1 x USB Type A Host port, 1 x RJ45 Console Port • Internal, fixed, power supply • Scalability with 8-member switch VSF stacking (with other 24/48p 6200F and 6200M switches only) • Enterprise-class connectivity with support for ACLs, robust QoS and common protocols such as static and Access OSPF routing • AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine • Simple, one touch deployment with the Aruba CX Mobile App • Aruba NetEdit support for automated configuration and verification • Secure and simple access for users & IoT with Aruba Dynamic Segmentation • Limited Lifetime Warranty included 	\$ 3,271.00	\$ 1,554.00	\$ 1,554.00
4	Aruba 10G SFP+ to SFP+ 1m DAC Cable – <i>Needed for connection to 6300M Core</i>	\$ 164.00	\$ 78.00	\$ 312.00
	Subtotal			\$ 1,866.00

3.) Wastewater Maintenance Building (#30)

There currently is an 8-port 2530 and a 24-port Netgear with only six ports connected.

QTY	ITEM/DESCRIPTION	MSRP (UNIT)	SALES PRICE (UNIT)	SALES PRICE (EXTENDED)
1	Aruba CX 6200F 24G Class 4 PoE (370W) and 4-port SFP+ Switch: <ul style="list-style-type: none"> • 1U Rack mountable switch includes 24 x 10/100/1000BaseT Ports supporting up to 30W per port + 4 x 1G/10G SFP+ uplink ports • 1 x USB-C console port, 1 x OOBM port, 1 x USB Type A Host port, 1 x RJ45 Console Port • Internal, fixed, power supply (500W) • Scalability with 8-member switch VSF stacking (with other 24/48p 6200F and 6200M switches only) • Enterprise-class connectivity with support for ACLs, robust QoS and common protocols such as static and Access OSPF routing • AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine • Simple, one touch deployment with the Aruba CX Mobile App • Aruba NetEdit support for automated configuration and verification • Secure and simple access for users & IoT with Aruba Dynamic Segmentation • Limited Lifetime Warranty included 	\$ 6,468.00	\$ 3,072.00	\$ 3,072.00

2	OSI Aruba J4858D Compatible 1000BASE-SX SFP Multi Mode Fiber Optic Duplex LC Connection Transceiver (300m reach) for Aruba 6300M and 6200F switches – <i>Needed for connection to core</i> <i>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</i>	---	\$ 15.00	\$ 30.00
2	OSI 3M LC-ST Duplex Multi Mode OM1 Fiber Patch Cable	---	\$ 16.00	\$ 32.00
Subtotal				\$ 3,134.00

4.) Water Maintenance Building (#28)

They currently have a 24-port 2920, and it's pretty full, plus the SCADA switch with two devices.

QTY	ITEM/DESCRIPTION	MSRP (UNIT)	SALES PRICE (UNIT)	SALES PRICE (EXTENDED)
1	Aruba 6200F 48G Class 4 PoE (370W) and 4SFP+ Managed Layer 3 Switch: <ul style="list-style-type: none"> 1U Rack mountable switch includes 48 x 10/100/1000 Base-T Class 4 PoE+ ports supporting up to 30W per port + 4x 1G/10G SFP+ uplink ports 1 x USB-C console port, 1 x OOBM port, 1 x USB Type A Host port, 1 x RJ45 Console Port Internal, fixed, power supply (500W) Scalability with 8-member switch VSF stacking (with other 24/48p 6200F and 6200M switches only) Enterprise-class connectivity with support for ACLs, robust QoS and common protocols such as static and Access OSPF routing AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine Simple, one touch deployment with the Aruba CX Mobile App Aruba NetEdit support for automated configuration and verification Secure and simple access for users & IoT with Aruba Dynamic Segmentation Limited Lifetime Warranty included 	\$ 9,849.00	\$ 4,678.00	\$ 4,678.00
2	OSI J4858D Aruba Compatible 1000BASE-SX SFP Multi Mode Fiber Optic Duplex LC Connection Transceiver (300m reach) for Aruba 6300M and 6200F switches – <i>Needed for connection to core</i> <i>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</i>	---	\$ 15.00	\$ 30.00
2	OSI 1M LC-ST Duplex Multi Mode Fiber Patch Cable	---	\$ 14.00	\$ 28.00
Subtotal				\$ 4,736.00

5.) WIN Professional Services - Labor Estimate

QTY	Description	MSRP (Unit)	Sales Price (Unit)	Sales Price (Extended)
48 hrs	WIN Professional Services – Estimated Digicorp labor required to complete the SOW listed above	\$ 220.00 /hr	\$ 155.00 /hr	\$ 7,440.00
Subtotal				\$ 7,440.00

Total Project Estimate = \$29,590

PROJECT NOTES: Freight costs are not included.

The quoted labor costs are estimated and will be billed on a T&M basis. The labor involved with this project is estimated for budgetary planning purposes and will be billable on a T&M basis. Travel charges for onsite work are not included in the estimate but are available on a T&M basis at \$105 /hour.

Quoted equipment pricing is contingent upon product availability at the time of Purchase Order placement. In the event stock is unavailable, pricing may be subject to change.

One Aruba 6200F switch (to replace existing Netgear switches) has already been ordered and is awaiting installation/deployment. While the switch itself is not included in the equipment pricing, the labor to configure and install this switch is accounted for in this scope of work and labor estimate.

Any changes to the bill-of-materials or project scope in this proposal will have an impact on final costs.

Pricing is valid through 2/28/26.

Agreement

This Statement of Work ("SOW") is entered into as of the date of signature below ("Effective Date") between WIN IT Services, LLC, a Wisconsin limited liability company ("Service Provider"), and the customer identified below ("Client"), and is subject to the terms and conditions of the master service agreement between Service Provider and Client, or if no master service agreement has been executed then to the terms and conditions located at <https://www.wintechnology.com/it-services-schedule/>.

Service Provider will provide to Client the Services identified in this SOW, for the estimated prices set forth in the Pricing Summary above. Except as otherwise set forth in the SOW, Service Provider will bill Client for one-time services or project work following execution of this SOW, with payment due upon receipt of invoice. Client acknowledges that actual charges may differ from the estimated amounts herein due to variability in labor hours expended. Unless otherwise specified above, any hardware or software pricing contained herein is valid for thirty (30) days from the date set forth on the first page hereof (the "Proposal Date"). If this SOW is signed by Client more than thirty (30) days after the Proposal Date, Service Provider may choose to accept in its sole discretion, provided that pricing is subject to change.

IN WITNESS WHEREOF, the Client accepts the terms of this SOW as of the Effective Date.

Customer Legal Name: City of Watertown

SIGNATURE

PRINT NAME

TITLE

DATE