



development group, inc

Proposal #15763

Specifically prepared for

SANTA ROSA CITY SCHOOLS

Presented by **Jason Jones**

Company:
SANTA ROSA CITY SCHOOLS

Proposal #15763

Requested By:
Rick Edson
 CTO



Project: 750

Description:
UPSes for Lewis

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: 6/8/2017 Expires: 7/8/2017 Version: 1	Account Manager: jjones Systems Engineer: dlockwood	Payment Terms: Net 30

Product & Manufacturer Maintenance

Line No	Qty	Product	SMARTnet	Unit Price	Ext'd Price	Tax
1	5	SMX2000LVNC APC Smart-UPS X 2000VA Rack/Tower LCD 100-127V with Network Card		1,345.13	6,725.65	T
2	2	SMX120BP APC Smart-UPS X 120V External Battery Pack Rack/Tower		570.70	1,141.40	T
				Subtotal	\$7,867.05	
				Handling	\$2.00	
				Estimated Sales Tax (8.62%)	\$678.71	
				SMARTnet	\$0.00	
				Professional Services	\$0.00	
				Shipping	\$0.00	
				Total	\$8,547.76	

Company:
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Description:
UPSes for Lewis



Proposal #15763

Project: 750

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

Company:
SANTA ROSA CITY SCHOOLS

Requested By:
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Description:
UPSes for Lewis



Proposal #15763

Project: 750

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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Proposal #15764

Specifically prepared for

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Presented by **Jason Jones**

Company:
SANTA ROSA CITY SCHOOLS

Proposal #15764

Requested By:
Rick Edson
 CTO



Project: 750

Description:
UPSes for Charter School for the Arts

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: 6/8/2017 Expires: 7/8/2017 Version: 1	Account Manager: jjones Systems Engineer: dlockwood	Payment Terms: Net 30

Product & Manufacturer Maintenance

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1	6	SMX2000LVNC APC Smart-UPS X 2000VA Rack/Tower LCD 100-127V with Network Card		1,345.13	8,070.78	T
				Subtotal	\$8,070.78	
				Handling	\$2.00	
				Estimated Sales Tax (8.62%)	\$696.28	
				SMARTnet	\$0.00	
				Professional Services	\$0.00	
				Shipping	\$0.00	
				Total	\$8,769.06	

Company:
SANTA ROSA CITY SCHOOLS

Requested By:
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CTO

Description:
UPSes for Charter School for the Arts



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Project: 750

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

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Requested By:
Rick Edson
CTO

Description:
UPSes for Charter School for the Arts



Proposal #15764

Project: 750

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Title of Account: DEVELOPMENT GROUP INC

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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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Proposal #15765

Specifically prepared for

SANTA ROSA CITY SCHOOLS

Presented by **Jason Jones**

Company:
SANTA ROSA CITY SCHOOLS

Proposal #15765

Requested By:
Rick Edson
 CTO



Project: 750

Description:
Lewis Adult School and Charter School for the Arts Additional Sites

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: 6/8/2017 Expires: 7/8/2017 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	
1.0 Cisco ISR 4451 AXV Bundle,PVDM4-64 w/APP,SEC,UC lic,CUBE-25							
2	2	ISR4451-X-AXV/K9 Cisco ISR 4451 AXV Bundle,PVDM4-64 w/APP,SEC,UC lic,CUBE-25	SMARTnet 8x5xNBD	10,530.00	21,060.00	T	
3	2	SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series		Included		T	
4	2	PWR-4450-AC AC Power Supply for Cisco ISR 4450 and ISR4350		Included		T	
5	2	PWR-4450-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4450		312.00	624.00	T	
6	4	CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m		Included		T	
7	2	FL-CUBEE-25 Unified Border Element Enterprise License - 25 sessions		Included		T	
8	2	MEM-44-4G 4G DRAM (1 x 4G) for Cisco ISR 4400		Included		T	
9	4	POE-COVER-4450 Cover for empty POE slot on Cisco ISR 4450		Included		T	
10	2	WAAS-RTU-2500 WAAS and VWAAS Right to Use for 2500 connections		TP Operate Svcs - Essential SW	Included		T
11	2	ISRWAAS-RTU-2500 ISRWAAS RTU for 2500 connections			Included		T

12	4	NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400		Included		T
13	2	MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane		Included		T
14	2	MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430		Included		T
15	2	PVDM4-64 64-channel DSP module		Included		T
16	2	SL-44-APP-K9 AppX License for Cisco ISR 4400 Series		Included		T
17	2	SL-44-SEC-K9 Security License for Cisco ISR 4400 Series		Included		T
18	2	SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series		Included		T
19	2	SISR4400UK9-316S Cisco ISR 4400 Series IOS XE Universal		Included		T
20	2	FL-SRST Cisco Survivable Remote Site Telephony (SRST) License		Included		T
21	2	FL-CME-SRST-100 SRST-100 Seat License (CME uses CUCME Phone License ONLY)		897.00	1,794.00	T
22	2	UCS-E160D-M2/K9 UCS-E,DoubleWide,6 Core CPU 2.0,2x8G SD,1x8GB RDIMM,1-3 HDD		1,902.42	3,804.84	T
23	2	E100D-8-32-MEM-UPG Upgrades E160/180 First memory dimm from 8 to 32GB		585.00	1,170.00	T
24	2	E100D-HDD-SAS18T 1.8 TB, SAS HDD for DoubleWide UCS-E		858.00	1,716.00	T
25	2	E100-SD-8G 8 GB SD Card for SingleWide and DoubleWide UCS-E		Included		T
26	2	FL-UCSE-VS6-STD UCS E-Series VMware ESXi 6 Standard (with vCenter) License	TP Operate Svcs - Essential SW	711.75	1,423.50	T
27	2	SW-UCSE-VM-6.0-K9 VMware Vsphere Hypervisor (ESXi) v6.0 software for UCS E		Included		T
28	4	E100-FCPLT-BRKT Bracket Used To Attach Faceplate to E100 Series Module		Included		T
29	2	VIRTUAL-WAAS VWAAS software container for UCS-E		Included		T
30	2	SF-UCVW2500-5.5-K9 Cisco VWAAS Software Release 5.5 - 2500 Connections		Included		T
31	2	NIM-2FXS/4FXO 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module		546.00	1,092.00	T
2.0 Spare Lic Cisco IWAN w/ Akamai Connect for up to 2500 conn						
33	2	SL-2500-AKC= Spare Lic Cisco IWAN w/ Akamai Connect for up to 2500 conn	ECMUS	2,730.00	5,460.00	T
3.0 Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back, No P/S						
35	2	WS-C4500X-16SFP+ Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back, No P/S	SMARTnet 24x7x4	6,240.00	12,480.00	T
36	2	C4KX-PWR-750AC-R/2 Catalyst 4500X 750W AC front to back cooling 2nd PWR supply		780.00	1,560.00	T
37	2	C4KX-PWR-750AC-R Catalyst 4500X 750W AC front to back cooling power supply		780.00	1,560.00	T

38	2	C4KX-NM-BLANK Catalyst 4500X Network Module Blank			Included		T
39	4	CAB-US515-C15-US NEMA 5-15 to IEC-C15 8ft US			Included		T
40	2	S45XUK9-39E CAT4500-X Universal Crypto Image			Included		T
41	2	C4500X-16P-IP-ES IP Base to Ent. Services license for 16 Port Catalyst 4500-X			1,560.00	3,120.00	T
4.0 C49xxE front and rear mount brackets							
43	2	C4948E-BKT-KIT= C49xxE front and rear mount brackets			29.25	58.50	T
5.0 LiveNX Ent Perpetual, 25 devices, unlimited history							
45	1	L-SP-LA-E-25-K9= LiveNX Ent Perpetual, 25 devices, unlimited history			9,048.00	9,048.00	T
46	5	M-SP-LA-E-25-K9 LiveNX Ent Annual Maint., 25 devices, unlimited history			1,833.00	9,165.00	T
6.0 Cisco Catalyst 3850 48 Port PoE IP Base							
48	12	WS-C3850-48P-S Cisco Catalyst 3850 48 Port PoE IP Base			5,070.00	60,840.00	T
49	12	S3850UK9-36E CAT3850 Universal k9 image			Included		T
50	12	CAB-TA-NA North America AC Type A Power Cable			Included		T
51	12	STACK-T1-50CM 50CM Type 1 Stacking Cable			Included		T
52	12	CAB-SPWR-30CM Catalyst Stack Power Cable 30 CM			Included		T
53	12	PWR-C1-BLANK Config 1 Power Supply Blank			Included		T
54	12	C3850-NM-BLANK Cisco Catalyst 3850 Network Module Blank			Included		T
55	12	PWR-C1-715WAC 715W AC Config 1 Power Supply			Included		T
7.0 Cisco Catalyst 3850 24 Port PoE IP Base							
57	9	WS-C3850-24P-S Cisco Catalyst 3850 24 Port PoE IP Base			2,847.00	25,623.00	T
58	9	S3850UK9-36E CAT3850 Universal k9 image			Included		T
59	9	CAB-TA-NA North America AC Type A Power Cable			Included		T
60	9	STACK-T1-50CM 50CM Type 1 Stacking Cable			Included		T
61	9	CAB-SPWR-30CM Catalyst Stack Power Cable 30 CM			Included		T
62	9	PWR-C1-BLANK Config 1 Power Supply Blank			Included		T
63	9	C3850-NM-BLANK Cisco Catalyst 3850 Network Module Blank			Included		T
64	9	PWR-C1-715WAC 715W AC Config 1 Power Supply			Included		T

8.0 1M Type 1 Stacking Cable						
66	4	STACK-T1-1M= 1M Type 1 Stacking Cable			78.00	312.00 T
9.0 Cisco Catalyst 3850 2 x 10GE Network Module						
68	11	C3850-NM-2-10G= Cisco Catalyst 3850 2 x 10GE Network Module			975.00	10,725.00 T
10.0 Catalyst Stack Power Cable 150 CM Spare						
70	4	CAB-SPWR-150CM= Catalyst Stack Power Cable 150 CM Spare			76.05	304.20 T
11.0 10GBASE-SR SFP Module, Enterprise-Class						
72	4	SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class			253.50	1,014.00 T
12.0 1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM						
74	4	GLC-LH-SMD= 1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM			388.05	1,552.20 T
13.0 10GBASE-CU SFP+ Cable 3 Meter						
76	2	SFP-H10GB-CU3M= 10GBASE-CU SFP+ Cable 3 Meter			39.00	78.00 T
14.0 10GBASE-LRM SFP Module						
78	18	SFP-10G-LRM= 10GBASE-LRM SFP Module			388.05	6,984.90 T
15.0 Cisco Ent MGMT: Lic For PI 3.x And APIC EM Solution Apps						
80	1	R-MGMT3X-N-K9 Cisco Ent MGMT: Lic For PI 3.x And APIC EM Solution Apps	TP Operate Svcs - Essential SW		Included T	
81	21	L-MGMT3X-3K-K9 Cisco Ent MGMT: PI 3.x LF,AS & APIC-EM Lic, 1 Cat 3K	TP Operate Svcs - Essential SW	40.95	859.95	T
82	2	L-MGMT3X-4K-K9 Cisco Ent MGMT: PI 3.x LF,AS & APIC-EM Lic, 1 Cat 4K	TP Operate Svcs - Essential SW	81.90	163.80	T
83	2	L-MGMT3X-ISR4-K9 Cisco Ent MGMT: PI 3.x LF, AS & APIC-EM Lic, 1 ISR4K	TP Operate Svcs - Essential SW	81.90	163.80	T
16.0 802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig B Domain						
85	48	AIR-AP3802I-B-K9 802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig B Domain			643.50	30,888.00 T
86	48	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)			Included T	
87	48	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)			Included T	
88	48	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software Image			Included T	
17.0 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE						
90	1	C1-AIR-K9 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE	TP Operate Svcs - Essential SW		Included T	
91	1	C1-MSE-PAK Cisco ONE MSE License PAK			Included T	
92	1	DNA-VOUCHER Tracker Eligibility SKU for DNA Offers			Included T	
		C1FPAIRK9				

93	48	Cisco ONE Foundation Perpetual - Wireless	TP Operate Svcs - Essential SW	136.50	6,552.00	T
94	48	C1-WLC-1 Cisco ONE Wireless LAN Controller AP License (any WLC)		Included		T
95	1	C1-WLC-PAK Cisco ONE Wireless LAN Controller AP License PAK (any WLC)		Included		T
96	48	C1-PI-LFAS-AP-K9 Cisco ONE PI Device License for LF & AS for WLAN		Included		T
97	48	C1-ISE-BASE-AP Cisco ONE Identity Services Engine 25 EndPoint Base Lic		Included		T
98	48	C1-MSE-LS-1 Cisco ONE CMX OnPrem Base (Location + Connect) - 1AP license		Included		T
99	48	C1-CEM-25-K9 Cisco ONE Energy Mgmt Perpetual Lic - 25 DO End Points		Included		T
100	48	C1-LC-5-1Y Cisco ONE StealthWatch 5 FPS Lic 1 YR		Included		T
101	1	C1F1VAIR-03 Tracker PID v03 Fnd Perpetual AIR - no delivery		Included		T
18.0 Cisco IP Phone 8845						
103	10	CP-8845-K9= Cisco IP Phone 8845		224.25	2,242.50	T
19.0 Cisco UC Phone 7841						
105	48	CP-7841-K9= Cisco UC Phone 7841		142.35	6,832.80	T
20.0 Unified Workspace Licensing v. 11.x						
107	1	CUWL-11X-K9 Unified Workspace Licensing v. 11.x	TP Operate Svcs - Essential SW	Included		T
108	58	NEW-UWL-11X-M-SLED New CUWL Mtngs Edition 11.x Usr, SLED/Govt/Edu Only, 1 Usr		234.00	13,572.00	T
109	1	NEW-UWL New or Migration users for a new CUWL Deployment		Included		T
110	1	JABBER-TABLET-RTU Jabber for Tablet Right to Use		Included		T
111	6	LIC-EXP-AN Enable Advanced Networking Option		Included		T
112	1	LIC-EXP-E-PAK Expressway Series, Expressway-E PAK		Included		T
113	1	LIC-VMCDTR-PMP-PK PAK for virtual Conductor		Included		T
114	1	R-WBXMTSVR-UWL-K9 Webex Meetings Server 2.x Software Kit		Included		T
115	6	EXPWY-VE-E-K9 Cisco Expressway-E Server, Virtual Edition		Included		T
116	24	JAB-IPH-CLNT-UWL Jabber for iPhone CUWL Only		Included		T
117	1	JABBER-DSK-K9-RTU Jabber for Desktop Right to Use		Included		T
118	116	LIC-EXP-DSK Expressway Desktop Endpoint License		Included		T
119	7	LIC-EXP-RMS-PMP		Included		T

		RMS Licensing included with PMP & SMP		
120	6	LIC-EXP-TURN Enable TURN Relay Option		Included T
121	58	LIC-TP-PMP-USER 1 XC PMP User License		Included T
122	1	SW-CDTR-4.X-PMP-K9 Cisco TelePresence Conductor base software image v4.x		Included T
123	1	SW-EXP-8.X-K9 Software Image for Expressway with Encryption, Version X8		Included T
124	6	IPC8-CLIENT-UWL IP Communicator 8.x for CUWL only		Included T
125	1	JAB-ADR-RTU Jabber for Android Right to Use		Included T
126	44	JABBER-DESKTOP Jabber for Desktop for PC and Mac		Included T
127	1	LIC-EXP-MSFT-PMP Microsoft Interoperability Option		Included T
128	1	LIC-TMS-25-PMP Cisco TMS - Additional 25 Direct Managed Systems		Included T
129	1	LIC-TMS-EX25-PMP TMS Exchange integration for 25 Systems		Included T
130	58	UCM-11X-UWL-PRO UC Manager 11.x CUWL PRO Users		Included T
131	2	UCXN-11X-SC-PORTS Unity Connection 11.x SpeechConnect Ports		Included T
132	6	CUCILYNC-CLNT-UWL Cisco Unified Comm Integration for Lync for CUWL only		Included T
133	1	LIC-CMS-PAK Cisco Meeting Server (CMS) PAK		Included T
134	6	LIC-EXP-E Enable Expressway-E Feature Set		Included T
135	1	VXME-USR Cisco VXME Users		Included T
136	4	LIC-CNDR-PMP-C2400 Conductor 2400 call sessions license		Included T
137	4	LIC-CNDTR-PMP-B30 Conductor license, support up to 30 bridges		Included T
138	4	LIC-CNDTR-PMP-K9 Conductor License for Base Encrypted Software Image		Included T
139	12	LIC-SW-EXP-K9 License Key Software Encrypted		Included T
140	58	UWL-11X-MTG CUWL Meetings 11.x Users - Service Use Only	TP Operate Svcs - Essential SW	Included T
141	1	CIPC-UWL-RTU CIPC UWL Right to Use Certificate		Included T
142	6	EXPWY-VE-C-K9 Cisco Expressway-C Server, Virtual Edition		Included T
143	1	JAB-IPH-RTU Jabber for iPhone Right to Use		Included T
144	58	LIC-CMS-PMP+USER 1 CMS (Cisco Meeting Server) PMP PLUS User License	TP Operate Svcs - Essential SW	Included T

145	12	LIC-EXP-GW Enable GW Feature (H323-SIP)			Included	T
146	1	LIC-TMS-APL-S80100 TMS Serial Number included with Base Software			Included	T
147	1	LIC-TMS-PMP-PAK TMS PAK for Configuration Use			Included	T
148	1	SW-TMS-15.X-K9 TMS Base Software Image Version 15.X			Included	T
149	58	UCXN-11X-UWL-PRO Unity Connection 11.x CUWL PRO Users			Included	T
150	18	JAB-ADR-CLNT-UWL Jabber for Android CUWL Only			Included	T
151	18	JABBER-TABLET Jabber for iPad and Android Tablet			Included	T
152	58	WBXMTSVR2-UWLUSRK9 WebEx Meetings Server 2.x Users			Included	T
153	1	CUCILYNC-UWL-RTU CUCILYNC UWL Right to Use Certificate			Included	T
154	1	JAB-SDK-K9-RTU Jabber Software Development Kit RTU			Included	T
155	1	JABBER-SDK Jabber Software Development Kit			Included	T
156	4	LIC-CNDTR-PMP-CL Conductor clustering support			Included	T
157	12	LIC-EXP-SERIES Enable Expressway Series Feature Set			Included	T
158	12	SME-11-UWL Session Manager 11.0 Auto-expanding user for licensing			Included	T
159	1	UWL-11X-PAK CUWL 11.x PAK			Included	T
160	1	VXME-USR-RTU VXME Right to Use			Included	T
161	1	UCAPPS-SW-11.X-K9 Version 11.x Software Kit			Included	T

21.0 Emergency Responder Electronic or Physical Software Delivery

163	1	EMRGNCY-RSPNDR Emergency Responder Electronic or Physical Software Delivery	TP Operate Svcs - Essential SW		Included	T
164	1	ER-NEW-OR-ADDON Not an upgrade			Included	T
165	58	ER11-USR-1 EMRGNCY RSPNDR USR LIC 1 PHN FOR NEW 11X SYSTEM	TP Operate Svcs - Essential SW	7.80	452.40	T
166	1	ER11.5-SW-K9 EMRGNCY RSPNDR 11.5 SW NEW			Included	T
167	1	ER11-PAK EMRGNCY RSPNDR 11.X PAK			Included	T

				Subtotal	\$244,296.39	
				Handling	\$2.00	
				Estimated Sales Tax (8.62%)	\$21,070.74	
				SMARTnet	\$60,323.25	

Professional Services	\$66,215.32
Shipping	\$0.00
Total	\$391,907.70

Company:
SANTA ROSA CITY SCHOOLS

Proposal #15765

Requested By:
Rick Edson
 CTO



Project: 750

Description:
Lewis Adult School and Charter School for the Arts Additional Sites

Cisco SMARTnet Proposed Service Details

Qty	Product Number	Service Level	Service Product Number	Term	Customer Price
1.0 Cisco ISR 4451 AXV Bundle,PVDM4-64 w/APP,SEC,UC lic,CUBE-25					
2	ISR4451-X-AXV/K9 Cisco ISR 4451 AXV Bundle,PVDM4-64 w/APP,SEC,UC lic,CUBE-25	SMARTnet 8x5xNBD (SNT)	CON-SNT-ISR4451X	5 Years	17,407.00
2	SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series	NONE			Included
2	PWR-4450-AC AC Power Supply for Cisco ISR 4450 and ISR4350	NONE			Included
2	PWR-4450-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4450	NONE			0.00
4	CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	NONE			Included
2	FL-CUBEE-25 Unified Border Element Enterprise License - 25 sessions	NONE			Included
2	MEM-44-4G 4G DRAM (1 x 4G) for Cisco ISR 4400	NONE			Included
4	POE-COVER-4450 Cover for empty POE slot on Cisco ISR 4450	NONE			Included
2	WAAS-RTU-2500 WAAS and VWAAS Right to Use for 2500 connections	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-WS2500	5 Years	0.00
2	ISRWAAS-RTU-2500 ISRWAAS RTU for 2500 connections	NONE			Included
4	NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400	NONE			Included
2	MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane	NONE			Included
2	MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430	NONE			Included
2	PVDM4-64	NONE			Included

	64-channel DSP module				
2	SL-44-APP-K9 AppX License for Cisco ISR 4400 Series	NONE			Included
2	SL-44-SEC-K9 Security License for Cisco ISR 4400 Series	NONE			Included
2	SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series	NONE			Included
2	SISR4400UK9-316S Cisco ISR 4400 Series IOS XE Universal	NONE			Included
2	FL-SRST Cisco Survivable Remote Site Telephony (SRST) License	NONE			Included
2	FL-CME-SRST-100 SRST-100 Seat License (CME uses CUCME Phone License ONLY)	NONE			0.00
2	UCS-E160D-M2/K9 UCS-E,DoubleWide,6 Core CPU 2.0,2x8G SD,1x8GB RDIMM,1-3 HDD	NONE			0.00
2	E100D-8-32-MEM-UPG Upgrades E160/180 First memory dimm from 8 to 32GB	NONE			0.00
2	E100D-HDD-SAS18T 1.8 TB, SAS HDD for DoubleWide UCS-E	NONE			0.00
2	E100-SD-8G 8 GB SD Card for SingleWide and DoubleWide UCS-E	NONE			Included
2	FL-UCSE-VS6-STD UCS E-Series VMware ESXi 6 Standard (with vCenter) License	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-FLUCTEVD	5 Years	2,964.00
2	SW-UCSE-VM-6.0-K9 VMware Vsphere Hypervisor (ESXi) v6.0 software for UCS E	NONE			Included
4	E100-FCPLT-BRKT Bracket Used To Attach Faceplate to E100 Series Module	NONE			Included
2	VIRTUAL-WAAS VWAAS software container for UCS-E	NONE			Included
2	SF-UCVW2500-5.5-K9 Cisco VWAAS Software Release 5.5 - 2500 Connections	NONE			Included
2	NIM-2FXS/4FXO 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module	NONE			0.00
2.0 Spare Lic Cisco IWAN w/ Akamai Connect for up to 2500 conn					
2	SL-2500-AKC= Spare Lic Cisco IWAN w/ Akamai Connect for up to 2500 conn	NONE		5 Years	0.00
3.0 Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back, No P/S					
2	WS-C4500X-16SFP+ Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back, No P/S	SMARTnet 24x7x4 (SNTP)	CON-SNTP-WSC16SFX	5 Years	11,232.00
2	C4KX-PWR-750AC-R/2 Catalyst 4500X 750W AC front to back cooling 2nd PWR supply	NONE			0.00

2	C4KX-PWR-750AC-R Catalyst 4500X 750W AC front to back cooling power supply	NONE	0.00
2	C4KX-NM-BLANK Catalyst 4500X Network Module Blank	NONE	Included
4	CAB-US515-C15-US NEMA 5-15 to IEC-C15 8ft US	NONE	Included
2	S45XUK9-39E CAT4500-X Universal Crypto Image	NONE	Included
2	C4500X-16P-IP-ES IP Base to Ent. Services license for 16 Port Catalyst 4500-X	NONE	0.00
4.0 C49xxE front and rear mount brackets			
2	C4948E-BKT-KIT= C49xxE front and rear mount brackets	NONE	0.00
5.0 LiveNX Ent Perpetual, 25 devices, unlimited history			
1	L-SP-LA-E-25-K9= LiveNX Ent Perpetual, 25 devices, unlimited history	NONE	0.00
5	M-SP-LA-E-25-K9 LiveNX Ent Annual Maint., 25 devices, unlimited history	NONE	0.00
6.0 Cisco Catalyst 3850 48 Port PoE IP Base			
12	WS-C3850-48P-S Cisco Catalyst 3850 48 Port PoE IP Base	NONE	0.00
12	S3850UK9-36E CAT3850 Universal k9 image	NONE	Included
12	CAB-TA-NA North America AC Type A Power Cable	NONE	Included
12	STACK-T1-50CM 50CM Type 1 Stacking Cable	NONE	Included
12	CAB-SPWR-30CM Catalyst Stack Power Cable 30 CM	NONE	Included
12	PWR-C1-BLANK Config 1 Power Supply Blank	NONE	Included
12	C3850-NM-BLANK Cisco Catalyst 3850 Network Module Blank	NONE	Included
12	PWR-C1-715WAC 715W AC Config 1 Power Supply	NONE	Included
7.0 Cisco Catalyst 3850 24 Port PoE IP Base			
9	WS-C3850-24P-S Cisco Catalyst 3850 24 Port PoE IP Base	NONE	0.00
9	S3850UK9-36E CAT3850 Universal k9 image	NONE	Included
	CAB-TA-NA		

9	North America AC Type A Power Cable	NONE			Included
9	STACK-T1-50CM 50CM Type 1 Stacking Cable	NONE			Included
9	CAB-SPWR-30CM Catalyst Stack Power Cable 30 CM	NONE			Included
9	PWR-C1-BLANK Config 1 Power Supply Blank	NONE			Included
9	C3850-NM-BLANK Cisco Catalyst 3850 Network Module Blank	NONE			Included
9	PWR-C1-715WAC 715W AC Config 1 Power Supply	NONE			Included
8.0 1M Type 1 Stacking Cable					
4	STACK-T1-1M= 1M Type 1 Stacking Cable	NONE			0.00
9.0 Cisco Catalyst 3850 2 x 10GE Network Module					
11	C3850-NM-2-10G= Cisco Catalyst 3850 2 x 10GE Network Module	NONE			0.00
10.0 Catalyst Stack Power Cable 150 CM Spare					
4	CAB-SPWR-150CM= Catalyst Stack Power Cable 150 CM Spare	NONE			0.00
11.0 10GBASE-SR SFP Module, Enterprise-Class					
4	SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class	NONE			0.00
12.0 1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM					
4	GLC-LH-SMD= 1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	NONE			0.00
13.0 10GBASE-CU SFP+ Cable 3 Meter					
2	SFP-H10GB-CU3M= 10GBASE-CU SFP+ Cable 3 Meter	NONE			0.00
14.0 10GBASE-LRM SFP Module					
18	SFP-10G-LRM= 10GBASE-LRM SFP Module	NONE			0.00
15.0 Cisco Ent MGMT: Lic For PI 3.x And APIC EM Solution Apps					
1	R-MGMT3X-N-K9 Cisco Ent MGMT: Lic For PI 3.x And APIC EM Solution Apps	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-RMGMT3XN	5 Years	0.00
21	L-MGMT3X-3K-K9 Cisco Ent MGMT: PI 3.x LF,AS & APIC-EM Lic, 1 Cat 3K	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-LMGMT3XM	5 Years	1,433.25
2	L-MGMT3X-4K-K9 Cisco Ent MGMT: PI 3.x LF,AS & APIC-EM Lic, 1 Cat 4K	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-LMGMT4KK	5 Years	273.00
	L-MGMT3X-ISR4-K9	TP Operate Svcs - Essential SW			

2	Cisco Ent MGMT: PI 3.x LF, AS & APIC-EM Lic, 1 ISR4K	(ECMU)	CON-ECMU-LMGMT3IS	5 Years	273.00
16.0 802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig B Domain					
48	AIR-AP3802I-B-K9 802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig B Domain	NONE			0.00
48	AIR-AP-T-RAIL-R Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	NONE			Included
48	AIR-AP-BRACKET-1 802.11n AP Low Profile Mounting Bracket (Default)	NONE			Included
48	SW3802-CAPWAP-K9 Cisco Aironet 3800 Series CAPWAP Software Image	NONE			Included
17.0 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE					
1	C1-AIR-K9 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-C1AIRK	5 Years	0.00
1	C1-MSE-PAK Cisco ONE MSE License PAK	NONE			Included
1	DNA-VOUCHER Tracker Eligibility SKU for DNA Offers	NONE			Included
48	C1FPAIRK9 Cisco ONE Foundation Perpetual - Wireless	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-C1FPAIR	5 Years	8,268.00
48	C1-WLC-1 Cisco ONE Wireless LAN Controller AP License (any WLC)	NONE			Included
1	C1-WLC-PAK Cisco ONE Wireless LAN Controller AP License PAK (any WLC)	NONE			Included
48	C1-PI-LFAS-AP-K9 Cisco ONE PI Device License for LF & AS for WLAN	NONE			Included
48	C1-ISE-BASE-AP Cisco ONE Identity Services Engine 25 EndPoint Base Lic	NONE			Included
48	C1-MSE-LS-1 Cisco ONE CMX OnPrem Base (Location + Connect) - 1AP license	NONE			Included
48	C1-CEM-25-K9 Cisco ONE Energy Mgmt Perpetual Lic - 25 DO End Points	NONE			Included
48	C1-LC-5-1Y Cisco ONE StealthWatch 5 FPS Lic 1 YR	NONE			Included
1	C1F1VAIR-03 Tracker PID v03 Fnd Perpetual AIR - no delivery	NONE			Included
18.0 Cisco IP Phone 8845					
10	CP-8845-K9= Cisco IP Phone 8845	NONE			0.00
19.0 Cisco UC Phone 7841					
48	CP-7841-K9=	NONE			0.00

Cisco UC Phone 7841

20.0 Unified Workspace Licensing v. 11.x

1	CUWL-11X-K9 Unified Workspace Licensing v. 11.x	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-CUW1LXK9	5 Years	0.00
58	NEW-UWL-11X-M-SLED New CUWL Mtngs Edition 11.x Usr, SLED/Govt/Edu Only, 1 Usr	NONE			0.00
1	NEW-UWL New or Migration users for a new CUWL Deployment	NONE			Included
1	JABBER-TABLET-RTU Jabber for Tablet Right to Use	NONE			Included
6	LIC-EXP-AN Enable Advanced Networking Option	NONE			Included
1	LIC-EXP-E-PAK Expressway Series, Expressway-E PAK	NONE			Included
1	LIC-VMCNDTR-PMP-PK PAK for virtual Conductor	NONE			Included
1	R-WBXMTSVR-UWL-K9 Webex Meetings Server 2.x Software Kit	NONE			Included
6	EXPWY-VE-E-K9 Cisco Expressway-E Server, Virtual Edition	NONE			Included
24	JAB-IPH-CLNT-UWL Jabber for iPhone CUWL Only	NONE			Included
1	JABBER-DSK-K9-RTU Jabber for Desktop Right to Use	NONE			Included
116	LIC-EXP-DSK Expressway Desktop Endpoint License	NONE			Included
7	LIC-EXP-RMS-PMP RMS Licensing included with PMP & SMP	NONE			Included
6	LIC-EXP-TURN Enable TURN Relay Option	NONE			Included
58	LIC-TP-PMP-USER 1 XC PMP User License	NONE			Included
1	SW-CDTR-4.X-PMP-K9 Cisco TelePresence Conductor base software image v4.x	NONE			Included
1	SW-EXP-8.X-K9 Software Image for Expressway with Encryption, Version X8	NONE			Included
6	IPC8-CLIENT-UWL IP Communicator 8.x for CUWL only	NONE			Included
1	JAB-ADR-RTU Jabber for Android Right to Use	NONE			Included
44	JABBER-DESKTOP	NONE			Included

	Jabber for Desktop for PC and Mac				
1	LIC-EXP-MSFT-PMP Microsoft Interoperability Option	NONE			Included
1	LIC-TMS-25-PMP Cisco TMS - Additional 25 Direct Managed Systems	NONE			Included
1	LIC-TMS-EX25-PMP TMS Exchange integration for 25 Systems	NONE			Included
58	UCM-11X-UWL-PRO UC Manager 11.x CUWL PRO Users	NONE			Included
2	UCXN-11X-SC-PORTS Unity Connection 11.x SpeechConnect Ports	NONE			Included
6	CUCILYNC-CLNT-UWL Cisco Unified Comm Integration for Lync for CUWL only	NONE			Included
1	LIC-CMS-PAK Cisco Meeting Server (CMS) PAK	NONE			Included
6	LIC-EXP-E Enable Expressway-E Feature Set	NONE			Included
1	VXME-USR Cisco VXME Users	NONE			Included
4	LIC-CNDR-PMP-C2400 Conductor 2400 call sessions license	NONE			Included
4	LIC-CNDTR-PMP-B30 Conductor license, support up to 30 bridges	NONE			Included
4	LIC-CNDTR-PMP-K9 Conductor License for Base Encrypted Software Image	NONE			Included
12	LIC-SW-EXP-K9 License Key Software Encrypted	NONE			Included
58	UWL-11X-MTG CUWL Meetings 11.x Users - Service Use Only	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-UWL1XMGT	5 Years	18,096.00
1	CIPC-UWL-RTU CIPC UWL Right to Use Certificate	NONE			Included
6	EXPWY-VE-C-K9 Cisco Expressway-C Server, Virtual Edition	NONE			Included
1	JAB-IPH-RTU Jabber for iPhone Right to Use	NONE			Included
58	LIC-CMS-PMP+USER 1 CMS (Cisco Meeting Server) PMP PLUS User License	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-LICCMSMP	5 Years	0.00
12	LIC-EXP-GW Enable GW Feature (H323-SIP)	NONE			Included
1	LIC-TMS-APL-S80100 TMS Serial Number included with Base Software	NONE			Included

1	LIC-TMS-PMP-PAK TMS PAK for Configuration Use	NONE			Included
1	SW-TMS-15.X-K9 TMS Base Software Image Version 15.X	NONE			Included
58	UCXN-11X-UWL-PRO Unity Connection 11.x CUWL PRO Users	NONE			Included
18	JAB-ADR-CLNT-UWL Jabber for Android CUWL Only	NONE			Included
18	JABBER-TABLET Jabber for iPad and Android Tablet	NONE			Included
58	WBXMTSVR2-UWLUSRK9 WebEx Meetings Server 2.x Users	NONE			Included
1	CUCILYNC-UWL-RTU CUCILYNC UWL Right to Use Certificate	NONE			Included
1	JAB-SDK-K9-RTU Jabber Software Development Kit RTU	NONE			Included
1	JABBER-SDK Jabber Software Development Kit	NONE			Included
4	LIC-CNDTR-PMP-CL Conductor clustering support	NONE			Included
12	LIC-EXP-SERIES Enable Expressway Series Feature Set	NONE			Included
12	SME-11-UWL Session Manager 11.0 Auto-expanding user for licensing	NONE			Included
1	UWL-11X-PAK CUWL 11.x PAK	NONE			Included
1	VXME-USR-RTU VXME Right to Use	NONE			Included
1	UCAPPS-SW-11.X-K9 Version 11.x Software Kit	NONE			Included
21.0 Emergency Responder Electronic or Physical Software Delivery					
1	EMRGNCY-RSPNDR Emergency Responder Electronic or Physical Software Delivery	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-EMRGNCY	5 Years	0.00
1	ER-NEW-OR-ADDON Not an upgrade	NONE			Included
58	ER11-USR-1 EMRGNCY RSPNDR USR LIC 1 PHN FOR NEW 11X SYSTEM	TP Operate Svcs - Essential SW (ECMU)	CON-ECMU-ER11USR1	5 Years	377.00
1	ER11.5-SW-K9 EMRGNCY RSPNDR 11.5 SW NEW	NONE			Included
1	ER11-PAK EMRGNCY RSPNDR 11.X PAK	NONE			Included

Company:
SANTA ROSA CITY SCHOOLS

Requested By:
Rick Edson
CTO

Description:
**Lewis Adult School and Charter School for the
Arts Additional Sites**

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



Proposal #15765

Project: 750

Company:
SANTA ROSA CITY SCHOOLS

Requested By:
Rick Edson
CTO

Description:
Lewis Adult School and Charter School for the Arts Additional Sites



Proposal #15765

Project: 750

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



Statement of Work for Proposals #15765, 15764 & 15763

Project Work Summary

During the course of the district wide Network Infrastructure upgrade, two sites (Lewis Adult School and Santa Rosa Charter School of the Arts) were identified as not being included in the original proposal. The Customer has directed Development Group, Inc. (DEVGRU) to develop and implement a solution for these two sites.

Assumptions Used to Create this Statement of Work

The following information has been supplied by the Customer and used for various aspects of system design and professional services scoping:

1. Customer states will provide all necessary compute, memory and storage required for all applications supplied as part of this project.
2. The quantity of Ethernet switches and UPSes included in this design and their specific placement are based on the following assumptions:
 - a. There will not be any new IDFs created throughout the course of this or any predecessor project(s) and all existing IDFs are known and are represented on site drawings provided by the Customer.
 - b. At the conclusion of any predecessor project(s), the low-voltage cabling for each room will remain cabled to the same IDF; cables will not be routed to a different IDF.
 - c. Company has not received any planning documents related to the Customer's low-voltage design.
 - d. The number of station cables is estimated based on a site survey conducted by DEVGRU on or about May 15th, 2017.
3. Customer states will supply all low-voltage wiring, patch panels, grounding and bonding, telecommunication racks and cabinets, high-voltage work, fiber termination(s) and conduit work.

The following assumptions have been made by the Company in preparing this Statement of Work based on its own experiences and judgement. Any changes to project scope that result from any of these assumptions shall not create liability on behalf of the Company.

1. The location of outdoor speakers have not been confirmed by the Customer. The number of outdoor speakers included in the scope is based on site surveys and location estimates completed by others.
2. There is no outdoor WLAN coverage planned as part of this project.
3. The number of Wireless Access Points is based on an assumption of one per each instructional room plus an additional 20% to cover common and non-instructional areas. The specific location of Wireless Access Points has not yet been determined and will be provided by the Customer prior to commencing work. The quantity of Wireless Access Points is an estimate based on analysis by DEVGRU of Customer supplied fire escape drawings.
4. The Company will conduct a virtual WLAN site survey at the beginning of this project to assist the Customer in determining the likely location for placement of Wireless Access Points in common and non-instructional areas.
5. UPS calculations are based on the placement of switches and PoE devices. The sizing of UPSes is based on an assumption of 50% PoE load in each IDF.



development group, inc

6. The Customer (or other) has performed any necessary calculations to determine the structural integrity of any telecommunication racks and/or cabinets and has taken into consideration the weight of any active electronic devices and/or UPSes to be installed as part of this Scope of Work.
7. The number of IP phone handsets is an estimate based on analysis by DEVGRU of Customer supplied fire escape drawings.

The Customer (or other) has determined that proper high-voltage electrical service is available in each MDF and/or IDF including the necessary voltage, amperage, plug type and distance from the UPS installation location. Please refer to Appendix A for a schedule of power requirements.



Project Milestones and Payment Schedule

The execution of this project is dependent upon successful completion of one or more predecessor projects which will be performed by other third parties at the direction of the Customer. As a result the schedule for this project will be substantially dependent upon the completion date(s) of these predecessor projects. The major milestones, related tasks and resulting schedule for this project will be constructed during the first 30 days after contract execution using input from the Customer and the project manager(s) responsible for the schedule of the related predecessor project(s).

Any delay in the performance of the Company's obligations to the Customer which is caused by the Customer, its other contractors or suppliers shall be treated as an extension and the delivery schedule and time for performance shall be extended for a period reflecting the delay caused by the extension or suspension. The Company shall resume any suspended work at the earliest possible opportunity when directed to do so by the Customer, with respect to obligations to other customers and considering available personnel.

Invoicing, and subsequent payment, for all products related to this project will be done in accordance with the terms and conditions of the governing Master Agreement.

An initial invoice for 10% of the value for this Statement of Work will be submitted to the Customer at contract signing and shall represent financial consideration for the following work performed by the Company:

- Allocation of engineering resources for design and scheduling meeting(s)
- Development of a project charter and preliminary project plan
- Site Survey(s) and meeting with Customer's low-voltage contractor for the purpose of coordinating services (if required)

Subsequent invoicing for services performed on this project will be submitted to the Customer every two (2) weeks, in arrears, for services rendered during the preceding two (2) week period. Prompt payment of services invoices is guaranteed by the Customer and will be made in accordance with the terms and conditions of the governing Master Agreement.

As per proposals 15763, 15764 & 15765, the initial value for the implementation of this Statement of Work is \$406,224.52. The product cost subtotal for the project is \$340,009.20. The resulting total cost for the project is \$406,224.52.



Project Stakeholders

Name	Project Role	Contact Information
Rick Edson	Chief Technical Officer	redson@srcs.k12.ca.us Office: 707-528-5301
Adrian Bica	Director, Information Technology	abica@srcs.k12.ca.us Office: 707-528-5411

Project Team Members

Name	Project Role	Contact Information
Jason Jones	Account Manager	jjones@development-group.net Office: 530-510-4316
James Wilson	Sales Engineer	jwilson@development-group.net Office: 530-646-3674
TBD	Project Manager	
Eric Stoxen	Practice Manager, Enterprise Networking	estoxen@development-group.net Office: 530-510-4304
Greg Drake	Practice Manager, Collaboration	gdrake@development-group.net Office: 530-510-4308
Doug Boucher	Practice Manager, Installation Services	dboucher@development-group.net Office: 530-646-3569

Project Escalation Plan

Name	Project Role	Contact Information
Dan Lockwood	President	dlockwood@development-group.net Office: 530-229-0071
Tony Jenkins	Director, Engineering	tjenkins@development-group.net Office: 530-510-4311
TBD	Project Manager	



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

Company will install the following equipment:

- Ten (10) CP-8845-K9= phones. Each phone will be installed a location specified by the Customer and either placed on a table surface or mounted to a wall (if Customer has purchased the required wall mounting hardware) using an existing electrical or network junction box as indicated on Customer provided drawings. Each phone will be connected to existing Category 5 (or better) low-voltage cabling using a black, Six (6) foot Category 5 patch cord (included with the phone).
- Forty-eight (48) CP-7841-K9= phones. Each phone will be installed a location specified by the Customer and either placed on a table surface or mounted to a wall (vendor included wall mount kits) using an existing electrical or network junction box as indicated on Customer provided drawings. Each phone will be connected to existing Category 5 (or better) low-voltage cabling using a black, Six (6) foot Category 5 patch cord (included with the phone).
- Two (2) ISR4451-X-AXV/K9 routers and related peripherals and/or accessories, each in a standard, existing two post rack, server cabinet, wall mounted rack or wall mounted enclosure as required. Company will connect the power supply (or power supplies) to a UPS and/or PDU using the included power cord(s); the standard power cord included is a 5-15P to C13, 6ft, 18AWG, black, male to female cord. Power connections requiring a different power cord will either be included elsewhere in this Statement of Work or supplied by the Customer. All Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware. Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.
- Two (2) WS-4500X-16SFP+ switches and related peripherals and/or accessories, each in a standard, existing two post rack, server cabinet, wall mounted rack or wall mounted enclosure as required. Company will connect the power supply (or power supplies) to a UPS and/or PDU using the included power cord(s); the standard power cord included is a 5-15P to C13, 6ft, 18AWG, black, male to female cord. Power connections requiring a different power cord will either be included elsewhere in this Statement of Work or supplied by the Customer. All Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware. Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.
- Twelve (12) WS-C3850-48P-S switches and related peripherals and/or accessories, each in a standard, existing two post rack, server cabinet, wall mounted rack or wall mounted enclosure as required. Company will connect the power supply (or power supplies) to a UPS and/or PDU using the included power cord(s); the standard power cord included is a 5-15P to C13, 6ft, 18AWG, black, male to female cord. Power connections requiring a different power cord will either be included elsewhere in this Statement of Work or supplied by the Customer. All Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware. Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.
- Nine (9) WS-C3850-24P-S switches and related peripherals and/or accessories, each in a standard, existing two post rack, server cabinet, wall mounted rack or wall mounted enclosure as required. Company will connect the power supply (or power supplies) to a UPS and/or PDU using the included power cord(s); the standard power cord included is a 5-15P to C13, 6ft, 18AWG, black, male to female cord. Power connections requiring a different power cord will either be included elsewhere in this Statement of Work or supplied by the Customer. All Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use



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of existing horizontal and vertical cable management hardware. Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.

- Forty-eight (48) AIR-CAP3802I-B-K9 Wireless Access Points (WAP). Each WAP will be mounted on a horizontal surface in the Customer specified location. Company will supply the appropriate wall anchors and fasteners to mount each WAP to either a hard-lid ceiling or suspended ceiling (t-bar) using the included WAP mounting plate and/or t-bar clip. Each WAP will be connected 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.
- Customers will be responsible for internal DNS changes and external DNS changes. The solution requires that the internal and external domains to be the same with the appropriate SRV records.

ROUTE/SWITCH TECHNOLOGIES

- Management network (VLAN) and configuration of new and existing switches including the BVI, SVI and an IPv4 subnet which is compatible with the Customer's existing IPv4 addressing plan.
- Unicast and multicast (if supported by equipment) reachability to/from all IPv4 subnets. Company will execute connectivity scripts at the conclusion of the project and provide the results to the Customer to verify full IPv4 reachability.
- Rapid Per-VLAN Spanning-tree Protocol (RPVST+). Configure the root-bridge, and a backup root-bridge if appropriate, for all VLANs. Configure spanning-tree enhancements portfast, BPDU guard and root guard as necessary.
- The following IOS services will be configured on each device as necessary and supported: nagle, TCP keepalives in/out, timestamps, CEF and password encryption.
- The following IOS services will be disabled on each device as appropriate: DHCP, TCL scripting, PAD, source-route, finger, BOOTP, DNS, HTTP and HTTPS.
- Configuration of Quality of Service throughout the network as necessary. The configuration will be implemented with Auto QoS. There will be variations of the configuration based on the capabilities of the equipment while referencing these guidelines:
 - Perform QoS in hardware rather than software when a choice exists. Cisco IOS routers perform QoS in software. This places additional demands on the CPU, depending on the complexity and functionality of the policy. Cisco Catalyst switches, on the other hand, perform QoS in dedicated hardware Application-Specific Integrated Circuits (ASICs) and as such do not tax their main CPUs to administer QoS policies.
 - Classify and mark applications as close to their sources as technically and administratively feasible. This principle promotes end-to-end Differentiated Services/Per-Hop Behaviors. Sometimes endpoints can be trusted to set Class of Service (CoS) of Differentiated Services Code



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Point (DSCP) markings correctly, but this is not always recommended as users could easily abuse provisioned QoS policies if permitted to mark their own traffic.

- Police unwanted traffic flows as close to their sources as possible. There is little sense in forwarding unwanted traffic only to police and drop it at a subsequent node. This is especially the case when the unwanted traffic is the result of Denial of Service (DoS) or worm attacks. Such attacks can cause network outages by overwhelming network device processors with traffic.
- Enable queuing policies at every node where the potential for congestion exists, regardless of how rarely this in fact may occur. This principle applies to campus edge and interswitch links, where oversubscription ratios create the potential for congestion.
- Configure DHCP snooping on each VLAN configured for DHCP per Customer specifications. Each device will be configured to verify that the client source MAC address and the DHCP client hardware address of DHCP requests match. Only ports connected directly to DHCP servers and/or ports connected to VMWare hosts running DHCP servers (if in a virtual environment) and uplink ports will be configured as trusted. All other ports will be configured as untrusted with a rate limit of 10 packets per second.
- The internal clocks on all devices will be configured for the PST time zone. NTP will be used to update the internal device clock using existing Customer provided NTP server(s). NTP authentication will be configured.
- Remote management access to each device will be limited to SSH and the source address of management connections will be restricted to specific IP addresses and/or IP subnets specified by the Customer.
- SNMP read-only device management will be configured on each device. Access will be restricted to specific IP addresses and/or IP subnets specified by the Customer.
- Configure Traffic Storm Control for broadcast and multicast traffic; set the affected port to error-disable if the multicast or broadcast traffic level exceeds 10% of the port capacity.

WIRELESS TECHNOLOGIES

- All APs will be added to the existing Wireless LAN Controllers and placed in appropriate map location in Cisco Prime if appropriate to scale maps are provided.

WAN OPTIMIZATION/ NETWORK CONTROL TECHNOLOGIES

- Existing WAAS vCentral Manager will be leveraged.
 - All WAAS devices will be configured to optimize applications across the WAN.
 - Akamai caching will be configured in the ISR for each site to ensure that traffic is handled locally in an optimized fashion wherever possible.
 - Akamai caching currently supports HTTP-based traffic only. HTTPS/SSL support is planned at a later date but is not currently available in the product.
- Each ISR4451-AXV-BUN at the remote sites will have a vWAAS installed on the UCS blade present in the router for optimization to/from the datacenter and internet caching utilizing the Akamai Connect feature.
- LiveAction
 - LiveAction Licensing will be added to existing LiveAction Server on UCS B-Series implementation



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- Netflow capable devices, up to the twenty-five (25) device licensed limit, will be configured to export Netflow data to LiveAction server
- Sites will be logically organized within LiveAction so that flows are easy to follow throughout the environment.
- Custom filtering policies will be configured within LiveAction for key customer applications.
- Integration with Customer provided SMTP server will be configured for alerting if desired.
- All routed devices will be configured to support QOS changes through the LiveAction software, as supported by LiveAction software.
- Prime Infrastructure
 - Prime Infrastructure will be configured to monitor all network devices associated with the proposal.
 - Prime Infrastructure will be integrated with customer provided SMTP for alerting if desired.
 - Prime Infrastructure alerts will be configured to provide up/down notifications for key equipment. DGI recommended alert tunings will be configured. Alerting tuning will be covered in admin training so that customer can choose alerts that are most relevant for the environment.
 - Prime Infrastructure CLI templates will be configured for interface templates.
 - Prime Infrastructure will be configured to gather configuration backups for all network devices associated with this proposal.
 - Heat maps will be created in Cisco Prime for each location where to scale maps are provided.
 - All Access Points associated with this proposal will be placed on associated heat maps
 - MSE will be integrated into Cisco Prime to provide additional location and interference analytics for the environment.

Battery Backup Solution

- Company requirements:

The company will install and configure the SNMP web cards for the UPS in the customer environment. The card will be configured to send SMTP based alerts to a customer specified email using customer specified SMTP server. The SMTP communication can use a basic username/password if required for SMTP authentication. The following alerts on the UPS will be configured:

 - a. Battery low
 - b. Battery Overload
 - c. Battery input off
 - d. UPS battery bad
- Customer is responsible for making appropriate SMTP server changes to allow proper communications with the UPS SNMP cards



COLLABORATION TECHNOLOGIES

- A separate VLAN (or VLANs as required) and IPv4 subnet for all IP phones and Cisco Unified Communications servers and devices (e.g. SRST routers, CUBEs, voice gateways, etc.). The IPv4 subnet (or subnets) will be compatible with the Customer's existing IPv4 addressing plan.
- Forty-eight (48) Cisco IP phones and Cisco Unity Connections voice mail boxes. Each phone will be configured with a unique four-digit extension and the name of the corresponding user.
- Configuration of all DID routing per customer requirements.
- Configuration of two (2) Region(s).
- Configuration of up to two (2) Device Pool(s).
- Configuration of up to two (2) non-secure SRST Reference(s) and association with the corresponding Device Pool.
- Adjustment of Enterprise and Service parameters as necessary.
- Activation of all CUWL, ECMU, Device License Units and/or other Cisco Unified Communications licensing.
- Configuration of the following Calling Search Spaces per site; CSS-INTERNAL, CSS-LOCAL, CSS-LOCALTOLL, CSS-NATIONAL, CSS-INTERNATIONAL, CSS-900BLOCK.
- Configuration of the Dial Plan to be compatible with local, local toll and NANP calls.
- Configuration of up to two (2) Route List(s).
- Configuration of up to two (2) Media Resource Group(s) (MRG) and configuration of up to two (2) Media Resource Group List (MRGL).
- Configuration of Call Park slots per Customer requirements.
- Configuration of Media Termination Points (MTPs) and Transcoders as necessary.
- Configuration of one (1) standard Music on Hold audio file. Company will configure the default Music on Hold file included in the Cisco Unified Communications Manager software or optionally configure a properly formatted and compatible Music on Hold file provided by the Customer.
- Configuration of up to four (4) FXO ports at each of the Customer's two (2) sites using MGCP/H.323.
- Configuration of up to six (6) automated attendants with up to two (2) levels and up to six (6) options each.
- Configuration of the SRST feature for all Customer sites which are licensed for SRST including inbound/outbound off-net calling, extension to extension dialing, hold, transfer and park. Access to the Cisco Unity Connection server using each phone's voicemail feature key through the PSTN (assuming the Unity Connection server is reachable through the PSTN).
- Configuration and testing of up to twelve (12) site, building, or room, Emergency Response Location(s) (ERL) which include the physical address, DID, email address and/or extension for local escalation by the Customer. Any DID(s) assigned to an ERL cannot be used for any other function.

Company will provide the following administration and documentation:



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- 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 may be 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.
- 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 and schedule of all project milestones and work items. Customer understands and agrees that the master task 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 certificates needed for install. This project will require nine standard ssl certificates and two multisite certificates. Please note wild cards are not supported by Cisco TAC.
- 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 necessary 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.



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- 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.
- 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.



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- 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.
- 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 SoW 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 thereof.
- 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.



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- 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 or CWS content filtering as needed.
- Procurement of any SSL certificate needed during this project including. Wildcard certificates are not compatible with Cisco Telepresence Video Edge servers. Provide public and private SSL keys for use with WAAS appliances.

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”

Print Name: _____

Signature: _____



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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





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Work Acceptance Certification (Sample)

June 8, 2017

Project name:

Project number: #####

Project manager:

Customer:

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.

Daniel Lockwood

President



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Appendix A

SRCS Lews Charter School for the Arts
IDF Calculations

Site Name	IDF Number	Room Number	Station Cables	24-Port Patch Panel(s)	48-Port Patch Panel(s)	Connected Devices	24-Port Switch(s)	48-Port Switch(s)	Stackwise 50cm	Stackwise 1M	Stackwise 3M	StackPower 30cm	StackPower 150cm	Total Power Draw (w)	PoE Power Avail (w)	PoE Power Req (w)	UPS	UPS Load Est (w)	Est Runtime @ 50% PoE (min)	Plug Type	Avail Rack Units	Req Rack Units	Equipment Weight (lbs)
Charter School for the Arts	0	MDF	92	-	2	94	-	2	2	-	-	2	-	421	986	-	SMX2000LV	769	32	L5-20P	45	12	87
Charter School for the Arts	1	A113	42	-	1	43	-	1	-	-	-	-	-	283	548	-	SMX2000LV	412	54	L5-20P	6	8	86
Charter School for the Arts	2	IDF B Electrical Rm	50	1	1	51	1	1	2	-	-	2	-	371	1,018	-	SMX2000LV	734	32	L5-20P	19	11	87
Charter School for the Arts	3	IDF D Gym	17	1	-	18	1	-	-	-	-	-	-	233	580	-	SMX2000LV	377	68	L5-20P	19	7	86
Charter School for the Arts	4	IDF G Portables	50	1	1	51	1	1	2	-	-	2	-	371	1,018	-	SMX2000LV	734	32	L5-20P	19	11	87
Charter School for the Arts	5	F107 Library	56	1	1	57	1	1	2	-	-	2	-	371	1,018	-	SMX2000LV	734	32	L5-20P	12	11	87
Lewis	0	MDF	96	1	2	101	1	2	1	2	-	1	2	508	1,456	-	SMX2000LV + (1)SMX120BP	1,091	74	L5-20P	26	19	222
Lewis	1	IDF Feeding Rm18, l	119	1	2	120	1	2	1	2	-	1	2	508	1,456	-	SMX2000LV + (1)SMX120BP	1,091	74	L5-20P	45	19	222
Lewis	2	Rm 6	48	1	1	48	-	1	-	-	-	-	-	283	548	-	SMX2000LV	412	54	L5-20P	6	9	86
Lewis	3	Rm 7	20	1	-	21	1	-	-	-	-	-	-	233	580	-	SMX2000LV	377	68	L5-20P	6	7	86
Lewis	4	Rm 19	72	1	1	72	1	1	2	-	-	2	-	371	1,018	-	SMX2000LV	734	32	L5-20P	6	11	87

Report for IDF '0' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:47:00 AM

IDF Number

0

Room Number

MDF

Cable Area Number

Drawing Sheet Number

Station Cables

92

24 Port Patch Panels

0

48 Port Patch Panels

2

Connected Devices

94

24 Port Switches

0

48 Port Switches

2

Total Power Required (w)

421.2

PoE Power Avail (w)

986.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

768.6

Est Runtime @ 50% PoE (min)

32

Plug Type

L5-20P

Avail Rack Units

45

Req Rack Units

12

Equipment Weight (lbs)

87

StackWise Cables

- (2) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

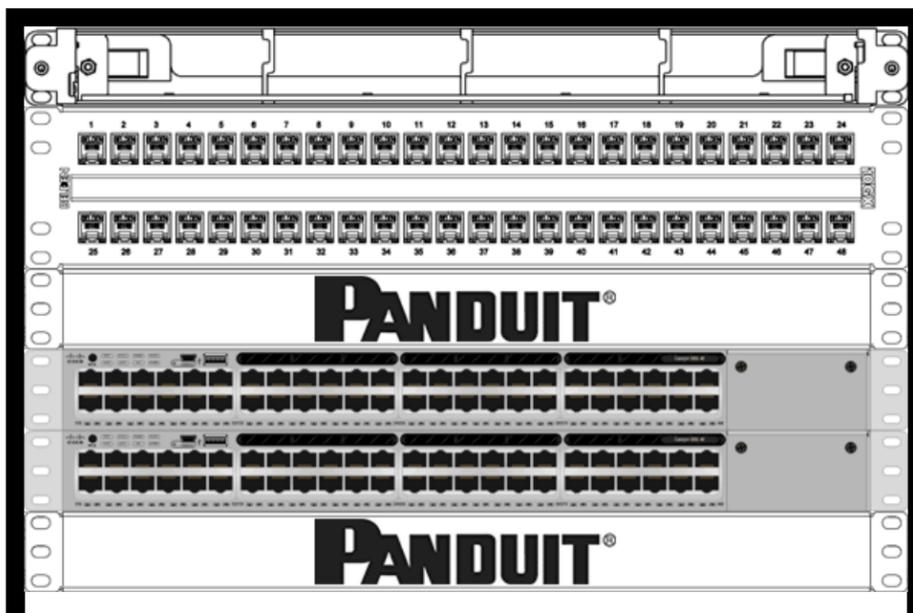
StackPower Cables

- (2) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 12U





Report for IDF '1' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:47:14 AM

IDF Number

1

Room Number

A113

Cable Area Number

Drawing Sheet Number

Station Cables

42

24 Port Patch Panels

0

48 Port Patch Panels

1

Connected Devices

43

24 Port Switches

0

48 Port Switches

1

Total Power Required (w)

283.4

PoE Power Avail (w)

548.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

411.8

Est Runtime @ 50% PoE (min)

54

Plug Type

L5-20P

Avail Rack Units

6

Req Rack Units

8

Equipment Weight (lbs)

86

StackWise Cables

- (0) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

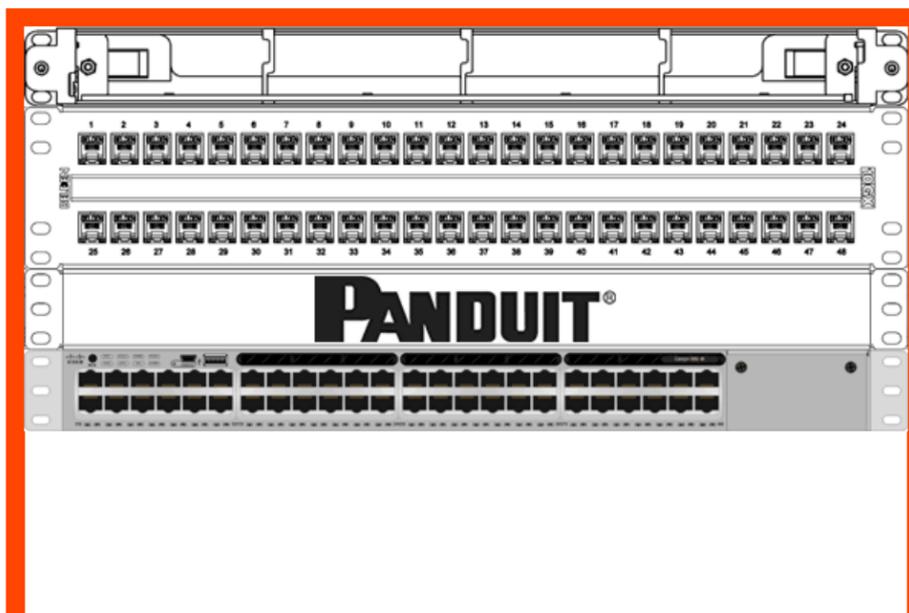
StackPower Cables

- (0) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 8U





Report for IDF '2' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:47:28 AM

IDF Number

2

Room Number

IDF B Electrical Rm

Cable Area Number

Drawing Sheet Number

Station Cables

50

24 Port Patch Panels

1

48 Port Patch Panels

1

Connected Devices

51

24 Port Switches

1

48 Port Switches

1

Total Power Required (w)

370.5

PoE Power Avail (w)

1,018.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

733.9

Est Runtime @ 50% PoE (min)

32

Plug Type

L5-20P

Avail Rack Units

19

Req Rack Units

11

Equipment Weight (lbs)

87

StackWise Cables

(2) STACK-T1-50CM=

(0) STACK-T1-1M=

(0) STACK-T1-3M=

StackPower Cables

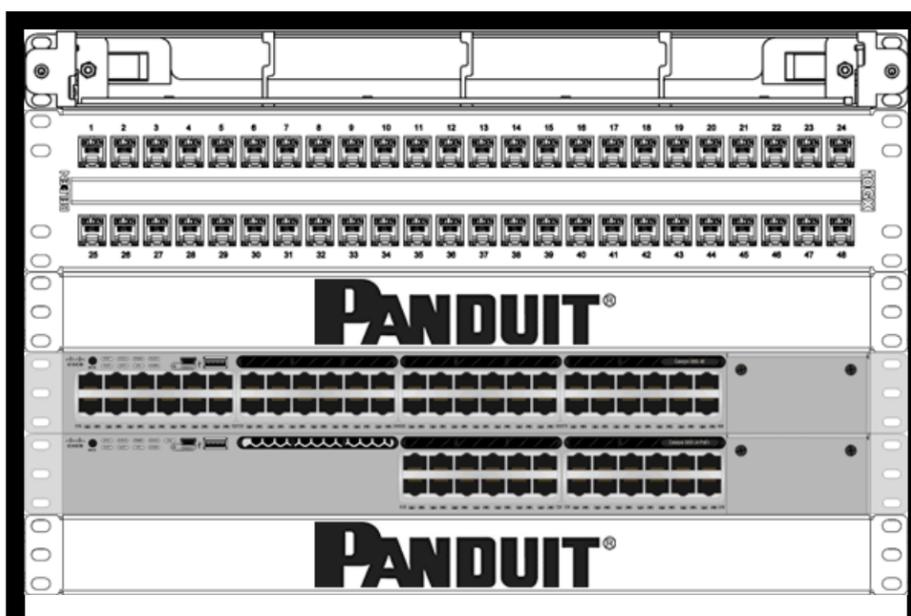
(2) CAB-SPWR-30CM=

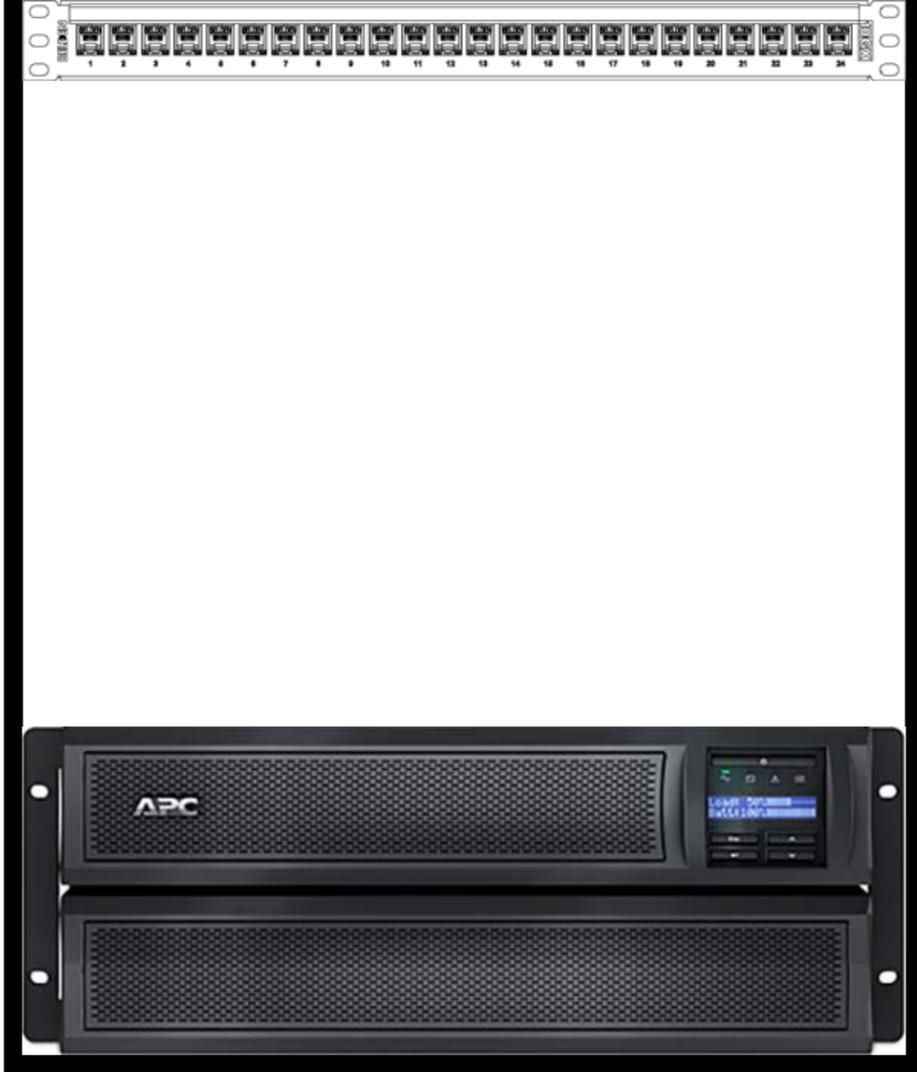
(0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		0.00

Rack Elevation Req 11U





Report for IDF '3' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:47:44 AM

IDF Number

3

Room Number

IDF D Gym

Cable Area Number

Drawing Sheet Number

Station Cables

17

24 Port Patch Panels

1

48 Port Patch Panels

0

Connected Devices

18

24 Port Switches

1

48 Port Switches

0

Total Power Required (w)

232.7

PoE Power Avail (w)

580.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

377.1

Est Runtime @ 50% PoE (min)

68

Plug Type

L5-20P

Avail Rack Units

19

Req Rack Units

7

Equipment Weight (lbs)

86

StackWise Cables

- (0) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

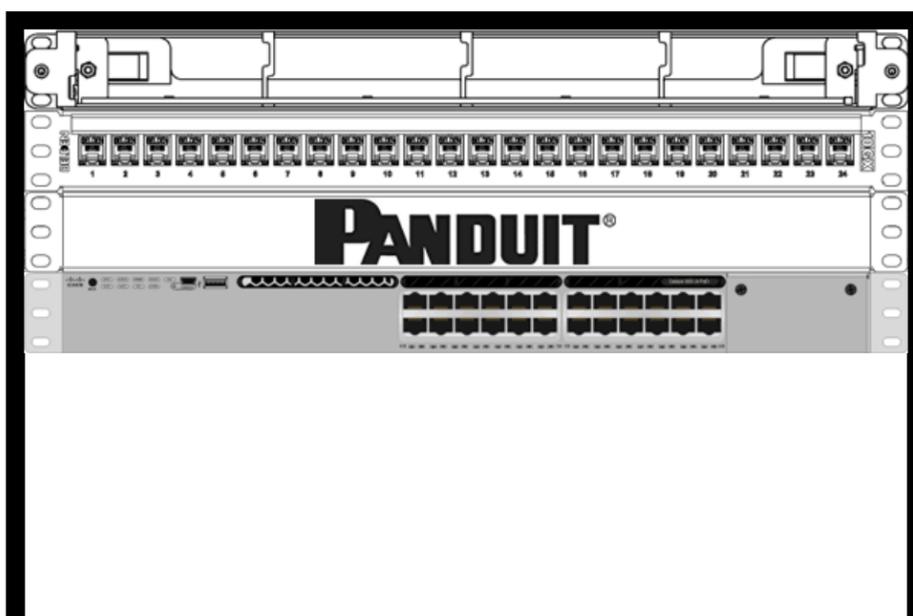
StackPower Cables

- (0) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 7U





Report for IDF '4' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:47:59 AM

IDF Number

4

Room Number

IDF G Portables

Cable Area Number

Drawing Sheet Number

Station Cables

50

24 Port Patch Panels

1

48 Port Patch Panels

1

Connected Devices

51

24 Port Switches

1

48 Port Switches

1

Total Power Required (w)

370.5

PoE Power Avail (w)

1,018.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

733.9

Est Runtime @ 50% PoE (min)

32

Plug Type

L5-20P

Avail Rack Units

19

Req Rack Units

11

Equipment Weight (lbs)

87

StackWise Cables

(2) STACK-T1-50CM=

(0) STACK-T1-1M=

(0) STACK-T1-3M=

StackPower Cables

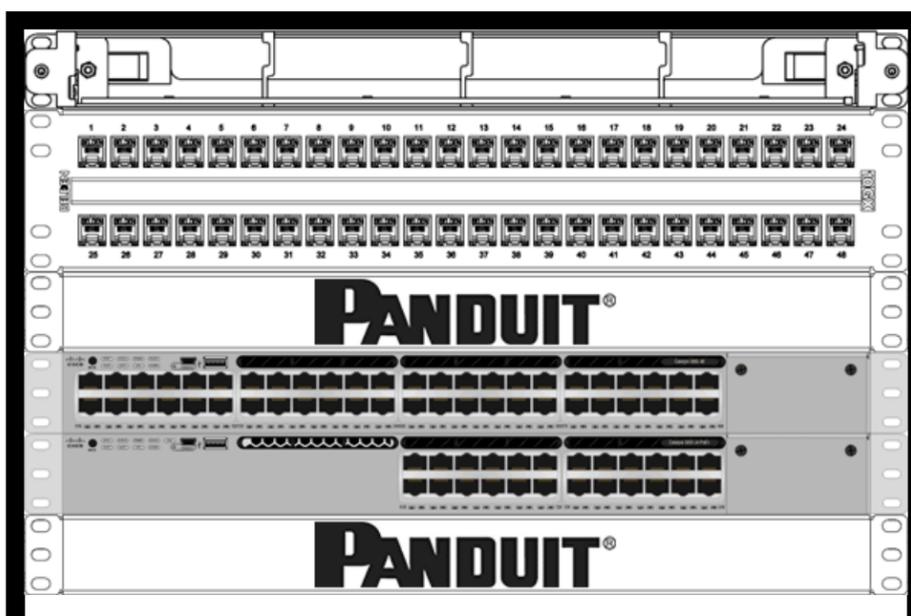
(2) CAB-SPWR-30CM=

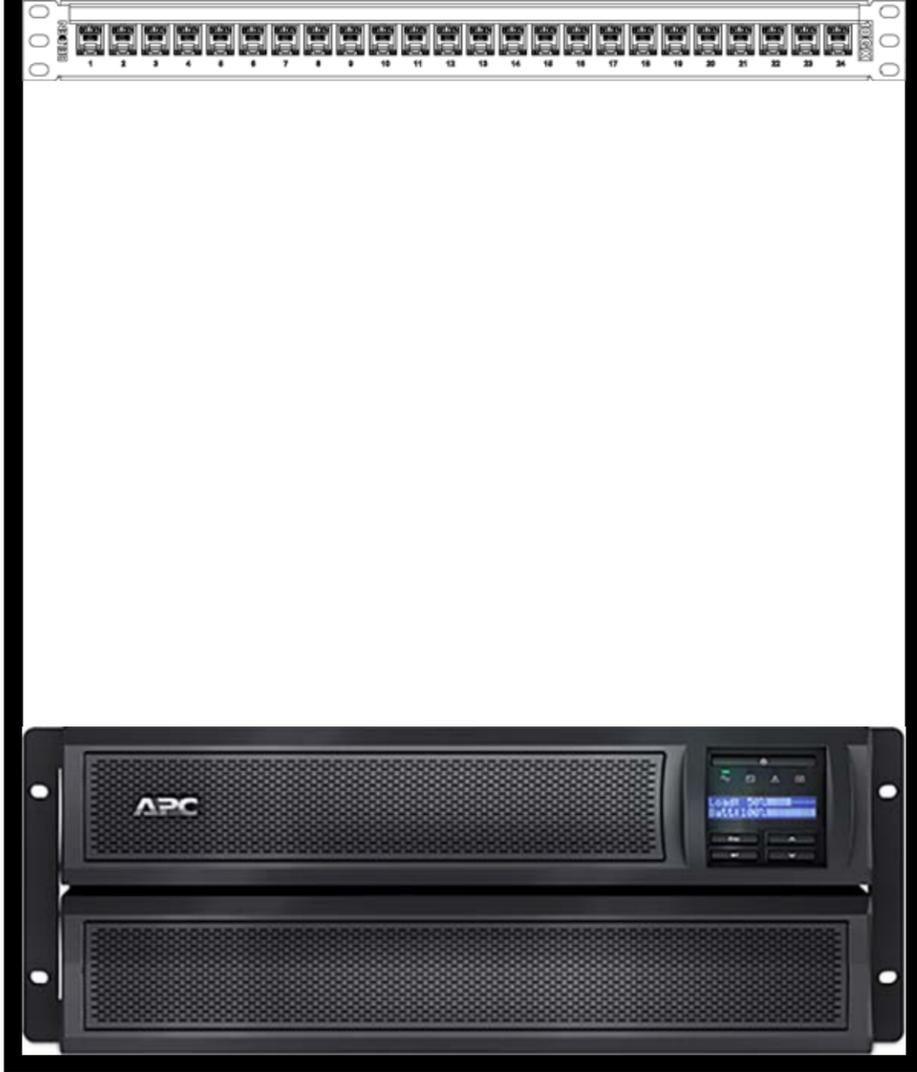
(0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 11U





Report for IDF '5' at site 'Charter School for the Arts'

Report generated at 6/8/2017 11:48:11 AM

IDF Number

5

Room Number

F107 Library

Cable Area Number

Drawing Sheet Number

Station Cables

56

24 Port Patch Panels

1

48 Port Patch Panels

1

Connected Devices

57

24 Port Switches

1

48 Port Switches

1

Total Power Required (w)

370.5

PoE Power Avail (w)

1,018.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

733.9

Est Runtime @ 50% PoE (min)

32

Plug Type

L5-20P

Avail Rack Units

12

Req Rack Units

11

Equipment Weight (lbs)

87

StackWise Cables

(2) STACK-T1-50CM=

(0) STACK-T1-1M=

(0) STACK-T1-3M=

StackPower Cables

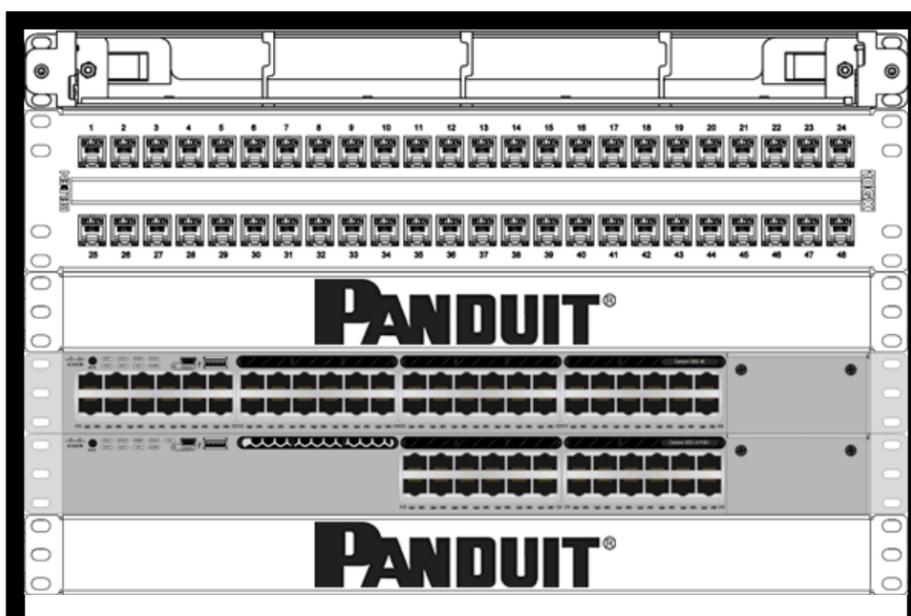
(2) CAB-SPWR-30CM=

(0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 11U





Report for IDF '0' at site 'Lewis'

Report generated at 6/8/2017 11:44:45 AM

IDF Number

0

Room Number

MDF

Cable Area Number

Drawing Sheet Number

Station Cables

96

24 Port Patch Panels

1

48 Port Patch Panels

2

Connected Devices

101

24 Port Switches

1

48 Port Switches

2

Total Power Required (w)

508.3

PoE Power Avail (w)

1,456.0

PoE Power Req (w)

0.0

UPS

SMX2000LV + (1)SMX120BP

UPS Load Est (w)

1,090.7

Est Runtime @ 50% PoE (min)

74

Plug Type

L5-20P

Avail Rack Units

26

Req Rack Units

19

Equipment Weight (lbs)

222

StackWise Cables

- (1) STACK-T1-50CM=
- (2) STACK-T1-1M=
- (0) STACK-T1-3M=

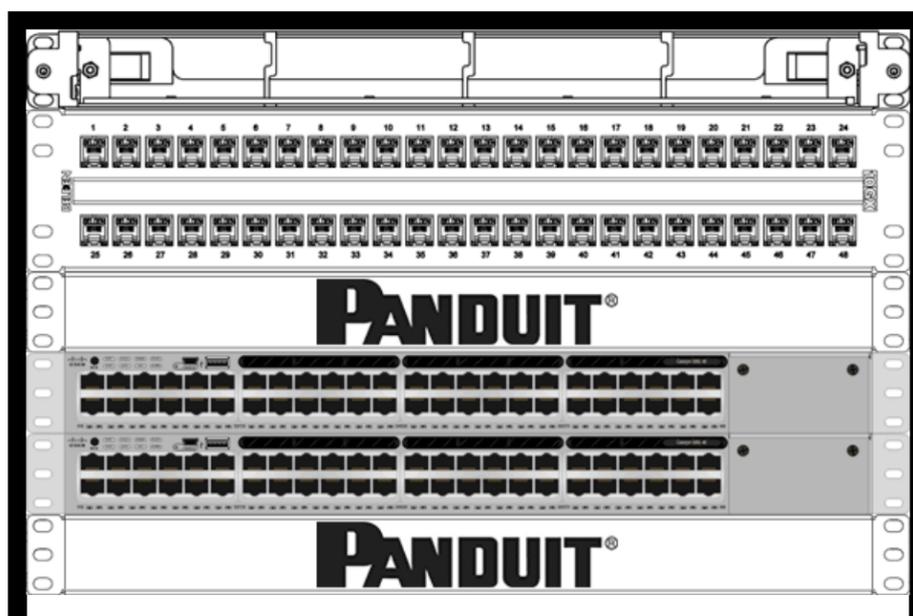
StackPower Cables

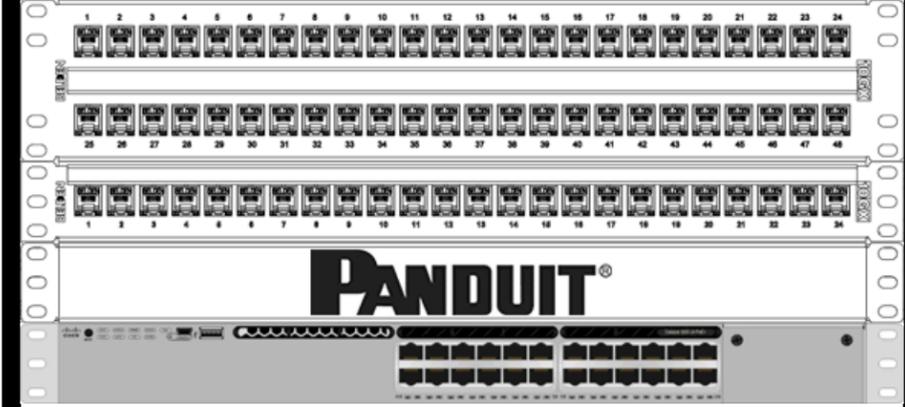
- (1) CAB-SPWR-30CM=
- (2) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		0.00

Rack Elevation Req 19U





Report for IDF '1' at site 'Lewis'

Report generated at 6/8/2017 11:45:25 AM

IDF Number

1

Room Number

IDF Feeding Rm18, Rm1, ...2, RM9

Cable Area Number

Drawing Sheet Number

Station Cables

119

24 Port Patch Panels

1

48 Port Patch Panels

2

Connected Devices

120

24 Port Switches

1

48 Port Switches

2

Total Power Required (w)

508.3

PoE Power Avail (w)

1,456.0

PoE Power Req (w)

0.0

UPS

SMX2000LV + (1)SMX120BP

UPS Load Est (w)

1,090.7

Est Runtime @ 50% PoE (min)

74

Plug Type

L5-20P

Avail Rack Units

45

Req Rack Units

19

Equipment Weight (lbs)

222

StackWise Cables

- (1) STACK-T1-50CM=
- (2) STACK-T1-1M=
- (0) STACK-T1-3M=

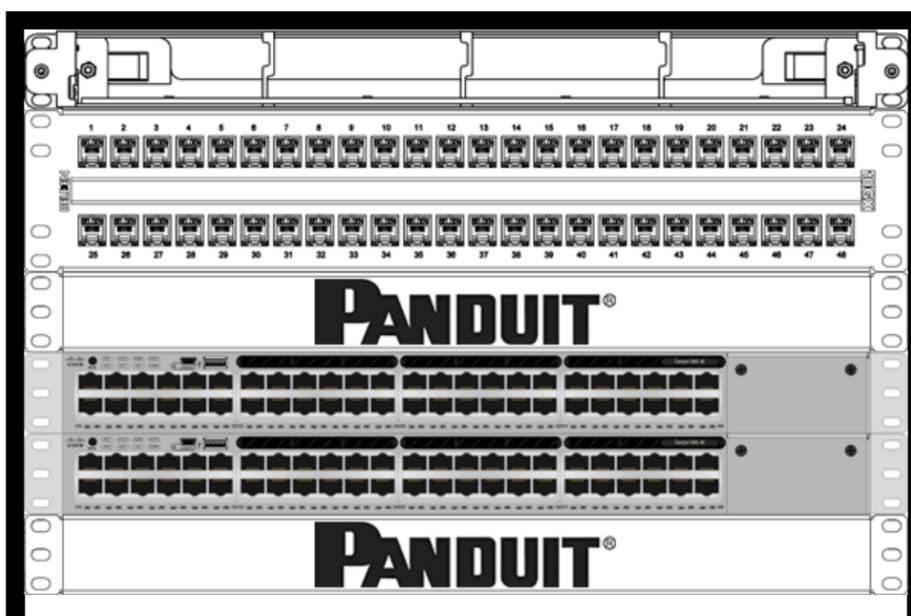
StackPower Cables

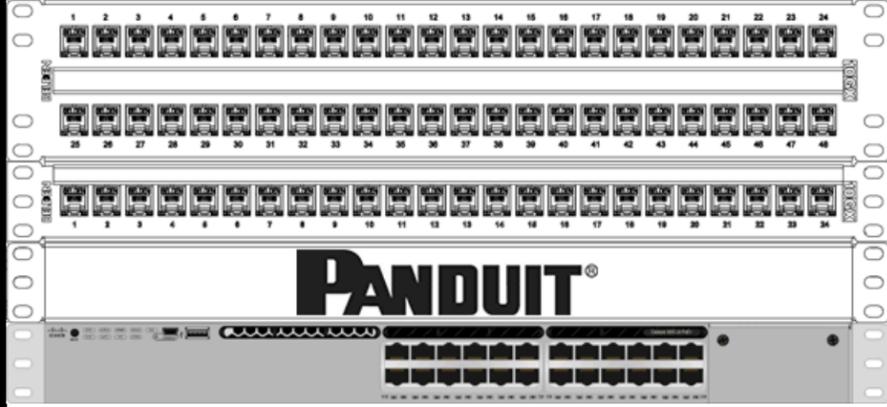
- (1) CAB-SPWR-30CM=
- (2) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		0.00

Rack Elevation Req 19U







Report for IDF '2' at site 'Lewis'

Report generated at 6/8/2017 11:45:44 AM

IDF Number

2

Room Number

Rm 6

Cable Area Number

Drawing Sheet Number

Station Cables

48

24 Port Patch Panels

1

48 Port Patch Panels

1

Connected Devices

48

24 Port Switches

0

48 Port Switches

1

Total Power Required (w)

283.4

PoE Power Avail (w)

548.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

411.8

Est Runtime @ 50% PoE (min)

54

Plug Type

L5-20P

Avail Rack Units

6

Req Rack Units

9

Equipment Weight (lbs)

86

StackWise Cables

- (0) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

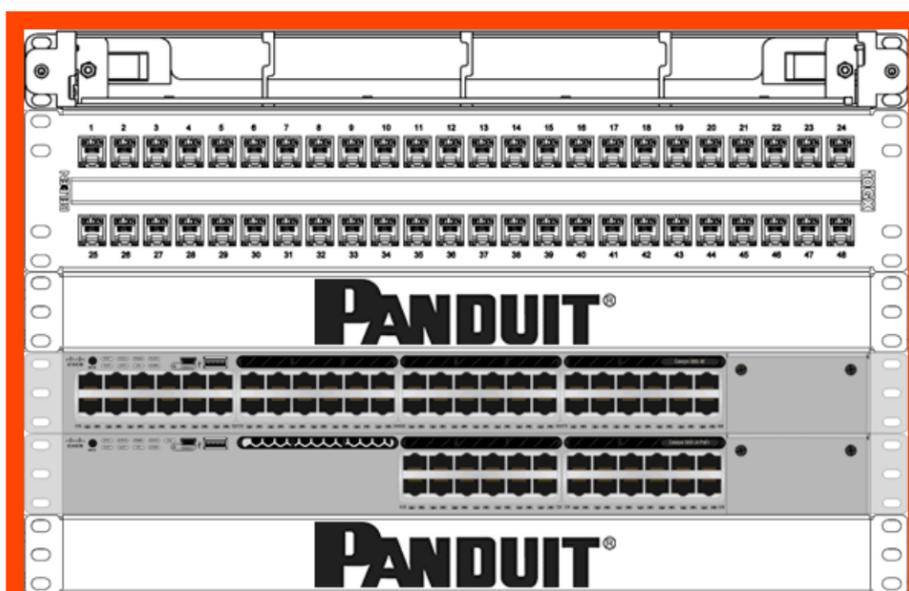
StackPower Cables

- (0) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 9U





Report for IDF '3' at site 'Lewis'

Report generated at 6/8/2017 11:45:58 AM

IDF Number

3

Room Number

Rm 7

Cable Area Number

Drawing Sheet Number

Station Cables

20

24 Port Patch Panels

1

48 Port Patch Panels

0

Connected Devices

21

24 Port Switches

1

48 Port Switches

0

Total Power Required (w)

232.7

PoE Power Avail (w)

580.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

377.1

Est Runtime @ 50% PoE (min)

68

Plug Type

L5-20P

Avail Rack Units

6

Req Rack Units

7

Equipment Weight (lbs)

86

StackWise Cables

- (0) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

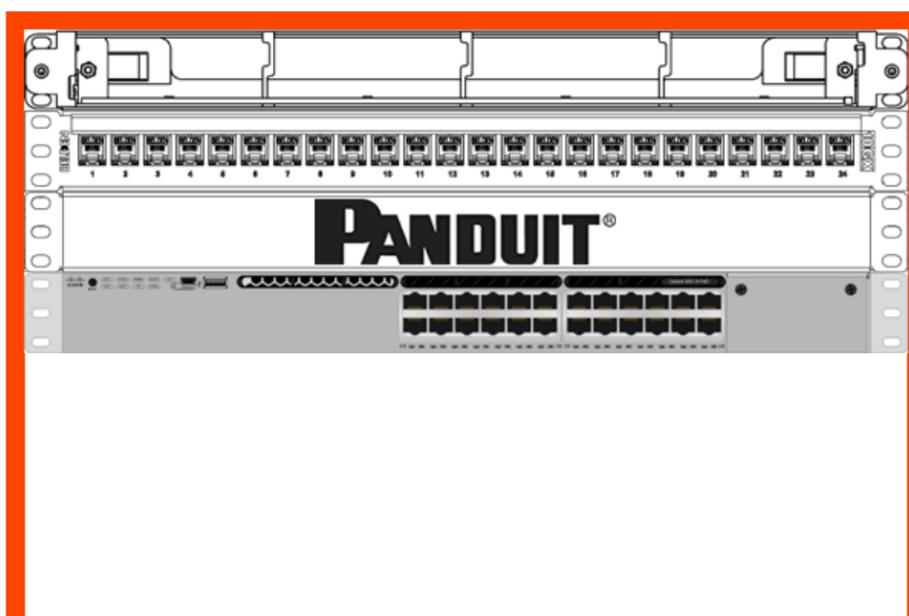
StackPower Cables

- (0) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 7U





Report for IDF '4' at site 'Lewis'

Report generated at 6/8/2017 11:46:17 AM

IDF Number

4

Room Number

Rm 19

Cable Area Number

Drawing Sheet Number

Station Cables

72

24 Port Patch Panels

1

48 Port Patch Panels

1

Connected Devices

72

24 Port Switches

1

48 Port Switches

1

Total Power Required (w)

370.5

PoE Power Avail (w)

1,018.0

PoE Power Req (w)

0.0

UPS

SMX2000LV

UPS Load Est (w)

733.9

Est Runtime @ 50% PoE (min)

32

Plug Type

L5-20P

Avail Rack Units

6

Req Rack Units

11

Equipment Weight (lbs)

87

StackWise Cables

- (2) STACK-T1-50CM=
- (0) STACK-T1-1M=
- (0) STACK-T1-3M=

StackPower Cables

- (2) CAB-SPWR-30CM=
- (0) CAB-SPWR-150CM=

Devices

Quantity	Device Information	PoE Ea (w)	PoE Total (w)
	No devices configured for this IDF		
			0.00

Rack Elevation Req 11U

