

Attachment A -
Xirrus/Hayes Pricing

Product Number	Description	List Price	Contract Discount	State of Florida Price
Wi-Fi Array Hardware and Support				
XN4 - Wi-Fi Arrays				
XN4	<p>4 radio 802.11a/b/g/n Wi-Fi Array hardware.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi Controller <ul style="list-style-type: none"> - 1 Gbps Bandwidth - 1 Gbps Encryption Capability ○ 1 10/100/1000 Ethernet Uplink ○ 4 802.11a/b/g/n Wi-Fi Radios (Modular) ○ 12 internal 2.4GHz high gain directional antennas ○ 12 internal 5GHz high gain directional antennas ○ 1 integrated Threat Sensor with omni-directional antenna • Requires purchase of AO-4ABGN or AO-4ABG software, one per Array. • Uses PoGE power. Order XP power injector of any type. • Includes 5 year Hardware Product Warranty. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). 	\$2,250.00	10%	\$2,025
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$67.50	4%	\$65
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$135.00	4%	\$130
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$202.50	4%	\$194
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$22.50	4%	\$22
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$45.00	4%	\$43
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$67.50	4%	\$65
Wi-Fi Array Software and Support				
XN4 - ArrayOS abg+n				
AO-4ABGN	<p>802.11a/b/g+n ArrayOS Software for XN4 Wi-Fi Arrays. Order one copy for each XN4 Array if 802.11n functionality desired.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi controller software ○ Wi-Fi firewall ○ Spectrum analyzer ○ Automatic RF tuning (channel, cell size) ○ IDS/IPS services ○ Basic location services • Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete.** 	\$2,250.00	10%	\$2,025
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$202.50	4%	\$194
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$405.00	4%	\$389
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$607.50	4%	\$583
SU-ARRAYOS-STD-1	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.	\$67.50	4%	\$65
SU-ARRAYOS-STD-3	3 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.	\$135.00	4%	\$130
SU-ARRAYOS-STD-5	5 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.	\$202.50	4%	\$194
XN4 - ArrayOS abg only				
AO-4ABG	<p>802.11a/b/g ArrayOS Software for XS4 or XN4 Wi-Fi Arrays. Order one copy for each XN4 Array if 802.11 abg only functionality is desired.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi controller software ○ Wi-Fi firewall ○ Spectrum analyzer ○ Automatic RF tuning (channel, cell size) ○ IDS/IPS services ○ Basic location services • Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete.** 	\$1,750.00	10%	\$1,575
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$157.50	4%	\$151
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$315.00	4%	\$302
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$472.50	4%	\$454
SU-ARRAYOS-STD-1	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.	\$52.50	4%	\$50
SU-ARRAYOS-STD-3	3 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.	\$105.00	4%	\$101

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SU-ARRAYOS-STD-5	5 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.	\$157.50	4%	\$151
Wi- Fi Array Hardware and Support				
XN8 - Wi-Fi Arrays				
XN8	<p>8 radio 802.11a/b/g/n Wi-Fi Array hardware.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ◦ Wi-Fi Controller <ul style="list-style-type: none"> - 2 Gbps Bandwidth - 2 Gbps Encryption Capability ◦ 2 10/100/1000 Ethernet Uplinks ◦ 8 Wi-Fi Radios: 4 802.11a/b/g/n and 4 802.11a/n (Modular) ◦ 12 internal 2.4GHz high gain directional antennas ◦ 24 internal 5GHz high gain directional antennas ◦ 1 integrated Threat Sensor with omni-directional antenna • Requires purchase of AO-8ABGN or AO-8ABG software, one per Array. • Uses AC or PoGE power. Order XP power injector supporting 70W or greater if using PoGE power. Order XS-PWR-NA if using AC power. • Includes 5 year Hardware Product Warranty. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair) 	\$3,750.00	10%	\$3,375
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$112.50	4%	\$108
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$225.00	4%	\$216
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$337.50	4%	\$324
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$37.50	4%	\$36
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$75.00	4%	\$72
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$112.50	4%	\$108
Wi- Fi Array Software and Support				
XN8 - ArrayOS abg+n				
AO-8ABGN	<p>802.11a/b/g+n ArrayOS Software for XN8 Wi-Fi Arrays. Order one copy for each XN8 Array if 802.11n functionality desired.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ◦ Wi-Fi controller software ◦ Wi-Fi firewall ◦ Spectrum analyzer ◦ Automatic RF tuning (channel, cell size) ◦ IDS/IPS services ◦ Basic location services • Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete.** 	\$3,750.00	10%	\$3,375
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$337.50	4%	\$324
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$675.00	4%	\$648
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,012.50	4%	\$972
SU-ARRAYOS-STD-1	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.	\$112.50	4%	\$108
SU-ARRAYOS-STD-3	3 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.	\$225.00	4%	\$216
SU-ARRAYOS-STD-5	5 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.	\$337.50	4%	\$324
XN8 - ArrayOS abg only				
AO-8ABG	<p>802.11a/b/g ArrayOS Software for XS8 or XN8 Wi-Fi Arrays. Required to order one copy for each XS8 Array. Order either AO-8ABG or AO-8ABGN for each XN8 Array.</p> <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ◦ Wi-Fi controller software ◦ Wi-Fi firewall ◦ Spectrum analyzer ◦ Automatic RF tuning (channel, cell size) ◦ IDS/IPS services ◦ Basic location services • Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete ** 	\$2,750.00	10%	\$2,475
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$247.50	4%	\$238
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$495.00	4%	\$475
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$742.50	4%	\$713
SU-ARRAYOS-STD-1	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.	\$82.50	4%	\$79

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Product Number	Description	List Price	Contract Discount	State of Florida Price
SU-ARRAYOS-STD-3	3 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.	\$165.00	4%	\$158
SU-ARRAYOS-STD-5	5 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.	\$247.50	4%	\$238
Wi- Fi Array Hardware and Support				
XS4 - Wi-Fi Arrays				
XS4	4 radio 802.11a/b/g Wi-Fi Array hardware. <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi Controller <ul style="list-style-type: none"> - 1 Gbps Bandwidth - 1 Gbps Encryption Capability ○ 1 10/100/1000 Ethernet Uplink ○ 4 802.11a/b/g Wi-Fi Radios (Modular) ○ 4 internal 2.4GHz high gain directional antennas ○ 4 internal 5GHz high gain directional antennas ○ 1 integrated Threat Sensor with omni-directional antenna • Requires purchase AO-4ABG software, one per Array. • Uses PoGE power. Order XP power injector of any type. • Includes 5 year Hardware Product Warranty. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). 	\$1,750.00	10%	\$1,575
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$52.50	4%	\$50
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$105.00	4%	\$101
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$157.50	4%	\$151
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$17.50	4%	\$17
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$35.00	4%	\$34
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$52.50	4%	\$50
Wi- Fi Array Software and Support				
XS4 - ArrayOS abg only				
AO-4ABG	802.11a/b/g ArrayOS Software for XS4 or XN4 Wi-Fi Arrays. Required to order one copy for each XS4 Array. Order either AO-4ABG or AO-4ABGN for each XN4 Array. <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi controller software ○ Wi-Fi firewall ○ Spectrum analyzer ○ Automatic RF tuning (channel, cell size) ○ IDS/IPS services ○ Basic location services • Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete** 	\$1,750.00	10%	\$1,575
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$157.50	4%	\$151
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$315.00	4%	\$302
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$472.50	4%	\$454
SU-ARRAYOS-STD-1	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.	\$52.50	4%	\$50
SU-ARRAYOS-STD-3	3 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.	\$105.00	4%	\$101
SU-ARRAYOS-STD-5	5 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.	\$157.50	4%	\$151
Wi- Fi Array Hardware and Support				
XS8 - Wi-Fi Arrays				
XS8	8 radio 802.11a/b/g Wi-Fi Array hardware. <ul style="list-style-type: none"> • Includes: <ul style="list-style-type: none"> ○ Wi-Fi Controller <ul style="list-style-type: none"> - 2 Gbps Bandwidth - 2 Gbps Encryption Capability ○ 2 10/100/1000 Ethernet Uplinks ○ 8 Wi-Fi Radios: 4 802.11a/b/g and 4 802.11a (Modular) ○ 4 internal 2.4GHz high gain directional antennas ○ 8 internal 5GHz high gain directional antennas ○ 1 integrated Threat Sensor with omni-directional antenna • Requires purchase AO-8ABG software, one per Array. • Uses AC or PoGE power. Order XP power injector of any type if using PoGE power. Order XS-PWR-NA if using AC power. • Includes 5 year Hardware Product Warranty. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). 	\$2,750.00	10%	\$2,475
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$82.50	4%	\$79

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SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$165.00	4%	\$158
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$247.50	4%	\$238
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$27.50	4%	\$26
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$55.00	4%	\$53
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$82.50	4%	\$79
Wi- Fi Array Software and Support				
XS8 - ArraysOS				
AO-8ABG	802.11a/b/g ArrayOS Software for XS8 or XN8 Wi-Fi Arrays. Required to order one copy for each XS8 Array. Order either AO-8ABG or AO-8ABGN for each XN8 Array. <ul style="list-style-type: none"> Includes: <ul style="list-style-type: none"> Wi-Fi controller software Wi-Fi firewall Spectrum analyzer Automatic RF tuning (channel, cell size) IDS/IPS services Basic location services Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete.** 	\$2,750.00	10%	\$2,475
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$247.50	4%	\$238
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$495.00	4%	\$475
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$742.50	4%	\$713
SU-ARRAYOS-STD-1	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.	\$82.50	4%	\$79
SU-ARRAYOS-STD-3	3 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.	\$165.00	4%	\$158
SU-ARRAYOS-STD-5	5 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.	\$247.50	4%	\$238
Wi- Fi Array Hardware and Support				
XS16 - Wi-Fi Arrays				
XS16	16 radio 802.11a/b/g Wi-Fi Array hardware. <ul style="list-style-type: none"> Includes: <ul style="list-style-type: none"> Wi-Fi Controller <ul style="list-style-type: none"> 2 Gbps Bandwidth 2 Gbps Encryption Capability 2 10/100/1000 Ethernet Uplinks 16 Wi-Fi Radios: 4 802.11bg and 12 802.11a (Modular) 4 internal 2.4GHz high gain directional antennas 12 internal 5GHz high gain directional antennas 1 integrated Threat Sensor with omni-directional antenna Requires purchase AO-16ABG software, one per Array. Uses AC or PoGE power. Order XP power injector supporting 70W or greater if using PoGE power. Order XS-PWR-NA if using AC power. Includes 5 year Hardware Product Warranty. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). 	\$4,250.00	10%	\$3,825
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$127.50	4%	\$122
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$255.00	4%	\$245
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$382.50	4%	\$367
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$42.50	4%	\$41
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$85.00	4%	\$82
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$127.50	4%	\$122
Wi- Fi Array Software and Support				
XS16 - ArraysOS				

Attachment A -
Xirrus/Hayes Pricing

Product Number	Description	List Price	Contract Discount	State of Florida Price
AO-16ABG	802.11a/b/g ArrayOS Software for XS16 Wi-Fi Arrays. Required to order one copy for each XS16 Array. <ul style="list-style-type: none"> Includes: <ul style="list-style-type: none"> Wi-Fi controller software Wi-Fi firewall Spectrum analyzer Automatic RF tuning (channel, cell size) IDS/IPS services Basic location services Includes 90 day Software Product Warranty. Order SU-ARRAYOS-PREM for software upgrade support or SU-ARRAYOS-STD for extended warranty (software fixes only). **Must order either SU-ARRAYOS-PREM-1,3,5 or SU-ARRAYOS-STD-1,3,5 to be complete.** 	\$4,250.00	10%	\$3,825
SU-ARRAYOS-PREM-1	1 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$382.50	4%	\$367
SU-ARRAYOS-PREM-3	3 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$765.00	4%	\$734
SU-ARRAYOS-PREM-5	5 Year Premium Support for AO-XXX Software on XS- and XN-series Wi-Fi Arrays. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,147.50	4%	\$1,102
SU-ARRAYOS-STD-1	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.	\$127.50	4%	\$122
SU-ARRAYOS-STD-3	3 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.	\$255.00	4%	\$245
SU-ARRAYOS-STD-5	5 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.	\$382.50	4%	\$367
Upgrades				
UP-ARRAY-4N-A	802.11n Array Hardware Upgrade for XS-3500 or XS4 Arrays to XN4. Requires Serial Number of XS Array provided at time of quote and specified on Purchase Order. XS Array to be returned to Xirrus by time of payment. Requires order of UP-ARRAYOS-4N in addition for 802.11n functionality. Includes 1 Year Hardware Product Warranty.	\$3,000.00	10%	\$2,700
UP-ARRAY-8N-A	802.11n Array Hardware Upgrade for XS-3700 or XS8 Arrays to XN8. Requires Serial Number of XS Array provided at time of quote and specified on Purchase Order. XS Array to be returned to Xirrus by time of payment. Requires order of UP-ARRAYOS-8N in addition for 802.11n functionality. Includes 1 Year Hardware Product Warranty. Note: PoGE injectors XP1-MSI, XP8-MSI, and XP1-MSI-X are compatible with upgraded XN8 Arrays Contact Sales Order Management regarding availability before quoting this product.	\$4,000.00	10%	\$3,600
UP-ARRAYOS-4N	802.11n ArrayOS Software Upgrade for XS-3500, XS4, or XN4 Arrays operating as 802.11a/b/g. Must be ordered together with UP-ARRAY-4N-A hardware upgrade when upgrading XS-3500 or XS4 Arrays and 802.11n functionality required. Includes 90 day Software Product Warranty.	\$500.00	10%	\$450
UP-ARRAYOS-8N	802.11n ArrayOS Software Upgrade for XS-3700, XS8, or XN8 Arrays operating as 802.11a/b/g. Must be ordered together with UP-ARRAY-8N-A hardware upgrade when upgrading XS-3700 or XS8 Arrays and 802.11n functionality required. Includes 90 day Software Product Warranty.	\$1,000.00	10%	\$900
XP Power Systems				
XP1-MSI-75	1 Port 75W Power over Gigabit Ethernet Midspan Injector. Remotely powers 1 XN8, 1 XN4, 1 XS16, 1 XS8, or 1 XS4. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$250.00	10%	\$225
XP1-MSI-75M	1 Port 75W Power over Gigabit Ethernet Midspan Injector with SNMP and Web Management. Remotely powers 1 XN8, 1 XN4, 1 XS16, 1 XS8, or 1 XS4. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Contact Sales Order Management regarding availability before quoting this product.	\$400.00	10%	\$360
XP2-MSI-95M	2 Port 95W per port Power over Gigabit Ethernet Midspan Injector with SNMP and Web Management. Remotely powers 2 Arrays of any model type. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). Contact Sales Order Management regarding availability before quoting this product.	\$950.00	10%	\$855
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$28.50	4%	\$27
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$57.00	4%	\$55
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$85.50	4%	\$82
XP2-RACK-KIT	Kit to mount 1 or 2 XP2-MSI-95M into a 19" rack. Contact Sales Order Management regarding availability before quoting this product.	\$50.00	10%	\$45
XP8-MSI	8 Port 60W per port Power over Gigabit Ethernet Midspan Injector. Rack mountable, 1U chassis. Remotely powers up to 8 XN4, 8 XS4, 8 XS8, or 4 XS16 Arrays. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$2,000.00	10%	\$1,800
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$60.00	4%	\$58

Attachment A -
Xirrus/Hayes Pricing

Product Number	Description	List Price	Contract Discount	State of Florida Price
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$120.00	4%	\$115
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$180.00	4%	\$173
XP8-MSI-70M	8 Port 70W per port Power over Gigabit Ethernet Midspan Injector with SNMP and Web Management. Rack mountable, 1U chassis. Remotely powers up to 8 Arrays of any model type. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair). Contact Sales Order Management regarding availability before quoting this product.	\$2,800.00	10%	\$2,520
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$84.00	4%	\$81
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$168.00	4%	\$161
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$252.00	4%	\$242
XS-PWR-NA	North American power cord. Must be associated with order of powered XN, XS, XP, XE, or XM product.	\$0.00	4%	\$0
XMS Management Software				
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-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only).	\$5,000.00	10%	\$4,500
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$600.00	4%	\$576
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,200.00	4%	\$1,152
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,800.00	4%	\$1,728
XA-3300-CC-50	XMS (Xirrus Management System) and 50 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-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only).	\$10,000.00	4%	\$9,600
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,200.00	4%	\$1,152
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$2,400.00	4%	\$2,304
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$3,600.00	4%	\$3,456
XA-3300-CC-SL	XMS (Xirrus Management System) and unlimited Wi-Fi Array Site License to operate on customer-supplied server. See data sheet for recommended server specifications. Includes Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only).	\$15,000.00	10%	\$13,500
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,800.00	4%	\$1,728
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$3,600.00	4%	\$3,456
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$5,400.00	4%	\$5,184
XMS Management Platforms				
XM-3320-20	XMS (Xirrus Management System) Linux-based appliance and 20 Wi-Fi Array License. XM-3320 hardware platform supports management of up to 100 Arrays. Rack mountable, 1U chassis. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Includes 1 year Hardware and 90 day Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only). Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$9,000.00	10%	\$8,100
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$270.00	4%	\$259
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$540.00	4%	\$518
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$810.00	4%	\$778
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$90.00	4%	\$86
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$180.00	4%	\$173
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$270.00	4%	\$259
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,080.00	4%	\$1,037
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$2,160.00	4%	\$2,074
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$3,240.00	4%	\$3,110

Attachment A -
Xirrus/Hayes Pricing

Product Number	Description	List Price	Contract Discount	State of Florida Price
XM-3320-50	XMS (Xirrus Management System) Linux-based appliance and 50 Wi-Fi Array License. XM-3320 hardware platform supports management of up to 100 Arrays. Rack mountable, 1U chassis. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Includes 1 year Hardware and 90 day Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only). Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$14,000.00	10%	\$12,600
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$420.00	4%	\$403
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$840.00	4%	\$806
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$1,260.00	4%	\$1,210
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$140.00	4%	\$134
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$280.00	4%	\$269
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$420.00	4%	\$403
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$1,680.00	4%	\$1,613
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$3,360.00	4%	\$3,226
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$5,040.00	4%	\$4,838
XM-3320-SL	XMS (Xirrus Management System) Linux-based appliance and Wi-Fi Array Site License. XM-3320 hardware platform supports management of up to 100 Arrays. Rack mountable, 1U chassis. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Includes 1 year Hardware and 90 day Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only). Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$19,000.00	10%	\$17,100
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$570.00	4%	\$547
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$1,140.00	4%	\$1,094
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$1,710.00	4%	\$1,642
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$190.00	4%	\$182
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$380.00	4%	\$365
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$570.00	4%	\$547
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$2,280.00	4%	\$2,189
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$4,560.00	4%	\$4,378
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$6,840.00	4%	\$6,566
XM-3340-SL	XMS (Xirrus Management System) Linux-based appliance and Wi-Fi Array Site License. XM-3340 hardware platform supports management of up to 250 Arrays. Rack mountable, 1U chassis. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Includes 1 year Hardware and 90 day Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only). Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$26,000.00	10%	\$23,400
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$780.00	4%	\$749
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$1,560.00	4%	\$1,498
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$2,340.00	4%	\$2,246
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$260.00	4%	\$250
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$520.00	4%	\$499
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$780.00	4%	\$749
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$3,120.00	4%	\$2,995
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$6,240.00	4%	\$5,990
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$9,360.00	4%	\$8,986

Attachment A -
Xirrus/Hayes Pricing

Product Number	Description	List Price	Contract Discount	State of Florida Price
XM-3360-SL	XMS (Xirrus Management System) Linux-based appliance and Wi-Fi Array Site License. XM-3360 hardware platform supports management of up to 500 Arrays. Rack mountable, 2U chassis. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed. Includes 1 year Hardware and 90 day Software Product Warranty. Order SU-APPLICATIONS-PREM for software upgrade support or SU-APPLICATIONS-STD for extended warranty (software fixes only). Order SU-HARDWARE-PREM for advanced replacement support or SU-HARDWARE-STD for extended warranty (return and repair).	\$44,000.00	10%	\$39,600
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$1,320.00	4%	\$1,267
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$2,640.00	4%	\$2,534
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$3,960.00	4%	\$3,802
SU-HARDWARE-STD-1	1 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$440.00	4%	\$422
SU-HARDWARE-STD-2	2 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$880.00	4%	\$845
SU-HARDWARE-STD-3	3 Year Array hardware warranty extension after 5 year warranty expiration. Does not include advanced replacement. Applicable to XN- and XS-series Arrays only.	\$1,320.00	4%	\$1,267
SU-APPLICATIONS-PREM-1	1 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$5,280.00	4%	\$5,069
SU-APPLICATIONS-PREM-3	3 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$10,560.00	4%	\$10,138
SU-APPLICATIONS-PREM-5	5 Year Premium Support for Xirrus XA and XM management products. Includes priority phone/e-mail support, software fixes, and unlimited software upgrades.	\$15,840.00	4%	\$15,206
Accessories				
XS-BKT-WALL-3500	Wall Mounting Bracket for XN4, XS4 and XS-3500 Wi-Fi Arrays	\$120	10%	\$108
XS-BKT-WALL-3900-3700	Wall Mounting Bracket for XN8, XS16, XS8, XS-3900 and XS-3700 Wi-Fi Arrays	\$200	10%	\$180
XE-2020	Indoor Enclosure, Ceiling Tile Drop-In or Surface Mount, 2'x2', Lockable Door. Fits all Array models. Requires XE-1000 mounting bracket if being installed with XN8, XS8 or XS16 Arrays.	\$400	10%	\$360
XE-1000	Mounting bracket for XN8, XS8, and XS16 Arrays when installed in XE-2020 enclosure. Must be ordered in conjunction with XE-2020 enclosure.	\$0	10%	\$0
XE-2100	I-beam mounting kit for XN4, XS4 and XS-3500 Wi-Fi Arrays. Includes I-beam mounting bracket and mounting plate to allow Arrays to hang from I-beam structures. Order XE-2500 snap-on cover separately if Array needs to be covered.	\$300	10%	\$270
XE-2120	I-beam mounting kit for XN8, XS8, XS16, XS-3700, and XS-3900 Wi-Fi Arrays. Includes I-beam mounting bracket and mounting plate to allow Arrays to hang from I-beam structures. Order XE-2520 snap-on cover separately if Array needs to be covered.	\$350	10%	\$315
XE-2220	Factory-rated dust-proof Indoor Enclosure for manufacturing environments. Dual fans powered by PoGE plus air filters protect Array from dust and debris. Fits all Array models. Includes I-beam mounting bracket. Order one XP1-MSI per enclosure to power fans, in addition to any PoGE required for Array itself.	\$700	10%	\$630
XE-2500	Snap-on Cover for XN4, XS4 and XS-3500 Wi-Fi Arrays	\$100	10%	\$90
XE-2520	Snap-on Cover for XN8, XS8, XS16, XS-3700 and XS-3900 Wi-Fi Arrays	\$170	10%	\$153
XE-4000-AC	Outdoor Enclosure for Array with Fan, Heater, and Lightning Protection. Uses 110/220V AC power. Mounting kit (XE-4005-xxx) MUST be ordered separately. Fits all Arrays models. Order SU-HARDWARE-PREM for advanced replacement hardware support (covers XE-4000 electronics only).	\$1,250	10%	\$1,125
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$37.50	4%	\$36
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$75.00	4%	\$72
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$112.50	4%	\$108
XE-4000-POE	Outdoor Enclosure for Array with Fan, Heater, and Lightning Protection operating on PoE power. Mounting kit (XE-4005-xxx) MUST be ordered separately. Fits all Arrays models. Requires XP2-MSI-95M PoGE injector and Cat 5/6 cable run to power enclosure in addition to power required for the Array itself. Order SU-HARDWARE-PREM for advanced replacement hardware support (covers XE-4000 electronics only). Contact Sales Order Management regarding availability before quoting this product.	\$1,250	10%	\$1,125
SU-HARDWARE-PREM-1	1 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$37.50	4%	\$36
SU-HARDWARE-PREM-3	3 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$75.00	4%	\$72
SU-HARDWARE-PREM-5	5 Year Premium Support for Xirrus Hardware Systems. Applicable to XN- and XS-series Array hardware, XP8-MSI-xx, XP2-MSI-xx, XM-33x0-xx appliances, and XE 4000 (electronics only). Includes priority phone/e-mail support and next day advanced hardware replacement.	\$112.50	4%	\$108
XE-4005-POLE	Pole mounting kit for XE-4000. Includes mounting kit only - order XE-4000 enclosure separately.	\$250	10%	\$225
XE-4005-CEILING	Ceiling mounting kit for XE-4000. Includes mounting kit only - order XE-4000 enclosure separately.	\$250	10%	\$225
XE-4005-WALL	Wall mounting kit for XE-4000. Includes mounting kit only - order XE-4000 enclosure separately.	\$250	10%	\$225
Kits				

**Attachment A -
Xirrus/Hayes Pricing**

Product Number	Description	List Price	Contract Discount	State of Florida Price
XK-RDW-100	Pre-packaged, portable Rapid Deployment Wi-Fi Array kit for temporary events, conferences, or disaster response applications. Supports over 100 concurrent users with one kit. Includes 4-radio XS4 Wi-Fi Array, Array cover, power injector and cables, Cat 5e cables, mounting tripod, and 2 rugged carrying cases. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$5,000.00	10%	\$4,500
XK-RDW-200	Pre-packaged, portable Rapid Deployment Wi-Fi Array kit for temporary events, conferences, or disaster response applications. Supports over 200 concurrent users with one kit. Includes 8-radio XS8 Wi-Fi Array, Array cover, power injector and cables, Cat 5e cables, mounting tripod, and 2 rugged carrying cases. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$7,500.00	10%	\$6,750
XK-RDW-100-N	Pre-packaged, portable Rapid Deployment Wi-Fi Array kit for temporary events, conferences, or disaster response applications. Supports over 100 concurrent users with one kit. Includes 4-radio XN4 Wi-Fi Array, Array cover, power injector and cables, Cat 5e cables, mounting tripod, and 2 rugged carrying cases. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$6,250.00	10%	\$5,625
XK-RDW-200-N	Pre-packaged, portable Rapid Deployment Wi-Fi Array kit for temporary events, conferences, or disaster response applications. Supports over 200 concurrent users with one kit. Includes 8-radio XN8 Wi-Fi Array, Array cover, power injector and cables, Cat 5e cables, mounting tripod, and 2 rugged carrying cases. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$10,000.00	10%	\$9,000
XK-RDW-CASE-S	Rapid Deployment Wi-Fi Array kit cases, cables, cover, and tripod for small form factor Arrays (XN4, XS4). Includes all elements of XK-RDW-100 except Array and power injector. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$2,750.00	10%	\$2,475
XK-RDW-CASE-L	Rapid Deployment Wi-Fi Array kit cases, cables, cover, and tripod for large form factor Arrays (XN8, XS16, XS8). Includes all elements of XK-RDW-200 except Array and power injector. Order appropriate XS-PWR-XX cord for the location where the Array will be deployed.	\$2,750.00	10%	\$2,475
Support				
SU-REMOTE	Single incident technical support with Xirrus Customer Service Representative via phone or e-mail when out of Warranty and/or when Support has not otherwise been purchased. Rate per one hour of service.	\$200.00	4%	\$192
SU-ONSITE	Technical support with Xirrus personnel at customer location when otherwise not covered by Warranty and/or when Support has not otherwise been purchased. Rate per one day of service.	\$3,000.00	4%	\$2,880
Services				
SV-SURVEY	Active pre-deployment Wi-Fi site survey and rogue AP sweep of customer location with report. Conducted by Xirrus personnel. Rate per one day of service.	\$3,000	10%	\$2,700
SV-CONFIG	Supervision of installation and system configuration / optimization – with diagrams and saved configuration files. Conducted by Xirrus personnel. Rate per one day of service.	\$3,000	10%	\$2,700
SV-VALIDATE	Active post-deployment Wi-Fi site survey of customer location with report. Conducted by Xirrus personnel. Rate per one day of service.	\$3,000	10%	\$2,700
SV-TRAINING	Onsite hands-on training covering basics of Wi-Fi, Xirrus Wi-Fi Platform, and/or Xirrus Software Applications. Conducted by Xirrus personnel. Rate per one day of service.	\$3,000	10%	\$2,700