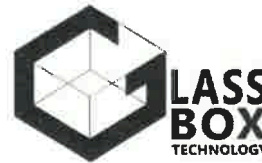


# Quote for City of Fullerton Fire Department - Meraki

<b>Glass Box Technology, Inc.</b> 2855 Camino Serbal Carlsbad, CA 92009 P (858) 336-7751 Steve Lee / AB <a href="mailto:steve@gboxtech.com">steve@gboxtech.com</a> 949-463-1679	<b>Customer</b> City of Fullerton Fire Department
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Date: January 9, 2026 Project Name: Meraki Quote #: COFMERA010926 Quote Expiration: 1/30/2026
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Line	Qty	DESCRIPTION	PAYMENT TERMS		INCOTERM	
			Part Number	Unit MSRP	Unit Price	Net Price
		<b>Meraki</b>				
2	4	Meraki MS150-48MP-4X Cld-Mngd 32GE + 12(5GE) 740W PoE Switch - 1U - Wired - 10Gbps - Gigabit Ethernet - RJ45, SFP+, Dedicated Mgmt - Static Routing - Power Supply - 54VDC	MS150-48MP-4X	\$ 14,513.04	\$ 5,657.91	\$ 22,631.64
3	10	Switch - MS130-24P-HW - 1U - Wired - 1Gbps - Gigabit Ethernet - None Processor - 100-240V 50-60Hz - 802.1q,802.1X - Layer 2 - LED indicators - 802.3bt PoE up to 30W per port	MS130-24P-HW	\$ 3,112.31	\$ 1,494.68	\$ 14,946.80
4	29	MERAKI MR46 WI-FI 6 INDOOR AP, 1x 100/1000/2.5G BASE-T Ethernet (RJ45), 4x 4:4 MU-MIMO, support 802.11a/b/g/n/ax/ac,Lifetime hardware warranty with advanced replacement included	MR46-HW	\$ 1,950.86	\$ 1,003.03	\$ 29,087.87
5	7	Meraki MT10 Indoor Temperature and Humidity Sensor	MT10-HW	\$ 155.88	\$ 73.10	\$ 511.70
6	1	Cisco Networking Subscription	CISCO-NETWORK-SUB	\$ -	\$ -	\$ -
7	4	Meraki MS100 Large Essentials Subscription LIC and Support	LIC-MS-100-L-E	\$ 612.00	\$ 328.49	\$ 1,313.96
8	7	Meraki MT Large Essentials Subscription LIC and Support	LIC-MT-E	\$ 288.00	\$ 180.62	\$ 1,264.34
9	29	Meraki MR Essentials Subscription LIC and Support	LIC-MR-E	\$ 468.00	\$ 251.20	\$ 7,284.80
10	10	Meraki MS100 Medium Essentials Subscription LIC and Support	LIC-MS-100-M-E	\$ 396.00	\$ 212.55	\$ 2,125.50
11	4	Meraki 100GbE QSFP Cable, 1 Meter	MA-CBL-100G-1M	\$ 268.96	\$ 183.87	\$ 735.48
12	4	Meraki 10G Base LR Single-Mode - Transceiver - SFP+ - 10Gbps - Gigabit Ethernet - 10Km	MA-SFP-10GB-LR	\$ 4,886.30	\$ 3,340.52	\$ 13,362.08
13	6	Rackmount Meraki MX68 - MX75 Series	RM-CI-T24	\$ 139.00	\$ 118.30	\$ 709.80
14						
15		<b>InformaCast</b>				
16	1	InformaCast Fusion Server Appliance	IPTA-IFS	\$ 1,115.00	\$ 981.20	\$ 981.20
17						
18		<b>PDU/UPS</b>				
19	2	Eaton Tripp Lite Series 1.4kW Single-Phase Local Metered PDU, 120V Outlets (13 5-15R), 5-15P, 100-127V Input, 15 ft. (4.57 m) Cord, 1U Rack-Mount	PDUMH15	\$ 221.00	\$ 135.46	\$ 270.92
20	5	750VA 475W 120V Line-Interactive Pure Sine Wave Cloud-Connected UPS with Remote Monitoring - 8 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	SMART750PSRTNC	\$ 781.20	\$ 478.81	\$ 2,394.05
21	2	Tripp Lite series 1000VA 750W 120V Pure Sine Wave Cloud-Connected Line-Interactive (AVR) UPS with Remote Monitoring - 10 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	SMART1500PSRTNC	\$ 1,193.85	\$ 731.75	\$ 1,463.50

22						
23		<b>Cable Managers and Cabling</b>				
24	10	UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 1UX19"WX4.96"D BLACK	30139-719	\$ 92.19	\$ 77.85	\$ 778.50
25	10	UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 2UX19"WX5.14"D BLACK	30130-719	\$ 94.32	\$ 79.64	\$ 796.40
26	100	AddOn 3ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-3FSLCAT6-BE	\$ 8.25	\$ 3.88	\$ 388.00
27	100	AddOn 5ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-5FSLCAT6-BE	\$ 10.00	\$ 4.70	\$ 470.00
28	50	AddOn 7ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-7FSLCAT6-BE	\$ 10.75	\$ 4.99	\$ 249.50
29	50	AddOn 10ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-10FSLCAT6-BE	\$ 12.00	\$ 5.84	\$ 292.00
30						
31						

<b>Subtotal</b>	\$ 102,058.04
<b>7.75% Sales Tax</b>	\$ 6,980.38
<b>Est. Freight</b>	\$ 100.00
<b>TOTAL</b>	\$ 109,138.42

**Note: Freight will be determined and charged at the time of shipping.**

This quote is subject to change at any time based on USA Government actions on tariffs and or duties that are imposed. If or when Tariffs and Duties are imposed, we'll notify our clients on the additional Government imposed fees.

To review Glass Box Technology terms and conditions that govern this quote and any subsequent order, please go to <https://gboxtech.com/terms-and-conditions/>

APPROVED BY: 



**Consiliant Technologies LLC**  
 27 Mauchly, Ste. 208  
 Irvine, California 92618

**Date:** 12/23/2025  
**Account Executive:** Dave Cerniglia  
**Email:** [dave@consiliant.com](mailto:dave@consiliant.com)  
**Telephone:** (949) 933-2443  
**Fax:** (949) 625-8958

**CUSTOMER INFORMATION**

Company: City of Fullerton  
 Address:

Contact: Hannah LaMothe  
 Title:  
 Telephone:  
 E-mail: [Hannah.LaMothe@cityoffullerton.com](mailto:Hannah.LaMothe@cityoffullerton.com)

**QUOTATION**

Description	Part Number	QTY	Unit MSRP	Total MSRP	Net Price
Meraki MS150-48MP-4X Cld-Mngd 32GE + 12(5GE) 740W PoE Switch - 1U - Wired - 10Gbps - Gigabit Ethernet - RJ45, SFP+, Dedicated Mgmt - Static Routing - Power Supply - 54VDC	MS150-48MP-4X	4	\$ 14,513.04	\$ 58,052.16	\$ 24,894.80
Switch - MS130-24P-HW - 1U - Wired - 1Gbps - Gigabit Ethernet - None Processor - 100-240V 50-60Hz - 802.1q,802.1X - Layer 2 - LED indicators - 802.3bt PoE up to 30W per port	MS130-24P-HW	10	\$ 3,112.31	\$ 31,123.10	\$ 16,441.50
MERAKI MR46 WI-FI 6 INDOOR AP, 1x 100/1000/2.5G BASE-T Ethernet (RJ45), 4x 4:4 MU-MIMO, support 802.11a/b/g/n/ax/ac,Lifetime hardware warranty with advanced replacement included	MR46-HW	29	\$ 1,950.86	\$ 56,574.94	\$ 31,996.57
Meraki MT10 Indoor Temperature and Humidity Sensor	MT10-HW	7	\$ 155.88	\$ 1,091.16	\$ 562.87
Cisco Networking Subscription	CISCO-NETWORK-SUB	1	\$ -	\$ -	\$ -
Meraki MS100 Large Essentials Subscription LIC and Support	LIC-MS-100-L-E	4	\$ 612.00	\$ 2,448.00	\$ 1,445.36
Meraki MT Large Essentials Subscription LIC and Support	LIC-MT-E	7	\$ 288.00	\$ 2,016.00	\$ 1,390.76
Meraki MR Essentials Subscription LIC and Support	LIC-MR-E	29	\$ 468.00	\$ 13,572.00	\$ 8,013.28
Meraki MS100 Medium Essentials Subscription LIC and Support	LIC-MS-100-M-E	10	\$ 396.00	\$ 3,960.00	\$ 2,338.10
Meraki 100GbE QSFP Cable, 1 Meter	MA-CBL-100G-1M	4	\$ 268.96	\$ 1,075.84	\$ 809.04
Meraki 10G Base LR Single-Mode - Transceiver - SFP+ - 10Gbps - Gigabit Ethernet - 10Km	MA-SFP-10GB-LR	4	\$ 4,886.30	\$ 19,545.20	\$ 14,698.28
Rackmount Meraki MX68 - MX75 Series	RM-CI-T24	6	\$ 139.00	\$ 834.00	\$ 780.78
InformaCast Fusion Server Appliance	IPTA-IFS	1	\$ 1,115.00	\$ 1,115.00	\$ 1,079.32
Eaton Tripp Lite Series 1.4kW Single-Phase Local Metered PDU, 120V Outlets (13 5-15R), 5-15P, 100-127V Input, 15 ft. (4.57 m) Cord, 1U Rack-Mount	PDUMH15	2	\$ 221.00	\$ 442.00	\$ 298.02

750VA 475W 120V Line-Interactive Pure Sine Wave Cloud-Connected UPS with Remote Monitoring - 8 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	SMART750PSRTNC	5	\$ 781.20	\$ 3,906.00	\$ 526.69	\$ 2,633.45
Tripp Lite series 1000VA 750W 120V Pure Sine Wave Cloud-Connected Line-Interactive (AVR) UPS with Remote Monitoring - 10 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	SMART1500PSRTNC	2	\$ 1,193.85	\$ 2,387.70	\$ 804.93	\$ 1,609.86
UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 1UX19"WX4.96"D BLACK	30139-719	10	\$ 92.19	\$ 921.90	\$ 85.64	\$ 856.40
UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 2UX19"WX5.14"D BLACK	30130-719	10	\$ 94.32	\$ 943.20	\$ 87.60	\$ 876.00
AddOn 3ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-3FSLCAT6-BE	100	\$ 8.25	\$ 825.00	\$ 4.27	\$ 427.00
AddOn 5ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-5FSLCAT6-BE	100	\$ 10.00	\$ 1,000.00	\$ 5.17	\$ 517.00
AddOn 7ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-7FSLCAT6-BE	50	\$ 10.75	\$ 537.50	\$ 5.49	\$ 274.50
AddOn 10ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	ADD-10FSLCAT6-BE	50	\$ 12.00	\$ 600.00	\$ 6.42	\$ 321.00

**SUB-TOTAL:** \$ 112,263.89  
**TAX:** TBD  
**SHIPPING:** TBD  
**TOTAL:** \$ 112,263.89

**TERMS AND CONDITIONS**

Equipment/services are provided subject to terms and conditions of sale at <https://www.consiliant.com/terms-and-conditions-of-sale/>. Quoted amounts exclude sales taxes, to be charged on all U.S. shipments. Submit exemption certificates for tax-exempt purchases.

**ACCEPTANCE**

To approve this Sales Order and initiate an order, please sign below and fax to (949) 625-8958, Attn: Order Processing. Upon Consiliant's acceptance, our Order Fulfillment Dept. will advise shipment within 5 business days. Included in your fulfillment package, or viewable upon installation of your product is the standard vendor Software License and Services Agreement. The provisions contained in the vendor Software License and Services Agreement supercede anything contained herein or any other documents, unless expressly stated and agreed by all parties.

<b>Accepted by:</b>		<b>Acknowledged by:</b>	
_____	_____	_____	_____
Name:	Date	Name: Dave Cerniglia	Date
Company:		Consiliant Technologies	

Thank you for your business!



# Quote

From **AirGap Labs LLC**  
 530 Technology Drive  
 Ste#100  
 Irvine, CA 92618

Quote ID **613398**  
 Issue Date **01/06/2026**  
 Subject **Cisco Meraki**

Quote For **City of Fullerton**

Item Type	Description	Quantity	Unit Price	Amount
Product	MS150-48MP-4X   Meraki MS150-48MP-4X Cld-Mngd 32GE + 12(5GE) 740W PoE Switch - 1U - Wired - 10Gbps - Gigabit Ethernet - RJ45, SFP+, Dedicated Mgmt - Static Routing - Power Supply - 54VDC	4.00	\$6,619.75	<b>\$26,479.00</b>
Product	MS130-24P-HW   Switch - MS130-24P-HW - 1U - Wired - 1Gbps - Gigabit Ethernet - None Processor - 100-240V 50-60Hz - 802.1q,802.1X - Layer 2 - LED indicators - 802.3bt PoE up to 30W per port	10.00	\$1,748.78	<b>\$17,487.80</b>
Product	MR46-HW   MERAKI MR46 WI-FI 6 INDOOR AP, 1x 100/1000/2.5G BASE-T Ethernet (RJ45), 4x 4:4 MU-MIMO, support 802.11a/b/g/n/ax/ac,Lifetime hardware warranty with advanced replacement included	29.00	\$1,173.55	<b>\$34,032.95</b>
Product	MT10-HW   Meraki MT10 Indoor Temperature and Humidity Sensor	7.00	\$85.53	<b>\$598.71</b>
Subscription	CISCO-NETWORK-SUB   Cisco Networking Subscription	1.00	\$0.00	<b>\$0.00</b>
Subscription	LIC-MS-100-L-E   Meraki MS100 Large Essentials Subscription LIC and Support	4.00	\$384.33	<b>\$1,537.32</b>
Subscription	LIC-MT-E   Meraki MT Large Essentials Subscription LIC and Support	7.00	\$211.33	<b>\$1,479.31</b>
Subscription	LIC-MR-E   Meraki MR Essentials Subscription LIC and Support	29.00	\$293.90	<b>\$8,523.10</b>
Subscription	LIC-MS-100-M-E   Meraki MS100 Medium Essentials Subscription LIC and Support	10.00	\$248.68	<b>\$2,486.80</b>
Product	MA-CBL-100G-1M   Meraki 100GbE QSFP Cable, 1 Meter	4.00	\$215.13	<b>\$860.52</b>
Product	MA-SFP-10GB-LR   Meraki 10G Base LR Single-Mode - Transceiver - SFP+ - 10Gbps - Gigabit Ethernet - 10Km	4.00	\$3,908.41	<b>\$15,633.64</b>
Product	RM-CI-T24   Rackmount Meraki MX68 - MX75 Series	6.00	\$138.41	<b>\$830.46</b>
Product	IPTA-IFS   InformaCast Fusion Server Appliance	1.00	\$1,148.00	<b>\$1,148.00</b>
Product	PDUMH15   Eaton Tripp Lite Series 1.4kW Single-Phase Local Metered PDU, 120V Outlets (13 5-15R), 5-15P, 100-127V Input, 15 ft. (4.57 m) Cord, 1U Rack-Mount	2.00	\$158.49	<b>\$316.98</b>

Product	SMART750PSRTNC   750VA 475W 120V Line-Interactive Pure Sine Wave Cloud-Connected UPS with Remote Monitoring - 8 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	5.00	\$560.21	<b>\$2,801.05</b>
Product	SMART1500PSRTNC   Tripp Lite series 1000VA 750W 120V Pure Sine Wave Cloud-Connected Line-Interactive (AVR) UPS with Remote Monitoring - 10 NEMA 5-15R Outlets (Surge and Battery Backup), LCD, 5-15P Plug, Tower	2.00	\$856.15	<b>\$1,712.30</b>
Product	30139-719   UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 1UX19"WX4.96"D BLACK	10.00	\$91.08	<b>\$910.80</b>
Product	30130-719   UNIVERSAL HORIZ CABLE MGR SNGL-SIDED, 2UX19"WX5.14"D BLACK	10.00	\$93.18	<b>\$931.80</b>
Product	ADD-3FSLCAT6-BE   AddOn 3ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	100.00	\$4.54	<b>\$454.00</b>
Product	ADD-5FSLCAT6-BE   AddOn 5ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	100.00	\$5.50	<b>\$550.00</b>
Product	ADD-7FSLCAT6-BE   AddOn 7ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	50.00	\$5.84	<b>\$292.00</b>
Product	ADD-10FSLCAT6-BE   AddOn 10ft Blue CAT 6 Slim PVC Ethernet Cable Snagless Clear-Claw RJ-45 M/M	50.00	\$6.83	<b>\$341.50</b>

**Quote Total    \$119,408.04**

**Notes**

This is a sales quotation. Prices are subject to change. Tax, shipping, and expedite fees if applicable, are additional. Based on: X-XXXXX.