



development group, inc

Proposal #14276

Specifically prepared for

SANTA ROSA CITY SCHOOLS

Presented by **Jason Jones**

Company:
SANTA ROSA CITY SCHOOLS

Requested By:
Rick Edson
 CTO

Description:
Clock Speaker



Proposal #14276

Bill To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN PURCHASING SANTA ROSA, CA 95401-4320	Ship To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN WAREHOUSE - CENTRAL RECEIVING SANTA ROSA, CA 95401-4320	Sold To: SANTA ROSA CITY SCHOOLS 211 RIDGWAY AVE ATTN PURCHASING SANTA ROSA, CA 95401-4320
Created: 6/6/2017 Expires: 7/6/2017 Version: 1	Account Manager: jjones Systems Engineer: swinsick	Payment Terms: Net 30

Product & Manufacturer Maintenance

Line No	Qty	Product	SMARTnet	Unit Price	Ext'd Price	Tax
AND Speakers						
2	638	IPSWSSMO Advanced Network IP Outdoor Paging Horn (Surface Mount)		503.91	321,494.58	T
3	1474	IPSWDSMRWB Advanced Network IP Speaker with Display and Flashers (Surface Mount)		785.26	1,157,473.24	T
1.0 3YR InformaCast Advance Subscription 2,500 Endpoints						
5	1	SP-INFMCST-3-2500= 3YR InformaCast Advance Subscription 2,500 Endpoints		43,955.34	43,955.34	T
6	1	SP-PRODUCTS-TERMS Buyer Acceptance of SolutionsPlus Terms and Conditions		Included		
				Subtotal	\$1,522,923.16	
				Handling	\$2.00	
				Estimated Sales Tax (8.62%)	\$131,352.30	
				SMARTnet	\$0.00	
				Professional Services	\$701,621.24	
				Shipping	\$17,159.00	
				Total	\$2,373,057.70	

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Proposal Notes

CMAS:

Development Group Inc. is a California Certified Small Business - ID # -1002333

GSA Base Contract: GS-35F-0511T, EC America, INC

DGI CMAS Contract Number 3-14-70-2686F

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About Sales Tax

Items sold by Development Group, Inc. and shipped to destinations in California and Nevada are subject to sales tax.

If an item is subject to sales tax in the state to which the order is shipped, tax is generally calculated on the total selling price of each individual item. In accordance with state tax laws, the total selling price of an order will generally include shipping and handling charges and item-level discounts. The amount of tax charged on your order will depend upon many factors including, but not limited to, the type of item(s) purchased, and the source and destination of the shipment. Factors can change between the time you place an order and the time and invoice is sent, which could affect the calculation of sales taxes. The amount appearing on your proposal as 'Estimated Sales Tax' may differ from the sales taxes ultimately charged.

About Product Returns

Development Group, Inc. ("DEVGRU") only accepts the return of Products (a) that DEVGRU has the right to return to the applicable manufacturers or suppliers, (b) for which DEVGRU receives your written request for return within FOURTEEN (14) DAYS from the date of the invoice for such Products, and (c) that are factory sealed in fully resalable condition or which are Dead on Arrival ("DoA"). Except for Products returned because they are defective or DoA, to be eligible for return, Products must be in resalable condition, complete, unused and unopened, with the outer seal intact. Products that do not meet these conditions are not eligible for return and will be returned to you. Eligible Product returns will receive a credit that will be issued at the original purchase price that you paid for the Product only if your account is current. DEVGRU may return to you, any Product not authorized for return (an "Unauthorized Return") at your expense, or DEVGRU may, at its sole discretion, issue a credit for the current price of the Product, less a thirty percent (30%) restocking fee. DEVGRU is not liable for any loss or damage to Unauthorized Returns.

Company & Payment Information

Mailing Address

Development Group, Inc.
PO Box 991484
Redding, CA 96099-1484

Phone: (530) 229-0071
Fax: (530) 248-3415

Payment Information

Development Group, Inc.
32880 Collections Center Dr
Chicago, IL 60693

Federal Tax ID: 26-3740919

Office Locations

Development Group, Inc.
6704 Lockheed Dr
Redding, CA 96002

Wire Transfer Information

Domestic Wire Transfer (U.S.)

Wire Routing Transit Number (RTN): 026009593
Bank Name: Bank of America
City, State: Chicago, IL
Account Number: 8188065595
Title of Account: DEVELOPMENT GROUP INC

International Wire Transfer

Wire Routing Transit Number:
026009593
SWIFT Code: BOFAUS3N
Bank Name: Bank of America
City, State: Chicago, IL
Account Number: 8188065595
Title of Account: DEVELOPMENT
GROUP INC

Note: All wire transfers must be made in US Dollars



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Statement of Work for Proposal #14276

Project Work Summary

Santa Rosa City Schools is implementing Singlewire Informacast paging as part of a district wide upgrade to network infrastructure. Singlewire Informacast is a feature rich, easy to use mass notification system. Using a centralized software system it allows for quick and easy expansion as the district grows. Being implemented as a campus safety tool it provides mass notification using paging and intercom functions with Cisco Phones and IP speakers. Using an easy to use web based management portal allows for staff to manage bell schedules and notification groups. Basic uses of the system include site, building, or room notifications. One and two way room paging allows for immediate interaction with staff and/or students. Mass notifications can be sent via text, pre-recorded, or live audio. Additional features include providing real-time notifications to key individuals in the event of building lockdowns or evacuations.

Project Milestones and Payment Schedule

Ten percent (10%) of the professional services value will be invoiced upon execution of this Statement of Work. All product(s), if any, and remaining professional services will be invoiced according to the terms of the Master Service Agreement (or other contract document governing this procurement). Project milestones will be developed during the Project Charter development phase which is initiated immediately after receiving all required project initiation documentation from the Customer.



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Installation Site Address(es)

Elementary Schools

Abraham Lincoln
850 West 9th Street
707-522-3210

Albert F. Biella
2140 Jennings Avenue
707-522-3110

Brook Hill
1850 Vallejo Street
707-522-3120

Helen Lehman
1700 Jennings Avenue
707-522-3200

Hidden Valley
3435 Bonita Vista
707-522-3180

Hidden Valley Satellite
3555 Parker Hill Road
707-522-3190

James Monroe
2567 Marlow Road
707-522-3230

Luther Burbank
203 South A Street
707-522-3140

Proctor Terrace
1711 Bryden Lane
707-522-3240

Steele Lane
301 Steele Lane
707-522-3260

Middle Schools

Herbert Slater Middle School
3500 Sonoma Avenue
707-528-5241

Hilliard Comstock Middle School
2750 West Steele Lane
707-528-5266

Lawrence Cook Middle School
2480 Sebastopol Road
707-528-5156

Rincon Valley Middle School
4650 Badger Road
707-528-5255

Santa Rosa Middle School
500 E Street
707-528-5281

High Schools

Elsie Allen High School
599 Bellevue Avenue
707-528-5020

Maria Carrillo High School
6975 Montecito Blvd
707-528-5790

Montgomery High School
1250 Hahman Drive
707-528-5191

Piner High School
1700 Fulton Road
707-528-5245

Santa Rosa High School
1235 Mendocino Avenue
707-528-5291

Charter and Alternative Schools

Santa Rosa Accelerated
4650 Badger Road
707-528-5319

Santa Rosa Charter School for the Arts
2230 Lomitas Avenue
707-522-3170

Santa Rosa French-American Charter School
1350 Sonoma Avenue
707-522-3161

Cesar Chavez Language Academy
2750 West Steele Lane
707-528-5011

Small Necessary Schools

Grace High School
1702 Fulton Road
707-528-5756

Mesa High School
1237 Mendocino Avenue
707-528-5227

Midrose High School
597 Bellevue Avenue
707-528-5041

Continuation Schools

Ridgway High
325 Ridgway Avenue
707-528-5325



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Project Stakeholders

DEVGRU Project Resources				
<p>Dan Lockwood President dlockwood@development-group.net 530-229-0071</p>				
<p>Tony Jenkins Director of Engineering tjenkins@development-group.net 530-510-4311</p>			<p>Jason Eatmon Vice-President, Sales & Marketing jeatmon@development-group.net 530-510-4303</p>	
<p>Chad Webb Practice Manager, Project Management Office cwebb@development- group.net 530-510-4307</p>	<p>Eric Stoxen Practice Manager, Enterprise Networking estoxen@developmen t-group.net 530-510-4304</p>	<p>Greg Drake Practice Manager, Collaboration gdrake@developme nt-group.net 530-510-4308</p>	<p>Brandon Hardy Regional Sales Manager, NorCal SLED bhardy@development- group.net 530-510-4317</p>	<p>Joe Jenkins K-12 Business Advisor jjenkins@development- group.net 530-646-3557</p>
<p>Seth Schaefer Project Manager sschaefer@developme nt-group.net 530-646-3565</p>			<p>Jason Jones Account Manager jjones@development- group.net 530-510-4316</p>	

Customer Project Resource(s)	Project Role	Contact Information
Rick Edson	CTO	redson@srcs.k12.ca.us Office: 707-528-5301 Mobile: 707-975-1274
Adrian Bica	Director of IT	abica@srcs.k12.ca.us Office: 707-528-5411
Dan Ingram	Network Administrator	d Ingram@srcs.k12.ca.us Office: 707-528-5411



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Development Group, Inc. (the “Company”) Responsibilities

Company will install the following equipment:

- One thousand four hundred seventy-four (1,474) IPSWDSMRWBIC Advanced Network Devices (AND) surface mount IP speakers with display. Each speaker assembly will be mounted on the vertical wall surface in the Customer specified location. Company will supply the appropriate wall anchors and fasteners to mount each speaker assembly and connect each to existing Category 5 (or better) low-voltage cabling.
- Six hundred thirty-eight (638) IPSWSSMOIC Advanced Network Devices (AND) outdoor IP speakers. Each speaker assembly will be mounted on the vertical wall surface in the Customer specified location. Company will supply the appropriate wall anchors and fasteners to mount each speaker assembly and connect each to existing Category 5 (or better) low-voltage cabling.

Company will perform the following configuration:

GENERAL

- All equipment will be upgraded to the most recent, recommended software prior to delivery and installation. In some cases the software which is recommended by the Company may not be the most current version available from the manufacturer.
- Unless specified in this scope of work no additional software will be configured. In some cases proposals may include licenses to software to which the customer is entitled but not scoped to be configured.

COLLABORATION

- Installation of Singlewire Informacast OVA
- Configuration of up to ten (10) dial cast patterns or service URLs for paging at each of the 24 locations; total of two-hundred forty (240) dial cast patterns or service URLs.
- Configuration of up to three (3) bell schedules at each of the 24 locations; total of seventy-two (72) bell schedules.
- Configuration of up to ten (10) bell zones at each of the 24 locations; total of two-hundred forty (240) bell zones.
- Configuration of up to ten (10) paging recipient groups and/or notifications at each of the 24 locations; total of two-hundred forty (240) paging recipient groups and/or notifications.
- Configuration and registration of up to two-thousand seventy six (2,076) IP speakers.
- Configuration of up to two-thousand seventy six (2,076) dial codes for 2-way half-duplex talk back on supported IP speakers.
- Configuration of up to five (5) custom messages.
- Configuration of up to one (1) user with site specific filter groups for each of the 24 locations; total of twenty-four (24) users with site specific filter groups.
- No additional plugins to be configured.

Company will provide the following program administration and documentation:

- Provide detailed as-built drawings and documentation which describe the system installation. As-built drawing will include documentation of logical network connections, IP addressing, routing protocols, WAN/telecom circuit information, device serial numbers and/or VLAN information as required.
- Test all installed hardware and software for proper operation using a detailed test plan that will be developed jointly by both parties.
- Company will clear all work areas of shipping cartons, packaging and debris created by the Company at the conclusion of each work day.



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- Company will register all hardware devices and/or software licenses to any Cisco SMARTnet (or other) maintenance contracts which are included in this project using the CCO IDs which are provided by the Customer.
- Company will de-install and return to the manufacturer all items that have been identified as “trade-in” equipment per the terms of the sales agreement. The Company will not be responsible for removing any low voltage cabling, station cabling, Ethernet patch cords, power cords, UPS(es), PDU(s) or any furniture or fixtures. The Company will invoice the Customer for the difference in the purchase price of the project for any equipment which has not been returned to the Company within thirty (30) days of the end of the project.
- Company will maintain a master task list, issues list and schedule of all project milestones and work items. Customer understands and agrees that the master task list, issues list and schedule maintained by the Company will be the definitive document set by which the project will be managed.
- Company will conduct regular project status meetings with appropriate project stakeholders, and other interested third-parties, weekly or as otherwise agreed to by both parties. The Company will record meeting minutes, maintain an issues list and list action items for subsequent meetings. Meeting minutes and supporting documentation will be distributed to attendees, project stakeholders and third-parties at the conclusion of each meeting.

Customer Responsibilities

- Make DNS changes both internally and externally with the DNS registrar.
- Purchase of SSL certificates as required and per the specifications of the software company and/or equipment manufacturer. Generally, “wild card” certificates are not supported. Please consult with the appropriate engineer assigned to this project prior to purchasing any SSL certificates.
- Provide a Customer representative that will be the primary point of contact for this project and which will be available, at a minimum, to meet weekly with all project stakeholders. The Customer representative must have authorization to incur charges and make decisions which will affect the successful implementation of the project, and must be able to provide or arrange physical access to all areas of the facility(ies) which will receive installed equipment as part of this project.
- Provide accurate scale drawings and/or “blueprints” of the Customer’s facility(ies) as may be required for the execution of this Statement of Work.
- Provide all station cabling, Ethernet patch cords, additional power cords and any other necessary cables unless specified explicitly elsewhere in this statement of work or associated proposal(s).
- Provide laborers to move furniture and fixtures that may be required as part of this project; Company will not move any furniture or fixtures.
- Provide a meeting place appropriate to the size of the audience and content presented (room, furniture, seating, etc.) for all training sessions and/or other presentations which are to be made by the Company.
- Provide all server hardware, storage and operating system licensing not specifically included in this Statement of Work or associated proposal(s).
- Provide any necessary cross connects and/or demarc extensions for all telecom services that may be necessary for this project. The Customer will be responsible for any additional fees resulting therefrom. Customer may optionally request Company to act as the Customer’s authorized agent to complete this work at an additional cost.
- Order and/or activate any necessary telecom services and/or features that may be necessary for this project. Customer understands and agrees that they will be solely and completely responsible for the order and/or activation of any telecom services. Customer may optionally request Company to act as the Customer’s authorized agent to complete this work at an additional cost.
- Customer understands and agrees to be solely and completely responsible to verify the correctness and proper operation of all emergency telecom services including 911, E911 or CAMA trunks whether or not the services were installed and/or configured by the Company.



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- Provide telecommunications relay rack equipment, including but not limited to two-post relay racks, four-post relay racks and/or wall-mounted relay racks or cabinets with the correct interior dimensions to accommodate all equipment for this project. Such relay rack equipment will be installed in accordance with applicable local building codes prior to the Company engaging in this Statement of Work.
- If a height exceeding twelve (12) feet is required to install any equipment, a lift will be provided by the Customer.
- All roof and/or exterior wall penetrations are the responsibility of the Customer.
- Unless otherwise specifically stated elsewhere in this Statement of Work, the Customer shall be responsible for the removal of any existing clocks, bells, surveillance cameras and/or any other control systems that may be rendered obsolete and/or inoperable by the completion of this project.
- Provide all electrical circuits, UPS(es), PDU(s) and HVAC required to support active electronic equipment being installed by the Company as part of this project.
- Ensure the relay rack (or racks) in each location is/are engineered to support the weight of all installed equipment.
- Coordinate installation schedules with Company; all work shall be scheduled during normal business hours or scheduled as otherwise specified in this Statement of Work. If non-business hours are required to complete the project beyond those identified in this Statement of Work, overtime charges of 1.5x standard rates will be charged to the Customer as a change order. Changes to the project timeline which are the result of work, or lack thereof, by the Customer and/or Customer's agents may result in additional charges.
- Provide an on-site authorized Customer representative at all times when Company staff is engaged in work at a Customer's facility and/or co-located datacenter space. The on-site Customer representative must be able to provide physical access to all areas of the facility(ies) which will receive installed equipment as part of this project.
- Participate in a per-site and/or per IDF/MDF quality acceptance process with the Company's Project Manager or Program Manager at the conclusion of the project, or in the case of a multi-phase project, at the conclusion of each phase.
- Provide copies of all existing network and related documentation including but not limited to diagrams, templates, documents, spreadsheets, invoices, licenses and databases.
- Provide a list of all IT services and/or applications that will be included in the project test plan including the following information for each:
 - What is the application or service?
 - How is it used by the organization (or users)?
 - What is the business impact of the application or service? Customer will provide a list of all applications and services in the environment; items will be listed in order of the greatest business impact.
 - Who is the application or service owner? What is their contact information?
 - How is the application or service tested? E.g. using a web browser, FTP, login credentials, special software required, etc.
 - What is the expected result of the application tests? E.g. run a report, command output, execute payment transaction, etc.; provide a sample for each expected result.
 - Does the application or service have any dependencies on other IT services or applications? E.g. Active Directory, storage subsystem(s), VMWare, RADIUS, database server(s), etc.
 - Does the application or service have any special network infrastructure requirements? E.g. jumbo frames, MTU, ACLs, firewall configuration, etc.?
- Schedule, coordinate and notify end users of any planned network or facility service interruptions required during the execution of this Statement of Work.



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- The Customer shall, at its own cost and expense, obtain all federal, state and local governmental permits, licenses, approvals and other authorizations required with respect to or for the performance of any of the work at its facilities. At such time as the Company begins work on any computer or other system of the Customer, the Customer shall provide the Company all applicable passwords and other information required for the Company to access such systems and perform services thereon or with respect thereto. The furnishing of any such password or other information shall be conclusively deemed to include the authorization and approval of any federal, state or local governmental agency or authority for the Company to access and work on the systems.
- Notify the Company of any defects with the installation services described herein within thirty (30) days after the date of the system cutover. In the event of multiple cutover dates (e.g. multi-site deployment), a thirty (30) day period will apply to the services provided during each individual cutover. Any defects reported by the Customer to the Company beyond thirty (30) days after the conclusion of this project will be deemed to be a separate work effort outside of this Statement of Work and will be undertaken at the direction of the Customer for additional cost.
- Execute changes to any existing IT or facility system which is not specifically included in this Statement of Work but which may be necessary for the successful implementation of this Statement of Work.
- Best effort was made by the company to adequately quote needed AP brackets and AP NEMA enclosures, however, if any additional accessories are needed the customer will be responsible for providing them.
- Provide accurate and timely information for telephone stations and callflow.
- Migration of existing servers and/or applications is the responsibility of the customer unless otherwise stated in this statement of work.
- Deployment of certificates to clients necessary for ISE and/or CWS content filtering.

General

- Company reserves the right to assess additional change charges to the Customer for indirect expenses due to missed appointments. This includes the absence of an authorized Customer representative during on-site work. These may also include the associated standby time for Field Engineers, travel time/costs for return visit, and/or additional equipment shipping costs.
- It is the responsibility of the Customer to maintain current backups of all stored data. Company assumes no responsibility and/or liability for the loss of any Customer data.
- All changes to this Statement of Work, whether requested by the Company or the Customer will be via the attached Change Request form.
- Upon the presentation of a Work Acceptance Certification document, the Customer will either agree to the completion of the work described therein or provide a detailed, written account of the work items in dispute. If neither the Work Acceptance Certification document nor a valid dispute have been returned to the Company within five (5) business days, the work items described in the Work Acceptance Certification document shall be deemed to have been accepted by the Customer.

I authorize the foregoing statement of work and direct the Company to immediately begin the fulfillment thereof:

"CUSTOMER"

Date: _____

Print Name: _____

Signature: _____



Change Request Form (Sample)

June 8, 2017

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Santa Rosa City Schools, the ("Customer"), both parties hereby certify, by the signature of an authorized representative, this Change Request Form will amend and be fully incorporated into the existing Statement of Work (SoW).

1. Change request number for this project:
2. Reason for Change Request:
3. Changes to the SoW:
4. Schedule impact:
5. Cost impact:

SoW / Change Request	Product(s)	Services and/or T&E	Total
Original value of SoW	\$	\$	\$
Value of Change Request #	\$	\$	\$
New value of SoW	\$	\$	\$

6. Purchase order issuance (if applicable): Customer shall issue a written Purchase Order to Company, or shall issue an amendment to its original Purchase Order issued under this SoW, for the total amount of \$ _____.

Except as changed herein, all terms and conditions of the SoW remain in full force and effect.

IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto have caused this Change Request to be fully executed.

"CUSTOMER"

"COMPANY"

Print Name: _____

Development Group, Inc.

Signature: _____

Daniel Lockwood
President



development group, inc

Work Acceptance Certification (Sample)

June 8, 2017

Project name:

Project number: #####

Project manager:

Description of the work completed:

<input type="checkbox"/> Project complete	<input type="checkbox"/> Phase complete	<input type="checkbox"/> Major deliverable complete
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In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Santa Rosa City Schools, the ("Customer"), both parties hereby certify, by the signature of an authorized representative, that this project, project phase, or major deliverable meets or exceeds the agreed-upon performance standards for scope, quality, schedule and cost. The Customer further agrees that documentation for all relevant security, legal and regulatory requirements have been furnished by the Company and/or have been reviewed by the Customer.

Additional remarks:

IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto have caused this Work Acceptance Certification to be fully executed.

"CUSTOMER"

"COMPANY"

Print Name: _____

Development Group, Inc.

Signature: _____

Daniel Lockwood

President