



Ravenswood City School District

**Phase 3-4 Backup Data Center and Primary
Data Center Upgrade Project**

RFP #RCSD-P3IT



Cover Letter

Ravenswood City School District
Attn: Solomon Hill
2120 Euclid Ave.
East Palo Alto, CA 94303

April 6, 2020

RE: RFP # RCSD-P3IT – Phase 3-4 Backup Data Center and Primary Data Center Upgrade Project

We would like to formally thank you for the opportunity to provide a response to your RFP for Ravenswood City School District. Development Group, Inc. chooses to focus solely on the public sector, and over 85% of our clientele is K-12. We pride ourselves on being a strategic partner that aligns our designs and deliverables with the objectives and of the district. DGI specifically focuses on identifying and facilitating business outcomes. Due to our focus and approach, DGI was selected as one of only three vendors in the entire state to represent ACSA as a network technology company.

Our aspiration is not to simply provide you with the lowest price; we want to truly align our resources around what matters most to you. It is critical to ensure that the network architecture contributes towards your objectives such as operational sustainability, SBAC- readiness, student success, and local control funding initiatives – just to name a few.

In the spirit of earning your business, we hope the time we spent to prepare this RFP is apparent. Once the RFP process is concluded, we look forward to continuing our partnership with RCSD and investing the time and resources necessary to ensure your success.

Sincerely,

A handwritten signature in blue ink that reads "Terry Kritsepis".

Terry Kritsepis
Sr. Account Manager
Development Group, Inc.
(415) 728-1479
TKritsepis@development-group.net

(530) 229-0071
WWW.DGINEXT.COM



6704 LOCKHEED DR,
REDDING, CA 96002

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Introduction

Development Group, Inc. (DGI) is pleased to present Ravenswood City School District with a response to your RFP # RCSD-P3IT. We have developed a proposal representative of your expressed needs and objectives, so it is with great pleasure that we are presenting it to you now.

DGI is an IT partner with a specific focus on K-12 and higher education organizations. For more than a decade this exclusive focus has allowed us to establish significant and business-relevant expertise in the public sector specific to education. As such, we specialize in analyzing important business and educational objectives of an organization and design impactful solutions that contribute relevant criteria. By doing this, we help establish IT Relevancy. A highly specific focus on our core competencies of switching, routing, security, wireless, video, and voice allow us to deliver solutions to our customers that have meaningful impact to the organization's objectives. Our services yield tailored designs while our implementations ensure that they are introduced into organizations appropriately and concisely. DGI aims to define itself by executing deliverables in a timely manner and building our customer relationships through effective communication.

DGI History

Development Group, Inc. (DGI) was founded by Dan Lockwood in 2009 as a seasoned veteran in the education vertical and Cisco. DGI was formed with one primary objective: leveraging passion and skills within technology to provide service to the public sector, with a special interest in those that educate. It has been our mission to provide our customer with solutions mapped directly to their business objectives. DGI has been serving the west coast since inception (namely California and Oregon). DGI is recognized by our partners and competitors as a very capable resource for public sector.

DGI has grown rapidly into a business that serves the educational community with individualized care, and has been listed on Inc. 5000's Fastest Growing Companies in the US four different times in the past five years as well as having been voted Shasta County's best place to work twice. In 2016 Cisco acknowledged Development Group as Partner of the Year and Breakaway Partner of the Year.

In support of the education industry, we have partnered with CITE, ACSA, CASH, SSDA, and CASBO.

Company Information

Cisco Reseller information

Full Address

A DEVELOPMENT GROUP INC.
6704 LOCKHEED DR
REDDING, CA 96002 USA

Description*

Cisco VAR

* Please note that partner supplied data is not verified by Cisco

Partner Since

More than 5 years

RESELLER CERTIFICATION

PREMIER CERTIFIED PARTNER
REGISTERED PARTNER

RESELLER SPECIALIZATION

ADVANCED COLLABORATION ARCHITECTURE SPECIALIZATION
ADVANCED ENTERPRISE NETWORKS ARCHITECTURE
SPECIALIZATION

AUTHORIZATION

EA COLLAB - CUST COLLAB
BUYING MODELS COMMERCE CERTIFICATION
AUTHORIZED SECURITY INCUMBENCY RENEWALS
EA C1 - ACCESS WIRELESS SWITCHING WAN
SAAS SIMPLE RESALE
MERAKI CONFIRMED PARTNER
CISCO OPEN STACK PRIVATE CLOUD

OTHER

REGULAR TRY AND BUY

California Secretary of State site info:

C3167291 DEVELOPMENT GROUP, INC.

| | |
|--------------------------------------|--|
| Registration Date: | 11/03/2008 |
| Jurisdiction: | CALIFORNIA |
| Entity Type: | DOMESTIC STOCK |
| Status: | ACTIVE |
| Agent for Service of Process: | DANIEL LOCKWOOD 6704 LOCKHEED REDDING CA 96002 |
| Entity Address: | 6704 LOCKHEED DR REDDING CA 96002 |
| Entity Mailing Address: | PO BOX 991484 REDDING CA 96099 |

Company Contact information:

| | |
|-------------------------|--|
| Mailing Address: | Phone: (530) 229-0071 |
| PO Box 991484 | Fax: (530) 248-3415 |
| Redding, CA 96099-1484 | Website: |
| | www.dginext.com |

| | |
|--|--|
| Key RFP Contact: | Contract Contact: |
| Terry Kritsepis | Tony Jenkins |
| Sr. Account | Operations Director, |
| Manager,DGI | DGI |
| tkritsepis@development-group.net | tjenkins@development-group.net |
| (415) 728-1479 | (530) 229-0071 |

[Home](#) | [Online Services](#) | [License Details](#)

Contractor's License Detail for License # 992824

DISCLAIMER: A license status check provides information taken from the CSLB license database. Before relying on this information, you should be aware of the following limitations. ([hide/show disclaimer](#))

- ▶ CSLB complaint disclosure is restricted by law (B&P 7124.6) If this entity is subject to public complaint disclosure, a link for complaint disclosure will appear below. Click on the link or button to obtain complaint and/or legal action information.
- ▶ Per B&P 7071.17, only construction related civil judgments reported to the CSLB are disclosed.
- ▶ Arbitrations are not listed unless the contractor fails to comply with the terms of the arbitration.
- ▶ Due to workload, there may be relevant information that has not yet been entered onto the Board's license database.

Business Information

DEVELOPMENT GROUP INC
 PO BOX 991484
 REDDING, CA 96099
 Business Phone Number: [\(530\) 229-0071](tel:(530)229-0071)

Entity Corporation
 Issue Date 05/12/2014
 Expire Date 05/31/2020

License Status

This license is current and active.

All information below should be reviewed.

Classifications

- ▶ B - GENERAL BUILDING CONTRACTOR
- ▶ C-7 - LOW VOLTAGE SYSTEMS

Bonding Information

Contractor's Bond

This license filed a Contractor's Bond with AMERICAN CONTRACTORS INDEMNITY COMPANY.

Bond Number: 100242520

Certifications:

| Name | Certification(s) | Years experience in IT/Networking |
|-----------------|---|-----------------------------------|
| Greg Drake | CCNP Collaboration | 11 |
| | CCNA Collaboration | |
| | CCNA R/S | |
| | CCNA Wireless | |
| | Cisco Video Network Specialist | |
| | Cisco Collaboration Field Engineer Representative 1 | |
| | Express Collaboration System Engineer Representative | |
| | Express Collaboration System Engineer Representative 2 | |
| | Cisco IP Contact Center Express Representative | |
| | Cisco Video Network Representative | |
| | Cisco WebEx Solution Design and Implementation Representative | |
| | Borderless Networks Mobility Field Engineer Representative | |
| | | |
| Darren Reynolds | CCNP R/S | 8 |
| | CCNA R/S | |
| | CCENT | |
| | | |
| Eric Stoxen | CCNP Routing and Switching | 15 |
| | CCNP Security | |
| | CCDP | |
| | MCSA Server 2008R2 | |
| | AWS Certified Solutions Architect Associate | |
| | Pure Storage Flash Array Implementation Professional | |
| Scott Ercoline | PMP | 20 |
| | ITIL v3 | |
| | | |
| Chris Misener | CCNP R/S | 3 |
| | CCNA R/S | |
| | CMNO/CMNA | Meraki Certifications |
| | AS - Network Administration | Shasta Jr. College |

| | | |
|-------------------|---------------------|----|
| | | |
| John Paul Rittell | CCIE Collaboration | 13 |
| | CCNP R/S | |
| | VCP5-DCV | |
| | MCITP | |
| | CCDA | |
| | Extron AV Associate | |

Price Proposal

- ▶ Option #1 – Proposal 23146
- ▶ Statement of Work for Proposal 23146
- ▶ Option #2 – Proposal 23224
- ▶ Statement of Work for Proposal 23224

Thank you very much for the opportunity to respond to this RFP. We have chosen to provide two responses that we feel will properly fulfill the requirements of this RFP. We have decided to provide two potential options for the storage and compute for the datacenters. We've chosen to provide a traditional 3-tier based on Dell EMC storage paired with the existing UCS B Series chassis and blades. Hyperconverged Infrastructure has also been a growing method of providing a unified compute and storage platform and we felt that it would be well worth the districts time to consider this option for the datacenter storage at each site as well.

Other than the compute and storage, these proposals are identical. We have chosen to use a pair of Dell backup appliances to act as the backup targets for each datacenter. The Cisco firewalls will act as the onsite IPS and content filter for the RMS and DO internet connections. We have chosen to use Cisco Umbrella to provide the off-premise protection for the endpoints in concert with Meraki Systems Manager for the MDM piece of the equation. We have secured a quote for SIP services to be provided by Comcast as part of this proposal. If you would like to procure a different service than the one we have selected, that is fine with us. We have chosen to do an internal routing strategy utilizing the BGP routing protocol in concert with IP reachability tests being done in the firewalls. This will allow us to have a preferred ISP for each site while allowing for automatic failover and failback for the routing. If the district has the appropriate ISP connectivity and IP addressing space we will also ensure that the inbound redundancy for any on-premise applications can work on either ISP. If the district does not currently have IP addressing space that can be advertised through both carriers, we will provide the district with guidance on how to procure the IP addressing space and establish the redundancy at a later date. We look forward to helping the district develop greater service resiliency in the environment.

Company:
RAVENSWOOD CITY SCHOOL DISTRICT



Proposal #23146

Requested By:
Solomon Hill
Director of Technology x60160

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - EMC Storage Based Option**

| | | |
|---|---|---|
| Bill To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 | Ship To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 | Sold To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 |
| Created: 3/24/2020 Expires: 4/24/2020 Version: 1 | Account Manager: tkritsepis Systems Engineer: estoxen | Payment Terms: Net 30 |

Product & Manufacturer Maintenance

| Line No | Qty | Product | SMARTnet | Unit Price | Ext'd Price | Tax |
|---|-----|--|------------------|------------|-------------|-----|
| 1.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | | |
| 2 | 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | 0.00 | 0.00 | T |
| 3 | 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | 9,298.45 | 18,596.90 | T |
| 4 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | 775.00 | 1,550.00 | T |
| 5 | 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | 0.00 | 0.00 | T |
| 6 | 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | Included | | T |
| 7 | 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | Included | | T |
| 8 | 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | Included | | T |
| 9 | 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | Included | | T |
| 10 | 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | Included | | T |
| 11 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | Included | | T |
| 12 | 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | Included | | T |
| | | L-FPR2130T-TC= | | | | |

| | | | | | | |
|---|---|--|------------------|----------|-----------|---|
| 13 | 2 | Cisco FPR2130 Threat Defense Threat and URL License | | 0.00 | 0.00 | T |
| 14 | 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | 7,955.03 | 15,910.06 | T |
| 15 | 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | 3,858.40 | 3,858.40 | T |
| 16 | 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | Included | | T |
| 17 | 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | Included | | T |
| 18 | 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | Included | | T |
| 19 | 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | Included | | T |
| 20 | 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | Included | | T |
| 21 | 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | Included | | T |
| 22 | 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | Included | | T |
| 23 | 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | Included | | T |
| 24 | 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | Included | | T |
| 25 | 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | 0.00 | 0.00 | T |
| 26 | 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | Included | | T | |
| 2.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | | |
| 28 | 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | 0.00 | 0.00 | T |
| 29 | 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | 9,298.45 | 18,596.90 | T |
| 30 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | 775.00 | 1,550.00 | T |
| 31 | 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | 0.00 | 0.00 | T |
| 32 | 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | Included | | T |
| 33 | 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | Included | | T |
| 34 | 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | Included | | T |
| 35 | 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | Included | | T |
| 36 | 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | Included | | T |
| 37 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | Included | | T |
| 38 | 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | Included | | T |

| | | | | | | |
|---|----|--|------------------|----------|-----------|---|
| 39 | 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | 0.00 | 0.00 | T |
| 40 | 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | 7,955.03 | 15,910.06 | T |
| 41 | 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | 3,858.40 | 3,858.40 | T |
| 42 | 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | Included | | T |
| 43 | 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | Included | | T |
| 44 | 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | Included | | T |
| 45 | 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | Included | | T |
| 46 | 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | Included | | T |
| 47 | 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | Included | | T |
| 48 | 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | Included | | T |
| 49 | 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | Included | | T |
| 50 | 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | Included | | T |
| 51 | 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | 0.00 | 0.00 | T |
| 52 | 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | Included | | T | |
| 3.0 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | | | | | | |
| 54 | 6 | ISR4431-V/K9 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | SMARTnet 8x5xNBD | 6,724.94 | 40,349.64 | T |
| 55 | 6 | SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series | | Included | | T |
| 56 | 6 | FL-4430-BOOST-K9 Booster Performance License for 4430 Series | | 2,047.50 | 12,285.00 | T |
| 57 | 6 | MEM-4400-4GU8G 4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4400 | | 585.00 | 3,510.00 | T |
| 58 | 6 | PWR-4430-AC AC Power Supply for Cisco ISR 4430 | | Included | | T |
| 59 | 6 | PWR-4430-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4430 | | 312.00 | 1,872.00 | T |
| 60 | 12 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | 0.00 | 0.00 | T |
| 61 | 6 | SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series | | Included | | T |
| 62 | 6 | MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430 | | Included | | T |
| 63 | 6 | MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane | | Included | | T |
| 64 | 6 | PVDM4-64 64-channel DSP module | | Included | | T |

| | | | | | | |
|--|------|---|--------------------------------|----------|-----------|---|
| 65 | 12 | NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400 | | Included | | T |
| 66 | 1500 | SRST-EP Cisco SRST - 1 SRST Endpoint License (E-Delivery Smart) | TP Operate Svcs - Essential SW | 11.70 | 17,550.00 | T |
| 67 | 6 | CUBE-T-RED CUBE - 1 Redundant Trunk Session License | TP Operate Svcs - Essential SW | 48.75 | 292.50 | T |
| 68 | 6 | CUBE-T-STD CUBE - 1 Standard Trunk Session License | TP Operate Svcs - Essential SW | 37.05 | 222.30 | |
| 69 | 24 | CUBE-L-STD CUBE - 1 Standard Line Session License | TP Operate Svcs - Essential SW | 11.70 | 280.80 | T |
| 70 | 6 | SISR4400UK9-169 Cisco ISR 4400 Series IOS XE Universal | | 0.00 | 0.00 | T |
| 71 | 6 | NIM-2FXS/4FXOP 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module | | 579.54 | 3,477.24 | T |
| 4.0 UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIE, PSU | | | | | | |
| 73 | 3 | UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIE, PSU | SMARTnet 8x5xNBD | 1,241.70 | 3,725.10 | T |
| 74 | 12 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | 302.70 | 3,632.40 | T |
| 75 | 9 | UCS-SD16H123X-EP 1.6TB 2.5in Enterprise performance 12G SAS SSD(3X endurance) | | 2,587.80 | 23,290.20 | T |
| 76 | 3 | UCSC-MLOM-C25Q-04 Cisco UCS VIC 1457 Quad Port 10/25G SFP28 CNA MLOM | | 674.40 | 2,023.20 | T |
| 77 | 3 | CIMC-LATEST IMC SW (Recommended) latest release for C-Series Servers. | | 0.00 | 0.00 | T |
| 78 | 6 | UCSC-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | 218.70 | 1,312.20 | T |
| 79 | 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | 0.00 | 0.00 | T |
| 80 | 3 | UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers | | 66.00 | 198.00 | T |
| 81 | 3 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | 2,756.17 | 8,268.51 | |
| 82 | 3 | UCS-SID-INFR-UNK Unknown | | 0.00 | 0.00 | T |
| 83 | 3 | UCS-SID-WKL-UNK Unknown | | 0.00 | 0.00 | T |
| 84 | 21 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | Included | | T |
| 85 | 3 | UCSC-HS-C220M5 Heat sink for UCS C220 M5 rack servers 150W CPUs & below | | Included | | T |
| 86 | 3 | CBL-SC-MR12GM52 Super Cap cable for UCSC-RAID-M5 on C240 M5 Servers | | Included | | T |
| 87 | 3 | UCSC-SCAP-M5 Super Cap for UCSC-RAID-M5, UCSC-MRAID1GB-KIT | | Included | | T |
| 88 | 3 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | 1,890.00 | 5,670.00 | T |
| 89 | 3 | UCSC-RAID-M5 Cisco 12G Modular RAID controller with 2GB cache | 646.80 | 1,940.40 | T | |

| 5.0 Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | | | |
|---|------|--|------------------------------|----------|------------|---|
| 91 | 5220 | LIC-SME-5YR Cisco Meraki Systems Manager Enterprise Device License, 5YR | | 39.60 | 206,712.00 | |
| 6.0 Catalyst 9300 48-port data only, Network Advantage | | | | | | |
| 93 | 4 | C9300-48T-A Catalyst 9300 48-port data only, Network Advantage | Solutions Support 8x5xNBD | 3,270.15 | 13,080.60 | T |
| 94 | 4 | C9300-NW-A-48 C9300 Network Advantage, 48-port license | | Included | | T |
| 95 | 4 | S9300UK9-1612 Cisco Catalyst 9300 XE 16.12 UNIVERSAL | | 0.00 | 0.00 | T |
| 96 | 4 | PWR-C1-350WAC-P 350W AC 80+ platinum Config 1 Power Supply | | 0.00 | 0.00 | T |
| 97 | 4 | PWR-C1-350WAC-P/2 350W AC 80+ platinum Config 1 Secondary Power Supply | | 253.50 | 1,014.00 | T |
| 98 | 8 | CAB-TA-NA North America AC Type A Power Cable | | 0.00 | 0.00 | T |
| 99 | 4 | C9300-SSD-NONE No SSD Card Selected | | 0.00 | 0.00 | T |
| 100 | 4 | STACK-T1-1M 1M Type 1 Stacking Cable | | 78.00 | 312.00 | T |
| 101 | 4 | CAB-SPWR-150CM Catalyst Stack Power Cable 150 CM - Upgrade | | 39.00 | 156.00 | T |
| 102 | 4 | C9300-DNA-A-48 C9300 DNA Advantage, 48-Port Term Licenses | | 0.00 | 0.00 | T |
| 103 | 4 | C9300-DNA-A-48-5Y C9300 DNA Advantage, 48-Port, 5 Year Term License | | 2,449.20 | 9,796.80 | T |
| 104 | 4 | C1-ADD-OPTOUT Cisco ONE Add-On Session Opt Out (No Fulfillment) | | 0.00 | 0.00 | T |
| 105 | 4 | PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic | | Included | | T |
| 106 | 4 | PI-LFAS-AP-T-5Y PI Dev Lic for Lifecycle & Assurance Term 5Y | | 0.00 | 0.00 | T |
| 107 | 4 | C9300-NM-8X Catalyst 9300 8 x 10GE Network Module | | 994.50 | 3,978.00 | T |
| 108 | 4 | NETWORK-PNP-LIC Network Plug-n-Play Connect for zero-touch device deployment | | Included | | |
| 7.0 10GBASE-SR SFP Module, Enterprise-Class | | | | | | |
| 110 | 52 | SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class | | 291.20 | 15,142.40 | T |
| 8.0 10GBASE-LR SFP Module, Enterprise-Class | | | | | | |
| 112 | 4 | SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class | | 831.60 | 3,326.40 | T |
| 9.0 UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | | | | | | |
| 114 | 3 | UCSB-B200-M5-U UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | SMARTnet 8x5xNBD | 1,078.50 | 3,235.50 | T |
| 115 | 48 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | 302.70 | 14,529.60 | T |
| 116 | 6 | UCS-HD300G10K12G 300GB 12G SAS 10K RPM SFF HDD | | 195.00 | 1,170.00 | T |

| | | | | | | |
|---|----|---|----------------------|----------|-----------|---|
| 117 | 3 | UCSB-MRAID12G-HE Cisco FlexStorage 12G SAS RAID contr w/2GB FBWC/drive bays | | 562.20 | 1,686.60 | T |
| 118 | 3 | UCSB-MLOM-40G-03 Cisco UCS VIC 1340 modular LOM for blade servers | | 449.70 | 1,349.10 | T |
| 119 | 3 | N20-FW016 UCS 5108 Blade Chassis FW Package 4.0 | | 0.00 | 0.00 | T |
| 120 | 3 | UCS-SID-INFR-OI Other Infrastructure | | 0.00 | 0.00 | T |
| 121 | 3 | UCS-SID-WKL-OW Other Workload | | 0.00 | 0.00 | T |
| 122 | 3 | UCSB-HS-M5-R CPU Heat Sink for UCS B-Series M5 CPU socket (Rear) | | Included | | T |
| 123 | 3 | UCSB-HS-M5-F CPU Heat Sink for UCS B-Series M5 CPU socket (Front) | | Included | | T |
| 124 | 24 | UCS-DIMM-BLK UCS DIMM Blanks | | Included | | T |
| 125 | 6 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | 1,890.00 | 11,340.00 | T |
| 126 | 6 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | 2,696.25 | 16,177.50 | |
| 10.0 UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | | | | | | |
| 128 | 3 | UCSB-B200-M5-U UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | SMARTnet 8x5xNBD | 1,078.50 | 3,235.50 | T |
| 129 | 48 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | 302.70 | 14,529.60 | T |
| 130 | 6 | UCS-HD300G10K12G 300GB 12G SAS 10K RPM SFF HDD | | 195.00 | 1,170.00 | T |
| 131 | 3 | UCSB-MRAID12G-HE Cisco FlexStorage 12G SAS RAID contr w/2GB FBWC/drive bays | | 562.20 | 1,686.60 | T |
| 132 | 3 | UCSB-MLOM-40G-03 Cisco UCS VIC 1340 modular LOM for blade servers | | 449.70 | 1,349.10 | T |
| 133 | 3 | N20-FW016 UCS 5108 Blade Chassis FW Package 4.0 | | 0.00 | 0.00 | T |
| 134 | 3 | UCS-SID-INFR-OI Other Infrastructure | | 0.00 | 0.00 | T |
| 135 | 3 | UCS-SID-WKL-OW Other Workload | | 0.00 | 0.00 | T |
| 136 | 3 | UCSB-HS-M5-R CPU Heat Sink for UCS B-Series M5 CPU socket (Rear) | | Included | | T |
| 137 | 3 | UCSB-HS-M5-F CPU Heat Sink for UCS B-Series M5 CPU socket (Front) | | Included | | T |
| 138 | 24 | UCS-DIMM-BLK UCS DIMM Blanks | | Included | | T |
| 139 | 6 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | 1,890.00 | 11,340.00 | T |
| 140 | 6 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | 2,696.25 | 16,177.50 | |
| APC Netbotz and Door Sensor | | | | | | |
| 142 | 2 | NBRK0451 NETBOTZ RACK MON 450 W/ 120/240V PWR SUP | | 1,458.00 | 2,916.00 | T |
| | | | | | | |

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|--|----|---|--|-----------|-----------|---|
| 143 | 2 | NBES0302 50FT DOOR SWCH SENSOR FOR ROOMS | | 45.00 | 90.00 | T |
| Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS | | | | | | |
| 145 | 36 | COMCAST SIP SERVICE Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS - District would contract directly through Comcast | | 1,050.00 | 37,800.00 | T |
| Windows Server 2019 Standard 16 Core License - No Cals or Device Licenses Provided | | | | | | |
| 147 | 37 | 9EM-00631 WIN SVR STD CORE 19 OLP 16 Core LIC | | 230.62 | 8,532.94 | T |
| DellEMC UnityXT 380F All-Flash Array - 20TB Formatted (30TB Logical) - 3 Years, 24x7x4 ProSupport with Mission Critical | | | | | | |
| 149 | 2 | D4BD6C25FAF UNITY 380F DPE 25 X 2.5 DELL FLD RCK | | 3,482.42 | 6,964.84 | T |
| 150 | 2 | D4ODPEKITAF UNITY 380F DPE INSTALL KIT | | 0.00 | 0.00 | T |
| 151 | 18 | D4F-2SFXL2-3840 D4F 3.84TB ALL FLASH 25X2.5 SSD | | 3,476.00 | 62,568.00 | T |
| 152 | 2 | D4SFP10IAF UNITY CNA 4X10GBE OPT SFPS AF | | 0.00 | 0.00 | T |
| 153 | 2 | 458-002-525 UNITY AFA BASE SOFTWARE+ DARE=IC | | 0.00 | 0.00 | T |
| 154 | 2 | 458-001-734 APPSYNC BSC FOR UNITY 300F/350F/380F=IC | | 0.00 | 0.00 | T |
| 155 | 2 | 458-002-628 STORAGE M+R FOR UNITYXT = IC | | 0.00 | 0.00 | T |
| 156 | 2 | 458-001-585 RP BASIC FOR UNITY380F/480F/680F/880F=IC | | 0.00 | 0.00 | T |
| 157 | 2 | M-PSM-HWE-005 PROSUPPORT 4HR/MC HARDWARE SUPPORT | | 10,429.98 | 20,859.96 | T |
| VMWare Site Recovery Manager - 3 Years 24x7 support | | | | | | |
| 159 | 1 | VC-SRM8-25E-C SITE RECOV MGR 8 ENT 25VM PK LICS | | 12,750.00 | 12,750.00 | T |
| 160 | 3 | VC-SRM8-25E-PSSS-C PROD SNS SITE RECOV MGR 8 ENT SLIC 25VM PK 1YR | | 3,188.00 | 9,564.00 | T |
| VMware vCenter Standard Licensing - 3 Years, 24x7 Production Support | | | | | | |
| 162 | 2 | VCS6-STD-C-T1 CPP T1 VCTR SERVER 6 STD LICS VSPHERE 6 PER INSTANCE | | 5,866.25 | 11,732.50 | T |
| 163 | 2 | VCS6-STD-3P-SSS-C PROD SNS VCTR SERVER 6 STD SLIC VSPHERE 6 PER INSTANCE 3YR | | 4,076.16 | 8,152.32 | T |
| DellEMC DP4400 Integrated Data Protection Appliance - 3 Years, 24x7x4 ProSupport with Mission Critical | | | | | | |
| 165 | 2 | DPAPPL_4400 ANCHOR DP APPLIANCE 4400 | | 0.00 | 0.00 | T |
| 166 | 2 | DP4400_24TB_SFP8 IDPA DP4400 24TB 8X10G SFP | | 38,670.00 | 77,340.00 | T |
| 167 | 8 | DPCBL-LC-OM4-10ME 10 M LC TO LC CABLE KIT | | 42.50 | 340.00 | T |
| 168 | 8 | DPXCVR-10GBE-4400 TRANSCEIVER 10GBE SFP+ DP4400 300M | | 300.00 | 2,400.00 | T |
| 169 | 2 | IDPA_DP4400_2-5 IDPA DP4400 OS SW CODE 2.5.X=IA | | 0.00 | 0.00 | T |

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|------------------------------------|-----|---|-----------|--------------------------------|--------------|---|
| 170 | 2 | 458-002-414 DATA PROTECTION CENTRAL ENTRY=CA | | 0.00 | 0.00 | T |
| 171 | 2 | 458-002-436 IDPA DP4400 ENV CONFIG | | 0.00 | 0.00 | T |
| 172 | 6 | 456-107-987 DP4400 CAPACITY ENABLER DDVE 12TB=CC | | 0.00 | 0.00 | T |
| 173 | 2 | 456-113-622 VREALIZE ENABLER ENTRY=IA | | 0.00 | 0.00 | T |
| 174 | 2 | 456-113-620 FEDERATED REPORTING SERVER ENTRY=IA | | 0.00 | 0.00 | T |
| 175 | 2 | 456-113-624 IDPA BU SEARCH ENABLER ENTRY=CA | | 0.00 | 0.00 | T |
| 176 | 2 | 456-113-621 IDPA BU APP ENABLER ENTRY=IA | | 0.00 | 0.00 | T |
| 177 | 2 | 456-113-661 IDPA TARGET PROTOCOL ENABLER ENTRY=CA | | 0.00 | 0.00 | T |
| 178 | 72 | 456-113-781 IDPA BOOSTFS 1 TB RAW ENABLER ENTRY=CB | | 0.00 | 0.00 | T |
| 179 | 2 | 456-113-623 ANALYTICS ENABLER ENTRY=CB | | 0.00 | 0.00 | T |
| 180 | 2 | 458-002-437 DP4400 CLOUD TIER LICENSE | | 0.00 | 0.00 | T |
| 181 | 10 | 456-107-983 LIC CLOUD TIER DP4400 BASE TB=CC | | 0.00 | 0.00 | T |
| 182 | 2 | 458-002-482 DP4400 DD CLOUD DR ESSENTIALS 5TB=CC | | 0.00 | 0.00 | T |
| 183 | 72 | 458-002-484 EMC GRANULAR RECOVERY MICROSOFT HIGH=CA | | 0.00 | 0.00 | T |
| 184 | 2 | 458-001-440 RECOVERPOINT FOR VM STARTER PACKS | | 0.00 | 0.00 | T |
| 185 | 2 | 456-113-589 RP4VM 5VM STARTER PACK FOR DP4400=IB | | 0.00 | 0.00 | T |
| 186 | 2 | M-PSM-HW-DD-E1 PROSUPPORT 4HR/MC HARDWARE SUPPORT | 18,561.60 | 37,123.20 | T | |
| Cisco Umbrella - 5 Year term | | | | | | |
| 188 | 1 | UMB-EDU-SUB Umbrella Cloud Security Subscription for Education | | 0.00 | 0.00 | |
| 189 | 700 | UMB-EDU-K9 Umbrella Cloud Security for Education | | 63.18 | 44,226.00 | |
| 190 | 60 | UMB-SUPT-G Umbrella Support - Gold | | 260.00 | 15,600.00 | |
| Copper and Fiber Patch Cord Budget | | | | | | |
| 192 | 1 | PATCH CORDS Budget for Copper and Fiber Patch Cords of varying length | | 2,000.00 | 2,000.00 | T |
| | | | | Subtotal | \$923,184.77 | |
| | | | | Handling | \$2.00 | |
| | | | | Estimated Sales Tax (9.75%) | \$60,040.79 | |
| | | | | SMARTnet | \$172,512.76 | |

Need more time to get important stuff done? Ask us about



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|-----------------------|----------------|
| | |
| | |
| Professional Services | \$145,425.20 |
| Shipping | \$0.00 |
| Total | \$1,301,165.52 |

Company:
RAVENSWOOD CITY SCHOOL DISTRICT

Requested By:
Solomon Hill
Director of Technology x60160



Proposal #23146

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - EMC Storage Based Option**

Cisco SMARTnet Proposed Service Details

| Qty | Product Number | Service Level | Service Product Number | Term | Customer Price |
|---|--|------------------|------------------------|--------|----------------|
| 1.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | |
| 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | 0.00 |
| 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | CON-SNT-FPR2130W | 5 Year | 15,600.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | 0.00 |
| 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | | | 0.00 |
| 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | | | 0.00 |
| 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | | | 0.00 |
| 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | | | 0.00 |
| 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | | | 0.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | | | 0.00 |
| 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | | | 0.00 |
| 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | | | 0.00 |
| 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | CON-SNT-FCM1600K | 5 Year | 9,356.75 |
| | FMC-M5-PS-AC-770W | | | | |

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|---|--|------------------|------------------|--------|-----------|
| 2 | Cisco FMC 770W AC Power Supply | | | | 0.00 |
| 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | | | 0.00 |
| 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | | | 0.00 |
| 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | | | 0.00 |
| 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | | | 0.00 |
| 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | | | 0.00 |
| 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | | | 0.00 |
| 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | | | 0.00 |
| 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | | | 0.00 |
| 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | | | 0.00 |
| 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | 0.00 | | | |
| 2.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | |
| 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | 0.00 |
| 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | CON-SNT-FPR2130W | 5 Year | 15,600.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | 0.00 |
| 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | | | 0.00 |
| 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | | | 0.00 |
| 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | | | 0.00 |
| 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | | | 0.00 |
| 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | | | 0.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 2 | FPR2K-SSD-BBLKD | | | | 0.00 |

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|--|--|------------------|------------------|--------|-----------|
| | Firepower 2000 Series SSD Slot Carrier | | | | |
| 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | | | 0.00 |
| 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | | | 0.00 |
| 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | CON-SNT-FCM1600K | 5 Year | 9,356.75 |
| 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | | | 0.00 |
| 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | | | 0.00 |
| 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | | | 0.00 |
| 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | | | 0.00 |
| 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | | | 0.00 |
| 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | | | 0.00 |
| 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | | | 0.00 |
| 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | | | 0.00 |
| 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | | | 0.00 |
| 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | | | 0.00 |
| 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | | | | 0.00 |
| 3.0 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | | | | | |
| 6 | ISR4431-V/K9 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | SMARTnet 8x5xNBD | CON-SNT-ISR4431V | 5 Year | 25,837.50 |
| 6 | SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series | | | | 0.00 |
| 6 | FL-4430-BOOST-K9 Booster Performance License for 4430 Series | | | | 0.00 |
| 6 | MEM-4400-4GU8G 4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4400 | | | | 0.00 |
| 6 | PWR-4430-AC AC Power Supply for Cisco ISR 4430 | | | | 0.00 |
| 6 | PWR-4430-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4430 | | | | 0.00 |
| 12 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | 0.00 |

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|---|---|--------------------------------|-------------------|--------|-----------|
| 6 | SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series | | | | 0.00 |
| 6 | MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430 | | | | 0.00 |
| 6 | MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane | | | | 0.00 |
| 6 | PVDM4-64 64-channel DSP module | | | | 0.00 |
| 12 | NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400 | | | | 0.00 |
| 1500 | SRST-EP Cisco SRST - 1 SRST Endpoint License (E-Delivery Smart) | TP Operate Svcs - Essential SW | CON-ECMU-SRSTGTEP | 5 Year | 19,500.00 |
| 6 | CUBE-T-RED CUBE - 1 Redundant Trunk Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBETRDE | 5 Year | 448.50 |
| 6 | CUBE-T-STD CUBE - 1 Standard Trunk Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBETSTD | 5 Year | 331.50 |
| 24 | CUBE-L-STD CUBE - 1 Standard Line Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBELSST | 5 Year | 390.00 |
| 6 | SISR4400UK9-169 Cisco ISR 4400 Series IOS XE Universal | | | | 0.00 |
| 6 | NIM-2FXS/4FXOP 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module | | | | 0.00 |
| 4.0 UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | | | | | |
| 3 | UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | SMARTnet 8x5xNBD | CON-SNT-C220M5SX | 5 Year | 4,289.51 |
| 12 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | | | 0.00 |
| 9 | UCS-SD16H123X-EP 1.6TB 2.5in Enterprise performance 12G SAS SSD(3X endurance) | | | | 0.00 |
| 3 | UCSC-MLOM-C25Q-04 Cisco UCS VIC 1457 Quad Port 10/25G SFP28 CNA MLOM | | | | 0.00 |
| 3 | CIMC-LATEST IMC SW (Recommended) latest release for C-Series Servers. | | | | 0.00 |
| 6 | UCSC-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | | | 0.00 |
| 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | | 0.00 |
| 3 | UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers | | | | 0.00 |
| 3 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | CON-ISV1-VSXEPL5A | 5 Year | 11,573.25 |
| 3 | UCS-SID-INFR-UNK Unknown | | | | 0.00 |
| | | | | | |

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|---|---|------------------------------|--------------------|--------|----------|
| 3 | UCS-SID-WKL-UNK Unknown | | | | 0.00 |
| 21 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | | | 0.00 |
| 3 | UCSC-HS-C220M5 Heat sink for UCS C220 M5 rack servers 150W CPUs & below | | | | 0.00 |
| 3 | CBL-SC-MR12GM52 Super Cap cable for UCSC-RAID-M5 on C240 M5 Servers | | | | 0.00 |
| 3 | UCSC-SCAP-M5 Super Cap for UCSC-RAID-M5, UCSC-MRAID1GB-KIT | | | | 0.00 |
| 3 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | | | 0.00 |
| 3 | UCSC-RAID-M5 Cisco 12G Modular RAID controller with 2GB cache | | | | 0.00 |
| 5.0 Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | | |
| 5220 | LIC-SME-5YR Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | 0.00 |
| 6.0 Catalyst 9300 48-port data only, Network Advantage | | | | | |
| 4 | C9300-48T-A Catalyst 9300 48-port data only, Network Advantage | Solutions Support 8x5xNBD | CON-SSSNT-C93004TA | 5 Year | 8,008.00 |
| 4 | C9300-NW-A-48 C9300 Network Advantage, 48-port license | | | | 0.00 |
| 4 | S9300UK9-1612 Cisco Catalyst 9300 XE 16.12 UNIVERSAL | | | | 0.00 |
| 4 | PWR-C1-350WAC-P 350W AC 80+ platinum Config 1 Power Supply | | | | 0.00 |
| 4 | PWR-C1-350WAC-P/2 350W AC 80+ platinum Config 1 Secondary Power Supply | | | | 0.00 |
| 8 | CAB-TA-NA North America AC Type A Power Cable | | | | 0.00 |
| 4 | C9300-SSD-NONE No SSD Card Selected | | | | 0.00 |
| 4 | STACK-T1-1M 1M Type 1 Stacking Cable | | | | 0.00 |
| 4 | CAB-SPWR-150CM Catalyst Stack Power Cable 150 CM - Upgrade | | | | 0.00 |
| 4 | C9300-DNA-A-48 C9300 DNA Advantage, 48-Port Term Licenses | | | | 0.00 |
| 4 | C9300-DNA-A-48-5Y C9300 DNA Advantage, 48-Port, 5 Year Term License | | | | 0.00 |
| 4 | C1-ADD-OPTOUT Cisco ONE Add-On Session Opt Out (No Fulfillment) | | | | 0.00 |
| 4 | PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic | | | | 0.00 |

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|---|--|----------------------|-------------------|--------|-----------|
| 4 | PI-LFAS-AP-T-5Y PI Dev Lic for Lifecycle & Assurance Term 5Y | | | | 0.00 |
| 4 | C9300-NM-8X Catalyst 9300 8 x 10GE Network Module | | | | 0.00 |
| 4 | NETWORK-PNP-LIC Network Plug-n-Play Connect for zero-touch device deployment | | | | 0.00 |
| 7.0 10GBASE-SR SFP Module, Enterprise-Class | | | | | |
| 52 | SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class | | | | 0.00 |
| 8.0 10GBASE-LR SFP Module, Enterprise-Class | | | | | |
| 4 | SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class | | | | 0.00 |
| 9.0 UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | | | | | |
| 3 | UCSB-B200-M5-U UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | SMARTnet 8x5xNBD | CON-SNT-BB200M5U | 5 Year | 2,964.00 |
| 48 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | | | 0.00 |
| 6 | UCS-HD300G10K12G 300GB 12G SAS 10K RPM SFF HDD | | | | 0.00 |
| 3 | UCSB-MRAID12G-HE Cisco FlexStorage 12G SAS RAID contr w/2GB FBWC/drive bays | | | | 0.00 |
| 3 | UCSB-MLOM-40G-03 Cisco UCS VIC 1340 modular LOM for blade servers | | | | 0.00 |
| 3 | N20-FW016 UCS 5108 Blade Chassis FW Package 4.0 | | | | 0.00 |
| 3 | UCS-SID-INFR-OI Other Infrastructure | | | | 0.00 |
| 3 | UCS-SID-WKL-OW Other Workload | | | | 0.00 |
| 3 | UCSB-HS-M5-R CPU Heat Sink for UCS B-Series M5 CPU socket (Rear) | | | | 0.00 |
| 3 | UCSB-HS-M5-F CPU Heat Sink for UCS B-Series M5 CPU socket (Front) | | | | 0.00 |
| 24 | UCS-DIMM-BLK UCS DIMM Blanks | | | | 0.00 |
| 6 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | | | 0.00 |
| 6 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | CON-ISV1-VSXEPL5A | 5 Year | 23,146.50 |
| 10.0 UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | | | | | |
| 3 | UCSB-B200-M5-U UCS B200 M5 Blade w/o CPU, mem, HDD, mezz (UPG) | SMARTnet 8x5xNBD | CON-SNT-BB200M5U | 5 Year | 2,964.00 |
| | UCS-MR-X16G1RT-H | | | | |

| | | | | | | |
|---|---|----------------------|-------------------|--------|-----------|------|
| 48 | 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | | | | 0.00 |
| 6 | UCS-HD300G10K12G 300GB 12G SAS 10K RPM SFF HDD | | | | | 0.00 |
| 3 | UCSB-MRAID12G-HE Cisco FlexStorage 12G SAS RAID contr w/2GB FBWC/drive bays | | | | | 0.00 |
| 3 | UCSB-MLOM-40G-03 Cisco UCS VIC 1340 modular LOM for blade servers | | | | | 0.00 |
| 3 | N20-FW016 UCS 5108 Blade Chassis FW Package 4.0 | | | | | 0.00 |
| 3 | UCS-SID-INFR-OI Other Infrastructure | | | | | 0.00 |
| 3 | UCS-SID-WKL-OW Other Workload | | | | | 0.00 |
| 3 | UCSB-HS-M5-R CPU Heat Sink for UCS B-Series M5 CPU socket (Rear) | | | | | 0.00 |
| 3 | UCSB-HS-M5-F CPU Heat Sink for UCS B-Series M5 CPU socket (Front) | | | | | 0.00 |
| 24 | UCS-DIMM-BLK UCS DIMM Blanks | | | | | 0.00 |
| 6 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | | | | 0.00 |
| 6 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | CON-ISV1-VSXEPL5A | 5 Year | 23,146.50 | |
| APC Netbotz and Door Sensor | | | | | | |
| 2 | NBRK0451 NETBOTZ RACK MON 450 W/ 120/240V PWR SUP | | | | | 0.00 |
| 2 | NBES0302 50FT DOOR SWCH SENSOR FOR ROOMS | | | | | 0.00 |
| Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS | | | | | | |
| 36 | COMCAST SIP SERVICE Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS - District would contract directly through Comcast | | | | | 0.00 |
| Windows Server 2019 Standard 16 Core License - No Cals or Device Licenses Provided | | | | | | |
| 37 | 9EM-00631 WIN SVR STD CORE 19 OLP 16 Core LIC | | | | | 0.00 |
| DellEMC UnityXT 380F All-Flash Array - 20TB Formatted (30TB Logical) - 3 Years, 24x7x4 ProSupport with Mission Critical | | | | | | |
| 2 | D4BD6C25FAF UNITY 380F DPE 25 X 2.5 DELL FLD RCK | | | | | 0.00 |
| 2 | D4ODPEKITAF UNITY 380F DPE INSTALL KIT | | | | | 0.00 |
| 18 | D4F-2SFXL2-3840 D4F 3.84TB ALL FLASH 25X2.5 SSD | | | | | 0.00 |
| | D4SFP10IAF | | | | | |

| | | | |
|--|--|--|------|
| 2 | UNITY CNA 4X10GBE OPT SFPS AF | | 0.00 |
| 2 | 458-002-525 UNITY AFA BASE SOFTWARE+ DARE=IC | | 0.00 |
| 2 | 458-001-734 APPSYNC BSC FOR UNITY 300F/350F/380F=IC | | 0.00 |
| 2 | 458-002-628 STORAGE M+R FOR UNITYXT = IC | | 0.00 |
| 2 | 458-001-585 RP BASIC FOR UNITY380F/480F/680F/880F=IC | | 0.00 |
| 2 | M-PSM-HWE-005 PROSUPPORT 4HR/MC HARDWARE SUPPORT | | 0.00 |
| VMWare Site Recovery Manager - 3 Years 24x7 support | | | |
| 1 | VC-SRM8-25E-C SITE RECOV MGR 8 ENT 25VM PK LICS | | 0.00 |
| 3 | VC-SRM8-25E-PSSS-C PROD SNS SITE RECOV MGR 8 ENT SLIC 25VM PK 1YR | | 0.00 |
| VMware vCenter Standard Licensing - 3 Years, 24x7 Production Support | | | |
| 2 | VCS6-STD-C-T1 CPP T1 VCTR SERVER 6 STD LICS VSPHERE 6 PER INSTANCE | | 0.00 |
| 2 | VCS6-STD-3P-SSS-C PROD SNS VCTR SERVER 6 STD SLIC VSPHERE 6 PER INSTANCE 3YR | | 0.00 |
| DellEMC DP4400 Integrated Data Protection Appliance - 3 Years, 24x7x4 ProSupport with Mission Critical | | | |
| 2 | DPAPPL_4400 ANCHOR DP APPLIANCE 4400 | | 0.00 |
| 2 | DP4400_24TB_SFP8 IDPA DP4400 24TB 8X10G SFP | | 0.00 |
| 8 | DPCBL-LC-OM4-10ME 10 M LC TO LC CABLE KIT | | 0.00 |
| 8 | DPXCVR-10GBE-4400 TRANSCEIVER 10GBE SFP+ DP4400 300M | | 0.00 |
| 2 | IDPA_DP4400_2-5 IDPA DP4400 OS SW CODE 2.5.X=IA | | 0.00 |
| 2 | 458-002-414 DATA PROTECTION CENTRAL ENTRY=CA | | 0.00 |
| 2 | 458-002-436 IDPA DP4400 ENV CONFIG | | 0.00 |
| 6 | 456-107-987 DP4400 CAPACITY ENABLER DDVE 12TB=CC | | 0.00 |
| 2 | 456-113-622 VREALIZE ENABLER ENTRY=IA | | 0.00 |
| 2 | 456-113-620 FEDERATED REPORTING SERVER ENTRY=IA | | 0.00 |
| | 456-113-624 | | |

| | | | |
|------------------------------------|---|--|--------------|
| 2 | IDPA BU SEARCH ENABLER ENTRY=CA | | 0.00 |
| 2 | 456-113-621 IDPA BU APP ENABLER ENTRY=IA | | 0.00 |
| 2 | 456-113-661 IDPA TARGET PROTOCOL ENABLER ENTRY=CA | | 0.00 |
| 72 | 456-113-781 IDPA BOOSTFS 1 TB RAW ENABLER ENTRY=CB | | 0.00 |
| 2 | 456-113-623 ANALYTICS ENABLER ENTRY=CB | | 0.00 |
| 2 | 458-002-437 DP4400 CLOUD TIER LICENSE | | 0.00 |
| 10 | 456-107-983 LIC CLOUD TIER DP4400 BASE TB=CC | | 0.00 |
| 2 | 458-002-482 DP4400 DD CLOUD DR ESSENTIALS 5TB=CC | | 0.00 |
| 72 | 458-002-484 EMC GRANULAR RECOVERY MICROSOFT HIGH=CA | | 0.00 |
| 2 | 458-001-440 RECOVERPOINT FOR VM STARTER PACKS | | 0.00 |
| 2 | 456-113-589 RP4VM 5VM STARTER PACK FOR DP4400=IB | | 0.00 |
| 2 | M-PSM-HW-DD-E1 PROSUPPORT 4HR/MC HARDWARE SUPPORT | | 0.00 |
| Cisco Umbrella - 5 Year term | | | |
| 1 | UMB-EDU-SUB Umbrella Cloud Security Subscription for Education | | 0.00 |
| 700 | UMB-EDU-K9 Umbrella Cloud Security for Education | | 0.00 |
| 60 | UMB-SUPT-G Umbrella Support - Gold | | 0.00 |
| Copper and Fiber Patch Cord Budget | | | |
| 1 | PATCH CORDS Budget for Copper and Fiber Patch Cords of varying length | | 0.00 |
| SMARTnet Subtotal | | | \$172,512.76 |

Company:
RAVENSWOOD CITY SCHOOL DISTRICT

Requested By:
Solomon Hill
Director of Technology x60160

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - EMC Storage Based Option**



Proposal #23146

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



RAVENSWOOD CITY SCHOOL DISTRICT

STATEMENT OF WORK

PROPOSAL 23146

#P3IT RFP RESPONSE

PROPOSAL VERSION 1.0

3/24/2020

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1 Introduction

This Statement of Work (SOW), prepared for Ravenswood City School District (the Customer), provides work specifics to be performed by Development Group, Inc. (the Company) for Proposal 23146.

1.1 Project Work Summary

Ravenswood City School District is in the middle of a multi-phase project upgrading their district infrastructure in order to support their current and future needs. The district has broken this phase into 3 different RFPs, one for the UPS/Physical installation work, one for the datacenter equipment and IT work, and the third for the redundant ISP at the Ravenswood Middle School site. This specific document references the backup/redundant datacenter buildout as part of this project.

The district's current datacenter is not redundant and the critical services in the district are dependent on the district office being functional and operational. This paradigm is less than ideal and is problematic with the challenges our state has been facing the last couple of years with fires and contagion. This project is meant to provide for application level redundancy for critical IT services, position the district for redundant internet access, and provide for a stable framework that can be extended to the remaining school sites. The district is also intending to switch from their legacy PRI telephony to a SIP based service. This SOW has standardized on EMC Unity for the all flash storage and a traditional UCS B Series deployment.

1.2 Project Milestones and Payment Schedule

1.2.1 The major milestones, related tasks and resulting schedule for this project will be developed depending on the total effort and cost required to complete the specific project covered by this Statement of Work. Delivery of the schedule will be due within the limits listed below following contract execution, using input from the Customer and the project manager(s) responsible for the schedule of the related predecessor project(s).

- Milestones, tasks, and schedule for the project will be completed within twenty one (21) business days following approval of the statement of work.

1.2.2 Any delay in the performance of the Company's obligations to the Customer that 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.

- 1.2.3 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 Services Agreement, unless otherwise agreed to in an Associated Contract.
- 1.2.4 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:
- A. Allocation of engineering resources for design and scheduling meeting(s)
 - B. Site Survey(s) and/or meeting with Customer's low-voltage contractor for the purpose of coordinating services (if required)
- 1.2.5 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.

1.3 Company Project Stakeholders

| Name | Project Role | Contact Information |
|-----------------|--|--|
| Terry Kritsepis | Account Manager | tkritsepis@development-group.net Office: 530-646-3369 |
| Eric Stoxen | Sales Engineer | estoxen@development-group.net Office: 530-510-4304 |
| TBD | Project Manager – DGI | |
| Paul Rittell | Lead Field Engineer – Collaboration | prittell@development-group.net Office: 530-646-3535 |
| Daniel Jenkins | Practice Manager – Cabling and Installation Services | djenkins@development-group.net Office: 530-646-3566 |

1.4 Customer Project Stakeholders

| Name | Project Role | Contact Information |
|--------------|------------------------|--|
| Solomon Hill | Director of Technology | solomonh@ravesnswoodschools.org Office: 650-329-2800 |

1.5 Company Project Escalation Contacts

| Name | Project Role | Contact Information |
|--------------|----------------------|--|
| Dan Lockwood | President | dlockwood@development-group.net Office: 530-510-4303 |
| Tony Jenkins | Director, Operations | tjenkins@development-group.net Office: 530-510-4308 |
| Greg Drake | Engineering Manager | gdrake@development-group.net Office: 530-510-4308 |

1.6 Installation Site Address(es)

Ravenswood City School District Technology Office
2160 Euclid Avenue
East Palo Alto, CA 94303

Ravenswood Middle School
2450 Ralmar Avenue
East Palo Alto, CA 94303

1.7 Summary of Assumptions

1.7.1 General Assumptions

A. General assumptions used to prepare this SOW:

1. All changes to this Statement of Work, whether requested by the Company or the Customer, will be via the attached Change Request form.
2. Any quantity of pre-allocated hours including, but not limited to, end-user training, administrative training and/or project management which is not consumed during the course of this Statement of Work may not applied to other work efforts and shall not obligate the Company to further work beyond the conclusion of this Statement of Work.

2 Company Responsibilities

2.1 General Company Responsibilities

- 2.1.1 All equipment listed within this Statement of Work will be upgraded to the most recent, recommended software. In some cases the software recommended by the Company may not be the most current version available from the manufacturer.
- 2.1.2 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.
- 2.1.3 When installing product, 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.
- 2.1.4 All installed Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware.
- 2.1.5 Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.

2.2 Company provided administration and documentation:

- 2.2.1 Provide detailed as-built drawings and documentation that 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 appropriate.
- 2.2.2 Test all installed hardware and software for proper operation using a detailed test plan to be developed jointly by both parties.
- 2.2.3 Company will clear all work areas of shipping cartons, packaging and debris created by the Company at the conclusion of each work day.
- 2.2.4 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.

- 2.2.5 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.

2.3 Enterprise Networking

2.3.1 Routing and Switching

2.3.1.1 Routing and Switching:

- A. Assumptions used to prepare this SOW for Routing and Switching Configuration:
1. Customer will make any needed DHCP scopes for new subnets added if necessary.
 2. Company is assuming new WAN/ISP handoffs will be with SR optics and are including these types for the customer side connectivity. If the ISP intends to use a different optic type, we would need to in turn choose a different optic as well.
 3. Company will make best use of the IP addressing space that the customer has and the capabilities of their upstream ISPs for inbound services access. If the customer does not have sufficient IP addressing space to perform BGP peering with their upstream carrier(s) or the upstream carrier(s) do not have the capability to provide BGP peering, DGI will discuss with the customer what the options are without acquiring additional IP addressing space or carrier capabilities.
 4. Company is assuming that the customer already has a BGP ASN issued by ARIN if inbound internet redundancy is desired across disparate ISP carriers. If the customer doesn't have one, the company will provide guidance to the customer on how to acquire one. This process can take several months from request to instantiation if the customer does not have that requirement already satisfied. Outbound internet redundancy is still possible without a BGP ASN.
- B. Routing and Switching Technologies Responsibilities:
- WAN/Failover routing configuration to include:

1. Company will reconfigure existing WAN to utilize BGP as the internal routing protocol.
2. Company will develop route maps and weighting as necessary to determine optimal traffic path for internal and internet routing as needed.
3. Company will configure firewalls to conditionally advertise default route into routing topology if their internet uplink is available. Company will make a route map at each site to prefer the internet ISP of the customer's choice for each site. In the event of the preferred ISP being down, the site will automatically failover to the secondary ISP and fallback upon service restoration.
4. Company will configure firewalls with IP reachability tracking to ensure that the firewalls are periodically validating that their network path is viable. If the connectivity test fails, the firewall will remove the preferred internet path from the firewall which will facilitate the network automatically preferring the secondary internet path.

Routing and Switching configuration to include:

5. IOS services and features will be configured or disabled based on Company's best practice recommendation.
6. Each switch stack will be configured with a hostname and management IP address according to the scheme that is established in the design meeting with Customer.
7. Remote management access will be configured on each device. The source address of management connections will be restricted to specific IP address and/or IP subnets specified by the Customer.
8. Switch ports will be configured with Company's best practice security settings unless otherwise requested by customer. Exact security settings to be used will be established in design meeting with Customer.
9. Switch ports will be configured to classify and queue traffic based on Cisco AutoQOS policies.
10. For existing switch replacements, switch access port VLAN configuration will be migrated from existing switches to new switches unless design changes are determined necessary during design meetings with customer.

2.3.2 WIRELESS

2.3.2.1 Wireless:

A. Assumptions used to prepare this SOW for Wireless:

1. Current WLAN configurations will be maintained with the existing 5520 WLCs.
2. If the customer desires to add additional APs to the deployment, they will need to provide any additional licensing or purchase outside of this scope.

B. Wireless Technologies Responsibilities:

Wireless configuration to include:

1. Company will break HA on the current WLC pair and reconfigure one controller to function in the RMS site.
2. Company will configure APs to failover to RMS controller in the event of an outage.
3. APs will automatically failback to the DO WLC in the event of service restoration on the DO WLC.

2.3.3 DATACENTER

2.3.3.1 Datacenter:

A. Datacenter Technologies Responsibilities:

Datacenter configuration to include:

1. Company will install new Top of Rack switches in the RMS and DO datacenters
2. Company will implement Dell backup solution at both datacenters and replicate backups between the sites.
3. Company will configure the storage LUNs to replicate between both datacenters.
4. Company will configure VMWare Site Recovery Manager to orchestrate the failover between the sites in the event of a disaster scenario.
5. Company will configure new Unity storage for both the primary and secondary datacenters. LUNs will be developed with customer as needed following design meeting. LUNs will be

replicated as needed to ensure that customer's requirements are met.

6. Dell IPDA datacenter backup appliances will be installed in both datacenters to support district's RTO and RPO objectives. Replication will be performed between the appliances.
7. Company will provide C Series servers for the school sites to have local services in the event of their primary datacenters being unreachable.

2.3.4 COLLABORATION

2.3.4.1 VOIP Systems Redundancy:

A. Collaboration Technologies Responsibilities:

Collaboration configuration to include:

8. Company will configure existing CUCM, CER, and CUC subscribers to operate on RMS DC subnets.
9. Company will test failover on the applications to ensure that failover and failback for the phones is functioning properly following the maintenance.
10. Company will install redundant Informacast Advanced server in order to allow for Informacast redundancy for the speakers.
11. Company will ensure that collaboration application backups are being taken and replicated across the sites in order to allow for an easy restore should it be necessary. Company will ensure that snapshots are not being taken of these applications as it is not supported by the application.
12. Company will develop CUCM and CUBE route/dial plan updates as needed to support new SIP circuits. Customer will be responsible for selecting SIP carrier and provisioning the service.
13. Company will work with customer to allow SIP cutover to new provider.

3 Ravenswood City School District Responsibilities

3.1 General

- 3.1.1 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.
- 3.1.2 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 are 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.

3.2 Specific

- 3.2.1 Customer is responsible for any client configuration necessary to use new SSIDs.
- 3.2.2 Customer is responsible for selecting a new SIP service. DGI has included a quote in this proposal, but customer will need to do the contracting with the carrier and order the circuit.
- 3.2.3 Customer is responsible for validating their phone numbers being migrated to the new SIP service.
- 3.2.4 Customer will be responsible for the creation of any new DHCP scopes required for the success of the project.
- 3.2.5 Customers will be responsible for internal DNS changes and external DNS changes as requested. The solution requires that the internal and external domains to be the same with the appropriate SRV records.
- 3.2.6 Provide a Customer representative that will be the primary point of contact for this project. At a minimum, this person must be available to meet weekly with all project stakeholders. The Customer representative must have authorization to incur charges and make decisions that 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.

- 3.2.7 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.
- 3.2.8 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).
- 3.2.9 Provide laborers to move furniture and fixtures that may be required as part of this project; Company will not move any furniture or fixtures.
- 3.2.10 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 that are to be made by the Company.
- 3.2.11 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.
- 3.2.12 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.
- 3.2.13 If a height exceeding twelve (12) feet is required to install any equipment, a lift will be provided by the Customer.
- 3.2.14 All roof and/or exterior wall penetrations are the responsibility of the Customer.
- 3.2.15 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.
- 3.2.16 Unless otherwise specifically stated elsewhere in this statement of work or associated proposal(s), the Customer shall 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.

- 3.2.17 Ensure the relay rack (or racks) in each location is/are engineered to support the weight of all installed equipment.
- 3.2.18 Ensure the equipment location has temperature control that accommodates the operational temperature of the equipment outlined in this scope of work.
- 3.2.19 Coordinate installation schedules with Company; all work shall be scheduled per the MSA, unless otherwise agreed to in an Associated Contract. Changes to the project timeline that are the result of work, or lack thereof, by the Customer and/or Customer's agents may result in additional charges.
- 3.2.20 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 including disabling any burglar alarm system(s) and/or unlocking any doors. Physical access restrictions dramatically reduce work efficiency and may result in additional costs being assessed to the Customer.
- 3.2.21 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.
- 3.2.22 Participate in a per-site and/or per IDF/MDF quality acceptance process with the Company's Project Manager or Practice Manager at the conclusion of the project, or in the case of a multi-phase project, at the conclusion of each phase.
- 3.2.23 Schedule, coordinate, and notify end users of any planned network or facility service interruptions required during the execution of this Statement of Work.
- 3.2.24 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.

- 3.2.25 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.
- 3.2.26 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.

4 Estimated Project Delivery Flow

The phases for this project consist of the following:

- Kick Off
- Planning (Requirements Analysis/Site Survey/Technical Design/Workshops/Etc.)
- Implementation
 - Primary Datacenter
 - Rack/Stack
 - Firewall Implementation
 - UCS & VMware Implementation
 - Storage Implementation
 - Networking & Support
 - Secondary Datacenter
 - Rack/Stack
 - Firewall Implementation
 - UCS & VMware Implementation
 - Storage Implementation
 - Networking
 - Data Migration
 - Umbrella
 - Back Up
 - Site Recovery Manager (SRM)
 - School Servers
 - Mobility Management
 - SIP Service Cutover
 - Post Implementation Support
- Documentation and Training
- Closeout

Phase 1 - Kick-off

In order to introduce the appropriate parties from both Client and DGI on the project, a project kick-off meeting will be held. The required attendees for the Kick-off meeting will be DGI project manager, lead engineer, and Client project lead and technical representatives. During the project kickoff meeting the content of this SOW will be reviewed to ensure that there is a clear understanding between DGI and Client as it relates to roles and responsibilities of this project.

DGI Responsibilities:

- Conduct a project kick off meeting
- Identify key timeline objectives

Client Responsibilities:

- Attend a project kick off meeting
- Provide key timeline objectives
- Required Resources:
 - DGI lead engineer
 - DGI account manager
 - DGI project manager
 - Client project lead
 - Client authorizing representative

Deliverables:

- Completed Project Kick Off

Phase 2 – Planning and Design

The purpose of the planning phase is to allow for the lead engineers from DGI to fully understand both the technical and business requirements as it relates to how to technically configure the equipment as it pertains to this SOW. DGI often uses technical workshops as the method for the DGI lead engineer to come away with all of the information required to pre-configure, test, and implement the solution.

DGI Responsibilities:

- Conduct a requirement gathering and technical workshop
- Physical layout review
- Review configuration of existing hosts and storage infrastructure
- Gathering Network Requirements
- Firewall and Security policy requirements
- LUN and replication design
- Backup requirements
- Review dependencies of applications (will also be relevant for SRM Planning and Design)
- Design new datacenter framework

- Create implementation strategy
- Create migration strategy
- Create Implementation plan and scheduling
- Review of implementation plan with client

Client Responsibilities:

- Attend technical workshops
- Be involved in the implementation strategy and provide information about the requirements
- Approve implementation strategy

Required Resources:

- DGI lead engineer
- Client project lead and technical representative(s)

Deliverables:

- Implementation plan and Deployment schedule

Phase 3 – Implementation

Based on information gathered during the technical workshop and approval from Client, the DGI lead engineer will perform the configuration of the network devices. Once configuration has been completed, DGI will schedule the Go live and perform system functionality testing on the infrastructure.

Phase 3.1 – Primary Datacenter

DGI Responsibilities:

- Phase 3.1.1 – Rack/Stack
 - Installation of equipment:
 - 2x Firewalls
 - 1x UCS Chassis
 - 1x Unity Array
 - 1x IPDA Backup Appliance
 - 2x Cisco Catalyst Switches
 - 1x 4451 ISR Router
- Phase 3.1.2 – Firewall Implementation
 - Configuration of Firewalls in High-Availability
 - Networking configuration
 - Security policy configuration
 - NAT policy configuration
 - IDS/IPS policy configuration
 - Verify connectivity and functionality of policies
- Phase 3.1.3 – UCS Implementation

- Configuration & upgrade of UCS Chassis
 - Provision service profiles
 - Configure VLANs
 - Configure VSANs
 - Configure storage uplink
 - Configure Network uplink
 - Configure FIs (reusing existing FIs)
 - Configuration of 3 x Blades
 - Deploy and Configure VMware ESXi on 3 x Hosts
 - Installation the latest version of vCenter or version as per requirements
 - Apply new VMware licenses, and upgrade in My VMware
- Phase 3.1.4 – Storage Implementation
 - Configuration of Unity Flash Array (15TB) (iSCSI)
 - Configuration and Integration of Unity
 - Zone & Connect existing servers / vSphere hosts
 - Configure ESRS for monitoring/alerting
 - Test storage performance
- Phase 3.1.5 – Networking & Support
 - Configuration 2 x top of rack Cisco switches
 - Perform networking to support devices being installed
 - Verification of connectivity
 - Support decommission of existing UCS Chassis
 - Support decommissions of existing SAN

Client Responsibilities

- Provide physical access to the datacenter for installation
- Order necessary cables needed for the installation
- Schedule any necessary maintenance windows with the client
- Ensure space and power availability in the datacenter if necessary
- Ensure license availability
- Specify any special requirements / configurations prior to installation at sites
- Ensure proper licenses are available for OS if necessary
- Identifying and prioritizing servers to migrate
- Provide application specifications
- Participate in functionality testing
- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices
- Participate in migration meetings

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed installation and configuration of the devices

Phase 3.2 – Secondary Datacenter

- Phase 3.2.1 – Rack/Stack
 - Rack/stack of equipment:
 - 2x Firewall
 - 1x UCS Chassis (moved from primary datacenter)
 - 2x Fabric Interconnects (FI's)
 - 1x Unity Array
 - 1x IPDA Backup appliance
 - 1x Wireless LAN Controller (WLC)
 - 2x Cisco Catalyst Switches
- Phase 3.2.2 – Firewall Implementation
 - Remote configuration of Firewall (No High-Availability)
 - Networking configuration
 - Security policy configuration
 - NAT policy configuration
 - IDS/IPS policy configuration
 - Verify connectivity and functionality of policies (No internet maybe available at time of configuration)
- Phase 3.2.3 – UCS Implementation
 - Configuration & upgrade of UCS Chassis
 - Provision service profiles
 - Configure VLANs
 - Configure VSANs
 - Configure storage uplink
 - Configure Network uplink
 - Configure FI's
 - Configuration of 3 x Blades
 - Deploy and Configure VMware ESXi on 3 x Hosts
 - Installation the latest version of vCenter or version as per requirements
 - Apply new VMware licenses, and upgrade in My VMware
- Phase 3.2.4 – Storage Implementation
 - Configuration of Unity Flash Array (15TB) (iSCSI)
 - Configuration and Integration of Unity
 - Zone & Connect existing servers / vSphere hosts
 - Configure ESRS for monitoring/alerting
 - Test storage performance
- Phase 3.1.5 – Networking
 - Configuration 2 x top of rack Cisco switches

- Perform networking to support devices being installed
- Verification of connectivity
- WLC Implementation (as secondary)
- Perform failover test and tuning

Client Responsibilities

- Provide physical access to the datacenter for installation
- Schedule any necessary maintenance windows
- Ensure space and power availability in the datacenter if necessary
- Ensure license availability
- Specify any special requirements / configurations prior to installation at sites
- Ensure proper licenses are available for OS if necessary
- Identifying and prioritizing servers to migrate
- Provide application specifications
- Participate in functionality testing
- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed installation and configuration of the devices

Phase 3.3 – Data Migration

DGI Responsibilities:

- Remote migration assistance planning of physical servers and VMs from existing infrastructure to the new infrastructure (up to 50 Servers)
- Testing & validation of migrated VMs

Client Responsibilities

- Participate in migration meetings
- Ensure proper licenses are available for OS if necessary
- Authentication credentials such as usernames, passwords, pass phrases, etc required to access key devices
- Identifying and prioritizing servers to migrate
- Migrating of workloads to new environment
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed server migration

Phase 3.4 – Umbrella

DGI Responsibilities:

- Setup of Umbrella Portal
- Deploy and configure the Virtual Appliances
- Configure Content Filtering Policies
- Integration with Active Directory (if necessary)
- Testing

Client Responsibilities

- Provide input on building filtering policies including whitelists/blacklists etc.
- Provide portal access or license information for portal
- Participate in functionality testing
- Push out Umbrella roaming client to MacOS and Windows devices
- Configure iOS and iPadOS devices to be in supervised mode to make Umbrella DNS redirection mandatory
- Configure Chrome Admin console to force Umbrella configuration to be active on customer chromebook devices

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed Umbrella deployment

Phase 3.5 – Back Up

DGI Responsibilities:

- Configure backup solution
- Configure backup target
- Configure networking and verify connectivity
- Configuration of dataset, retention and scheduling of VMware jobs

Client Responsibilities

- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices
- Provide application specifications

- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed back up implementation

Phase 3.6 – Site Recovery Manager (SRM)

DGI Responsibilities:

- SRM Workflow Planning and Design
- Review existing SRM configuration
- Architectural Review of protection groups and recovery plans
- Integration of replication and new LUN design
- Install SRM components in Primary Datacenter
- Install SRM components in Secondary Datacenter
- Base configuration of SRM
- Array based Replication / SRA pairing
- Site configuration
- Folder, Network, Resource, Placeholder Mappings
- Protection Group (PG) Configuration
- Recovery Plan configuration / validation with Client
- Test PG / RP failover
- Isolation tests – non-disruptive (1 protection group)
- Deliver Testing / validation results

Client Responsibilities

- Schedule any necessary maintenance windows
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed server backup testing

Phase 3.7 – School Servers

DGI Responsibilities:

- Install vSphere on 3 stand-alone servers (1 per school)

- Provide support for testing for installation

Client Responsibilities

- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed vSphere installation on 3 stand-alone servers

Phase 3.8 – Mobility Management

DGI Responsibilities:

- Configuration of Meraki Systems Manager for MDM
- Develop mobility policy
- Configuration of profiles, apps and tags (up to 10)
- Configuration of security policies

Client Responsibilities

- Provide access to Meraki portal for configuration
- Installation of agents on devices not auto enrolled
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed Systems Manager configuration

Phase 3.9 – SIP Service Cutover

DGI Responsibilities:

- Provide test and turn up of SIP Circuits
- Participate in LNP port of phone numbers with gaining carrier
- Update CUCM and gateway configurations to support new services
- Perform 911 testing following cutover

Client Responsibilities

- Validate numbers being ported with gaining carrier
- Participate in the cutover and testing process

- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed SIP Migration

Phase 3.10 – Post Implementation Support

DGI Responsibilities:

- Provide configuration assistance to add devices to Client's monitoring system for up to 8 hours over one (1) week period
- Provide Post Implementation Support for up to 16hrs over a period of one (1) weeks for work performed under this SOW.

Client Responsibilities

- Provide necessary information for monitoring system configuration on devices
- Provide detailed information of issues or support needed
- Configuration in monitoring system
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed device configuration for monitoring

Phase 4 – Documentation and Administrative Training

DGI believes documentation is a key element to the success of a project. DGI will provide complete documentation of the project and an overview to two (2) individuals who will perform system administration and monitoring tasks on the Architecture. This system administrative overview will include a review of the network diagram and the network configuration and be up to eight (8) hours. This training will be performed using Client's facilities and equipment. The overview will be administered by one or more of the DGI engineers who performed the implementation of this project.

DGI Responsibilities:

- Installation and Configuration Summary
- Completed Infrastructure Diagram show connections between devices
- Training for UCS, VMware, Firewall, Umbrella, Back up and Mobility Management

Client Responsibilities:

- Assist with coordination of training session
- Participate in training session

Deliverables:

- Completed documentation and review

Phase 5 – Closeout

Once all the above phases have been completed, the DGI project manager will pull together the appropriate resources from Client and DGI to conduct a closeout meeting.

The purpose of this meeting is to ensure that all the tasks that have been identified in this SOW or any change orders have been completed. In addition, this will provide Client the opportunity to raise any open issues that need to be addressed either as part of this SOW, a change order, or a new SOW.

DGI Responsibilities:

- Perform a project closeout meeting

Client Responsibilities:

- Attend a project closeout meeting

Required Resources:

- DGI project manager
- Client project lead and technical representative(s)

Deliverables:

- Project Completion notice from DGI
- Project Completion Acceptance from Client

5 Signature Forms

5.1 Statement of Work Agreement

5.2 Change Request Form

5.3 Work Acceptance Certification



Work Acceptance Certification (Sample)

Date: _____

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 |
|---|---|---|

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Ravenswood City School District, 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



Change Request Form (Sample)

Date: _____

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Ravenswood City School District, the ("Customer") regarding Project [PROJECT NUMBER], 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), Version 1.0, dated 3/24/2020.

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



Statement of Work Agreement

Date: _____

I, representing Ravenswood City School District, authorize the foregoing Statement of Work for Proposal 23146, Version 1.0, dated 3/24/2020 and direct the Company to immediately begin the fulfillment thereof.

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

"CUSTOMER"

"COMPANY"

Print Name: _____

Development Group, Inc.

Signature: _____

Daniel Lockwood

President



Requested By:
Solomon Hill
Director of Technology x60160

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - Hyperflex Based Option**

| | | |
|---|---|---|
| Bill To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 | Ship To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 | Sold To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703 |
| Created: 4/6/2020 Expires: 5/6/2020 Version: 1 | Account Manager: tkritsepis Systems Engineer: estoxen | Payment Terms: Net 30 |

Product & Manufacturer Maintenance

| Line No | Qty | Product | SMARTnet | Unit Price | Ext'd Price | Tax |
|--|-----|---|------------------|------------|-------------|-----|
| 1.0 Cisco HXAF2X0C M5 Hyperflex System | | | | | | |
| 2 | 1 | HXAF-M5S-HXDP Cisco HXAF2X0C M5 Hyperflex System | | 0.00 | 0.00 | T |
| 3 | 3 | HXDP-S001-5YR= Cisco HyperFlex Data Platform Standard Edition 5 Yr Subscrip | | 0.00 | 0.00 | T |
| 4 | 3 | HXDPS001-5YR HyperFlex Data Platform Standard Edition 5 Yr Subscription | | 7,968.80 | 23,906.40 | T |
| 5 | 3 | HXAF240C-M5SX Cisco HyperFlex HX240c M5 All Flash Node | SMARTnet 8x5xNBD | 1,095.80 | 3,287.40 | T |
| 6 | 3 | HX-SAS-M5HD Cisco 12G Modular SAS HBA for up to 26 drives | | 338.60 | 1,015.80 | T |
| 7 | 3 | HX-PCI-1-C240M5 Riser 1 incl 3 PCIe slots (x8, x16, x8) | | 39.80 | 119.40 | T |
| 8 | 3 | HX-PCI-2B-240M5 Riser 2B incl 3PCIeslots(x8,x16,x8)+2NVMe(1cnctr)supportsGPU | | 39.80 | 119.40 | T |
| 9 | 30 | HX-SD38T61X-EV 3.8TB 2.5 inch Enterprise Value 6G SATA SSD | | 1,977.60 | 59,328.00 | T |
| 10 | 3 | HX-SD800G123X-EP 800GB 2.5in Enterprise Performance 12G SAS SSD(3X endurance) | | 922.80 | 2,768.40 | T |
| 11 | 3 | HX-SD240GM1X-EV 240GB 2.5 inch Enterprise Value 6G SATA SSD | | 146.80 | 440.40 | T |
| 12 | 3 | HX-M2-240GB 240GB SATA M.2 | | 107.00 | 321.00 | T |

| | | | | | | |
|---------------------------------|----|---|-----------------------------------|----------|-----------|---|
| 13 | 3 | HX-MLOM-C40Q-03 Cisco VIC 1387 Dual Port 40Gb QSFP CNA MLOM | | 438.40 | 1,315.20 | T |
| 14 | 3 | HX-MSD-32G 32GB Micro SD Card for UCS M5 servers | | 44.00 | 132.00 | T |
| 15 | 6 | HX-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | 145.80 | 874.80 | T |
| 16 | 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | 0.00 | 0.00 | T |
| 17 | 3 | HX-RAILB-M4 Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers | | 44.00 | 132.00 | T |
| 18 | 3 | UCS-MSTOR-M2 Mini Storage carrier for M.2 SATA/NVME (holds up to 2) | | Included | | T |
| 19 | 6 | UCSC-HS-C240M5 Heat sink for UCS C240 M5 rack servers 150W CPUs & below | | Included | | T |
| 20 | 3 | HXAF240C-BZL-M5SX HXAF240C M5 Security Bezel | | Included | | T |
| 21 | 42 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | Included | | T |
| 22 | 3 | HX-VSP-6-7-EPL-D Factory Installed - VMware vSphere 6.7 Ent Plus SW+Lic 2-CPU | TP Operate Svcs - Essential SW | 2,931.29 | 8,793.87 | T |
| 23 | 3 | HX-VSP-6-7-EPL-DL Factory Installed - vSphere 6.7 Enterprise Plus SW Dnld | | Included | | T |
| 24 | 24 | HX-MR-X32G2RT-H 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v | | 408.60 | 9,806.40 | T |
| 25 | 6 | HX-CPU-I6226 Intel 6226 2.7GHz/125W 12C/19.25MB DCP DDR4 2933 MHz | | 1,260.00 | 7,560.00 | T |
| 26 | 3 | UCSC-RSAS-240M5X C240 Rear UCS-RAID-M5HD SAS cbl(1)kitinclfan,bkpln | | Included | | T |
| 2.0 Cisco Hyperconverged System | | | | | | |
| 28 | 1 | HXAF2X0C-M5S Cisco Hyperconverged System | | 0.00 | 0.00 | T |
| 29 | 3 | HXDP-S001-5YR= Cisco HyperFlex Data Platform Standard Edition 5 Yr Subscrip | | 0.00 | 0.00 | T |
| 30 | 3 | HXDPS001-5YR HyperFlex Data Platform Standard Edition 5 Yr Subscription | | 7,968.80 | 23,906.40 | T |
| 31 | 3 | HXAF240C-M5SX Cisco HyperFlex HX240c M5 All Flash Node | SMARTnet 8x5xNBD | 1,095.80 | 3,287.40 | T |
| 32 | 3 | HX-SAS-M5HD Cisco 12G Modular SAS HBA for up to 26 drives | | 338.60 | 1,015.80 | T |
| 33 | 3 | HX-PCI-1-C240M5 Riser 1 incl 3 PCIe slots (x8, x16, x8) | | 39.80 | 119.40 | T |
| 34 | 3 | HX-PCI-2B-240M5 Riser 2B incl 3PCieslots(x8,x16,x8)+2NVMe(1cnctr)supportsGPU | | 39.80 | 119.40 | T |
| 35 | 30 | HX-SD38T61X-EV 3.8TB 2.5 inch Enterprise Value 6G SATA SSD | | 1,977.60 | 59,328.00 | T |
| 36 | 3 | HX-SD800G123X-EP 800GB 2.5in Enterprise Performance 12G SAS SSD(3X endurance) | | 922.80 | 2,768.40 | T |
| 37 | 3 | HX-SD240GM1X-EV 240GB 2.5 inch Enterprise Value 6G SATA SSD | | 146.80 | 440.40 | T |
| 38 | 3 | HX-M2-240GB | | 107.00 | 321.00 | T |

| | | | | | |
|---|----|---|--------------------------------|-----------|-------------|
| | | 240GB SATA M.2 | | | |
| 39 | 3 | HX-MLOM-C40Q-03 Cisco VIC 1387 Dual Port 40Gb QSFP CNA MLOM | | 438.40 | 1,315.20 T |
| 40 | 3 | HX-MSD-32G 32GB Micro SD Card for UCS M5 servers | | 44.00 | 132.00 T |
| 41 | 6 | HX-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | 145.80 | 874.80 T |
| 42 | 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | 0.00 | 0.00 T |
| 43 | 3 | HX-RAILB-M4 Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers | | 44.00 | 132.00 T |
| 44 | 3 | UCS-MSTOR-M2 Mini Storage carrier for M.2 SATA/NVME (holds up to 2) | | Included | T |
| 45 | 6 | UCSC-HS-C240M5 Heat sink for UCS C240 M5 rack servers 150W CPUs & below | | Included | T |
| 46 | 3 | HXAF240C-BZL-M5SX HXAF240C M5 Security Bezel | | Included | T |
| 47 | 42 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | Included | T |
| 48 | 3 | HX-VSP-6-7-EPL-D Factory Installed - VMware vSphere 6.7 Ent Plus SW+Lic 2-CPU | TP Operate Svcs - Essential SW | 2,931.29 | 8,793.87 T |
| 49 | 3 | HX-VSP-6-7-EPL-DL Factory Installed - vSphere 6.7 Enterprise Plus SW Dnld | | Included | T |
| 50 | 24 | HX-MR-X32G2RT-H 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v | | 408.60 | 9,806.40 T |
| 51 | 6 | HX-CPU-I6226 Intel 6226 2.7GHz/125W 12C/19.25MB DCP DDR4 2933 MHz | | 1,260.00 | 7,560.00 T |
| 52 | 3 | UCSC-RSAS-240M5X C240 Rear UCS-RAID-M5HD SAS cbl(1)kitinclfan,bkpln | | Included | T |
| 53 | 2 | HX-FI-6332-16UP UCS 6332-16UP 1RU FI/No PSU/24 QSFP+ 16UP/4x40G Lic/8xUP Lic | SMARTnet 8x5xNBD | 12,750.00 | 25,500.00 T |
| 54 | 4 | UCS-PSU-6332-AC UCS 6332/ 6454 Power Supply/100-240VAC | | 280.00 | 1,120.00 T |
| 55 | 4 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | 0.00 | 0.00 T |
| 56 | 4 | SFP-H10GB-CU5M 10GBASE-CU SFP+ Cable 5 Meter | | 32.60 | 130.40 T |
| 57 | 6 | QSFP-H40G-AOC5M 40GBASE Active Optical Cable, 5m | | 200.00 | 1,200.00 T |
| 58 | 2 | UCS-ACC-6332 UCS 6332/ 6454 Chassis Accessory Kit | | Included | T |
| 59 | 8 | UCS-FAN-6332 UCS 6332/ 6454 Fan Module | | Included | T |
| 60 | 2 | N10-MGT016 UCS Manager v4.0 | | 0.00 | 0.00 T |
| 3.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | |
| 62 | 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | 0.00 | 0.00 T |
| 63 | 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | 9,298.45 | 18,596.90 T |


| | | | | | | |
|---|---|--|------------------|----------|-----------|---|
| 64 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | 775.00 | 1,550.00 | T |
| 65 | 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | 0.00 | 0.00 | T |
| 66 | 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | Included | | T |
| 67 | 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | Included | | T |
| 68 | 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | Included | | T |
| 69 | 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | Included | | T |
| 70 | 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | Included | | T |
| 71 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | Included | | T |
| 72 | 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | Included | | T |
| 73 | 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | 0.00 | 0.00 | T |
| 74 | 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | 7,955.03 | 15,910.06 | T |
| 75 | 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | 3,858.40 | 3,858.40 | T |
| 76 | 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | Included | | T |
| 77 | 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | Included | | T |
| 78 | 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | Included | | T |
| 79 | 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | Included | | T |
| 80 | 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | Included | | T |
| 81 | 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | Included | | T |
| 82 | 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | Included | | T |
| 83 | 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | Included | | T |
| 84 | 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | Included | | T |
| 85 | 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | 0.00 | 0.00 | T |
| 86 | 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | | Included | | T |
| 4.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | | |
| 88 | 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | 0.00 | 0.00 | T |
| 89 | 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | 9,298.45 | 18,596.90 | T |

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|--|---|--|------------------|-----------|-----------|---|
| 90 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | 775.00 | 1,550.00 | T |
| 91 | 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | 0.00 | 0.00 | T |
| 92 | 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | Included | | T |
| 93 | 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | Included | | T |
| 94 | 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | Included | | T |
| 95 | 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | Included | | T |
| 96 | 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | Included | | T |
| 97 | 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | Included | | T |
| 98 | 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | Included | | T |
| 99 | 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | 0.00 | 0.00 | T |
| 100 | 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | 7,955.03 | 15,910.06 | T | |
| 101 | 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | 3,858.40 | 3,858.40 | T |
| 102 | 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | Included | | T |
| 103 | 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | Included | | T |
| 104 | 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | Included | | T |
| 105 | 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | Included | | T |
| 106 | 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | Included | | T |
| 107 | 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | Included | | T |
| 108 | 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | Included | | T |
| 109 | 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | Included | | T |
| 110 | 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | Included | | T |
| 111 | 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | 0.00 | 0.00 | T |
| 112 | 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | Included | | T | |
| 5.0 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | | | | | | |
| 114 | 6 | ISR4431-V/K9 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | SMARTnet 8x5xNBD | 6,724.94 | 40,349.64 | T |
| 115 | 6 | SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series | | Included | | T |

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|--|------|---|--------------------------------|--|----------|-----------|---|
| 116 | 6 | FL-4430-BOOST-K9 Booster Performance License for 4430 Series | | | 2,047.50 | 12,285.00 | T |
| 117 | 6 | MEM-4400-4GU8G 4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4400 | | | 585.00 | 3,510.00 | T |
| 118 | 6 | PWR-4430-AC AC Power Supply for Cisco ISR 4430 | | | Included | | T |
| 119 | 6 | PWR-4430-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4430 | | | 312.00 | 1,872.00 | T |
| 120 | 12 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | 0.00 | 0.00 | T |
| 121 | 6 | SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series | | | Included | | T |
| 122 | 6 | MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430 | | | Included | | T |
| 123 | 6 | MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane | | | Included | | T |
| 124 | 6 | PVDM4-64 64-channel DSP module | | | Included | | T |
| 125 | 12 | NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400 | | | Included | | T |
| 126 | 1500 | SRST-EP Cisco SRST - 1 SRST Endpoint License (E-Delivery Smart) | TP Operate Svcs - Essential SW | | 11.70 | 17,550.00 | T |
| 127 | 6 | CUBE-T-RED CUBE - 1 Redundant Trunk Session License | TP Operate Svcs - Essential SW | | 48.75 | 292.50 | T |
| 128 | 6 | CUBE-T-STD CUBE - 1 Standard Trunk Session License | TP Operate Svcs - Essential SW | | 37.05 | 222.30 | |
| 129 | 24 | CUBE-L-STD CUBE - 1 Standard Line Session License | TP Operate Svcs - Essential SW | | 11.70 | 280.80 | T |
| 130 | 6 | SISR4400UK9-169 Cisco ISR 4400 Series IOS XE Universal | | | 0.00 | 0.00 | T |
| 131 | 6 | NIM-2FXS/4FXOP 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module | | | 579.54 | 3,477.24 | T |
| 6.0 UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | | | | | | | |
| 133 | 3 | UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | SMARTnet 8x5xNBD | | 1,241.70 | 3,725.10 | T |
| 134 | 12 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | | 302.70 | 3,632.40 | T |
| 135 | 9 | UCS-SD16H123X-EP 1.6TB 2.5in Enterprise performance 12G SAS SSD(3X endurance) | | | 2,587.80 | 23,290.20 | T |
| 136 | 3 | UCSC-MLOM-C25Q-04 Cisco UCS VIC 1457 Quad Port 10/25G SFP28 CNA MLOM | | | 674.40 | 2,023.20 | T |
| 137 | 3 | CIMC-LATEST IMC SW (Recommended) latest release for C-Series Servers. | | | 0.00 | 0.00 | T |
| 138 | 6 | UCSC-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | | 218.70 | 1,312.20 | T |
| 139 | 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | 0.00 | 0.00 | T |
| 140 | 3 | UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers | | | 66.00 | 198.00 | T |

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|---|------|--|------------------------------|----------|------------|---|
| 141 | 3 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | 2,756.17 | 8,268.51 | |
| 142 | 3 | UCS-SID-INFR-UNK Unknown | | 0.00 | 0.00 | T |
| 143 | 3 | UCS-SID-WKL-UNK Unknown | | 0.00 | 0.00 | T |
| 144 | 21 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | Included | | T |
| 145 | 3 | UCSC-HS-C220M5 Heat sink for UCS C220 M5 rack servers 150W CPUs & below | | Included | | T |
| 146 | 3 | CBL-SC-MR12GM52 Super Cap cable for UCSC-RAID-M5 on C240 M5 Servers | | Included | | T |
| 147 | 3 | UCSC-SCAP-M5 Super Cap for UCSC-RAID-M5, UCSC-MRAID1GB-KIT | | Included | | T |
| 148 | 3 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | 1,890.00 | 5,670.00 | T |
| 149 | 3 | UCSC-RAID-M5 Cisco 12G Modular RAID controller with 2GB cache | | 646.80 | 1,940.40 | T |
| 7.0 Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | | | |
| 151 | 5220 | LIC-SME-5YR Cisco Meraki Systems Manager Enterprise Device License, 5YR | | 39.60 | 206,712.00 | |
| 8.0 Catalyst 9300 48-port data only, Network Advantage | | | | | | |
| 153 | 4 | C9300-48T-A Catalyst 9300 48-port data only, Network Advantage | Solutions Support 8x5xNBD | 3,270.15 | 13,080.60 | T |
| 154 | 4 | C9300-NW-A-48 C9300 Network Advantage, 48-port license | | Included | | T |
| 155 | 4 | S9300UK9-1612 Cisco Catalyst 9300 XE 16.12 UNIVERSAL | | 0.00 | 0.00 | T |
| 156 | 4 | PWR-C1-350WAC-P 350W AC 80+ platinum Config 1 Power Supply | | 0.00 | 0.00 | T |
| 157 | 4 | PWR-C1-350WAC-P/2 350W AC 80+ platinum Config 1 Secondary Power Supply | | 253.50 | 1,014.00 | T |
| 158 | 8 | CAB-TA-NA North America AC Type A Power Cable | | 0.00 | 0.00 | T |
| 159 | 4 | C9300-SSD-NONE No SSD Card Selected | | 0.00 | 0.00 | T |
| 160 | 4 | STACK-T1-1M 1M Type 1 Stacking Cable | | 78.00 | 312.00 | T |
| 161 | 4 | CAB-SPWR-150CM Catalyst Stack Power Cable 150 CM - Upgrade | | 39.00 | 156.00 | T |
| 162 | 4 | C9300-DNA-A-48 C9300 DNA Advantage, 48-Port Term Licenses | | 0.00 | 0.00 | T |
| 163 | 4 | C9300-DNA-A-48-5Y C9300 DNA Advantage, 48-Port, 5 Year Term License | | 2,449.20 | 9,796.80 | T |
| 164 | 4 | C1-ADD-OPTOUT Cisco ONE Add-On Session Opt Out (No Fulfillment) | | 0.00 | 0.00 | T |
| 165 | 4 | PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic | | Included | | T |
| 166 | 4 | PI-LFAS-AP-T-5Y PI Dev Lic for Lifecycle & Assurance Term 5Y | | 0.00 | 0.00 | T |

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| 167 | 4 | C9300-NM-8X Catalyst 9300 8 x 10GE Network Module | | 994.50 | 3,978.00 | T |
| 168 | 4 | NETWORK-PNP-LIC Network Plug-n-Play Connect for zero-touch device deployment | | Included | | |
| 9.0 10GBASE-SR SFP Module, Enterprise-Class | | | | | | |
| 170 | 52 | SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class | | 291.20 | 15,142.40 | T |
| 10.0 10GBASE-LR SFP Module, Enterprise-Class | | | | | | |
| 172 | 4 | SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class | | 831.60 | 3,326.40 | T |
| APC Netbotz and Door Sensor | | | | | | |
| 174 | 2 | NBRK0451 NETBOTZ RACK MON 450 W/ 120/240V PWR SUP | | 1,458.00 | 2,916.00 | T |
| 175 | 2 | NBES0302 50FT DOOR SWCH SENSOR FOR ROOMS | | 45.00 | 90.00 | T |
| Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS | | | | | | |
| 177 | 36 | COMCAST SIP SERVICE Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS - District would contract directly through Comcast | | 1,050.00 | 37,800.00 | T |
| Windows Server 2019 Standard 16 Core License - No Cals or Device Licenses Provided | | | | | | |
| 179 | 37 | 9EM-00631 WIN SVR STD CORE 19 OLP 16 Core LIC | | 230.62 | 8,532.94 | T |
| VMWare Site Recovery Manager - 3 Years 24x7 support | | | | | | |
| 181 | 1 | VC-SRM8-25E-C SITE RECOV MGR 8 ENT 25VM PK LICS | | 12,750.00 | 12,750.00 | T |
| 182 | 3 | VC-SRM8-25E-PSSS-C PROD SNS SITE RECOV MGR 8 ENT SLIC 25VM PK 1YR | | 3,188.00 | 9,564.00 | T |
| VMware vCenter Standard Licensing - 3 Years, 24x7 Production Support | | | | | | |
| 184 | 2 | VCS6-STD-C-T1 CPP T1 VCTR SERVER 6 STD LICS VSPHERE 6 PER INSTANCE | | 5,866.25 | 11,732.50 | T |
| 185 | 2 | VCS6-STD-3P-SSS-C PROD SNS VCTR SERVER 6 STD SLIC VSPHERE 6 PER INSTANCE 3YR | | 4,076.16 | 8,152.32 | T |
| DellEMC DP4400 Integrated Data Protection Appliance - 3 Years, 24x7x4 ProSupport with Mission Critical | | | | | | |
| 187 | 2 | DPAPPL_4400 ANCHOR DP APPLIANCE 4400 | | 0.00 | 0.00 | T |
| 188 | 2 | DP4400_24TB_SFP8 IDPA DP4400 24TB 8X10G SFP | | 38,670.00 | 77,340.00 | T |
| 189 | 8 | DPCBL-LC-OM4-10ME 10 M LC TO LC CABLE KIT | | 42.50 | 340.00 | T |
| 190 | 8 | DPXCVR-10GBE-4400 TRANSCEIVER 10GBE SFP+ DP4400 300M | | 300.00 | 2,400.00 | T |
| 191 | 2 | IDPA_DP4400_2-5 IDPA DP4400 OS SW CODE 2.5.X=IA | | 0.00 | 0.00 | T |
| 192 | 2 | 458-002-414 DATA PROTECTION CENTRAL ENTRY=CA | | 0.00 | 0.00 | T |
| 193 | 2 | 458-002-436 IDPA DP4400 ENV CONFIG | | 0.00 | 0.00 | T |
| 194 | 6 | 456-107-987 | | 0.00 | 0.00 | T |

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|--|-----|---|-----------------------------|----------------|---|
| | | DP4400 CAPACITY ENABLER DDVE 12TB=CC | | | |
| 195 | 2 | 456-113-622 VREALIZE ENABLER ENTRY=IA | | 0.00 | T |
| 196 | 2 | 456-113-620 FEDERATED REPORTING SERVER ENTRY=IA | | 0.00 | T |
| 197 | 2 | 456-113-624 IDPA BU SEARCH ENABLER ENTRY=CA | | 0.00 | T |
| 198 | 2 | 456-113-621 IDPA BU APP ENABLER ENTRY=IA | | 0.00 | T |
| 199 | 2 | 456-113-661 IDPA TARGET PROTOCOL ENABLER ENTRY=CA | | 0.00 | T |
| 200 | 72 | 456-113-781 IDPA BOOSTFS 1 TB RAW ENABLER ENTRY=CB | | 0.00 | T |
| 201 | 2 | 456-113-623 ANALYTICS ENABLER ENTRY=CB | | 0.00 | T |
| 202 | 2 | 458-002-437 DP4400 CLOUD TIER LICENSE | | 0.00 | T |
| 203 | 10 | 456-107-983 LIC CLOUD TIER DP4400 BASE TB=CC | | 0.00 | T |
| 204 | 2 | 458-002-482 DP4400 DD CLOUD DR ESSENTIALS 5TB=CC | | 0.00 | T |
| 205 | 72 | 458-002-484 EMC GRANULAR RECOVERY MICROSOFT HIGH=CA | | 0.00 | T |
| 206 | 2 | 458-001-440 RECOVERPOINT FOR VM STARTER PACKS | | 0.00 | T |
| 207 | 2 | 456-113-589 RP4VM 5VM STARTER PACK FOR DP4400=IB | | 0.00 | T |
| 208 | 2 | M-PSM-HW-DD-E1 PROSUPPORT 4HR/MC HARDWARE SUPPORT | | 18,561.60 | T |
| Cisco Umbrella - 5 Year term | | | | | |
| 210 | 1 | UMB-EDU-SUB Umbrella Cloud Security Subscription for Education | | 0.00 | |
| 211 | 700 | UMB-EDU-K9 Umbrella Cloud Security for Education | | 63.18 | |
| 212 | 60 | UMB-SUPT-G Umbrella Support - Gold | | 260.00 | |
| Copper and Fiber Patch Cord Budget | | | | | |
| 214 | 1 | PATCH CORDS Budget for Copper and Fiber Patch Cords of varying length | | 2,000.00 | T |
| <div>Need more time to get important stuff done? Ask us about </div> | | | Subtotal | \$1,001,606.71 | |
| | | | Handling | \$2.00 | |
| | | | Estimated Sales Tax (9.75%) | \$70,841.54 | |
| | | | SMARTnet | \$196,296.26 | |
| | | | Professional Services | \$145,425.20 | |
| | | | Shipping | \$0.00 | |
| | | | Total | \$1,414,171.71 | |

Company:
RAVENSWOOD CITY SCHOOL DISTRICT

Requested By:
Solomon Hill
Director of Technology x60160

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - Hyperflex Based Option**



Proposal #23224

Cisco SMARTnet Proposed Service Details

| Qty | Product Number | Service Level | Service Product Number | Term | Customer Price |
|--|---|------------------|------------------------|--------|----------------|
| 1.0 Cisco HXAF2X0C M5 Hyperflex System | | | | | |
| 1 | HXAF-M5S-HXDP Cisco HXAF2X0C M5 Hyperflex System | | | | 0.00 |
| 3 | HXDP-S001-5YR= Cisco HyperFlex Data Platform Standard Edition 5 Yr Subscrip | | | | 0.00 |
| 3 | HXDPS001-5YR HyperFlex Data Platform Standard Edition 5 Yr Subscription | | | | 0.00 |
| 3 | HXAF240C-M5SX Cisco HyperFlex HX240c M5 All Flash Node | SMARTnet 8x5xNBD | CON-SNT-AF240CSX | 5 Year | 9,964.50 |
| 3 | HX-SAS-M5HD Cisco 12G Modular SAS HBA for up to 26 drives | | | | 0.00 |
| 3 | HX-PCI-1-C240M5 Riser 1 incl 3 PCIe slots (x8, x16, x8) | | | | 0.00 |
| 3 | HX-PCI-2B-240M5 Riser 2B incl 3PCIeslots(x8,x16,x8)+2NVMe(1cnctr)supportsGPU | | | | 0.00 |
| 30 | HX-SD38T61X-EV 3.8TB 2.5 inch Enterprise Value 6G SATA SSD | | | | 0.00 |
| 3 | HX-SD800G123X-EP 800GB 2.5in Enterprise Performance 12G SAS SSD(3X endurance) | | | | 0.00 |
| 3 | HX-SD240GM1X-EV 240GB 2.5 inch Enterprise Value 6G SATA SSD | | | | 0.00 |
| 3 | HX-M2-240GB 240GB SATA M.2 | | | | 0.00 |
| 3 | HX-MLOM-C40Q-03 Cisco VIC 1387 Dual Port 40Gb QSFP CNA MLOM | | | | 0.00 |
| 3 | HX-MSD-32G 32GB Micro SD Card for UCS M5 servers | | | | 0.00 |
| 6 | HX-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | | | 0.00 |
| | CAB-9K12A-NA | | | | |

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|---------------------------------|---|-----------------------------------|-------------------|--------|-----------|
| 6 | Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | | 0.00 |
| 3 | HX-RAILB-M4 Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers | | | | 0.00 |
| 3 | UCS-MSTOR-M2 Mini Storage carrier for M.2 SATA/NVME (holds up to 2) | | | | 0.00 |
| 6 | UCSC-HS-C240M5 Heat sink for UCS C240 M5 rack servers 150W CPUs & below | | | | 0.00 |
| 3 | HXAF240C-BZL-M5SX HXAF240C M5 Security Bezel | | | | 0.00 |
| 42 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | | | 0.00 |
| 3 | HX-VSP-6-7-EPL-D Factory Installed - VMware vSphere 6.7 Ent Plus SW+Lic 2-CPU | TP Operate Svcs - Essential SW | CON-ECMU-HX67EPLD | 5 Year | 22,863.75 |
| 3 | HX-VSP-6-7-EPL-DL Factory Installed - vSphere 6.7 Enterprise Plus SW Dnld | | | | 0.00 |
| 24 | HX-MR-X32G2RT-H 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v | | | | 0.00 |
| 6 | HX-CPU-I6226 Intel 6226 2.7GHz/125W 12C/19.25MB DCP DDR4 2933 MHz | | | | 0.00 |
| 3 | UCSC-RSAS-240M5X C240 Rear UCS-RAID-M5HD SAS cbl(1)kitinclfan,bkpln | | | | 0.00 |
| 2.0 Cisco Hyperconverged System | | | | | |
| 1 | HXAF2X0C-M5S Cisco Hyperconverged System | | | | 0.00 |
| 3 | HXDP-S001-5YR= Cisco HyperFlex Data Platform Standard Edition 5 Yr Subscrip | | | | 0.00 |
| 3 | HXDPS001-5YR HyperFlex Data Platform Standard Edition 5 Yr Subscription | | | | 0.00 |
| 3 | HXAF240C-M5SX Cisco HyperFlex HX240c M5 All Flash Node | SMARTnet 8x5xNBD | CON-SNT-AF240CSX | 5 Year | 9,964.50 |
| 3 | HX-SAS-M5HD Cisco 12G Modular SAS HBA for up to 26 drives | | | | 0.00 |
| 3 | HX-PCI-1-C240M5 Riser 1 incl 3 PCIe slots (x8, x16, x8) | | | | 0.00 |
| 3 | HX-PCI-2B-240M5 Riser 2B incl 3PCIeslots(x8,x16,x8)+2NVMe(1cnctr)supportsGPU | | | | 0.00 |
| 30 | HX-SD38T61X-EV 3.8TB 2.5 inch Enterprise Value 6G SATA SSD | | | | 0.00 |
| 3 | HX-SD800G123X-EP 800GB 2.5in Enterprise Performance 12G SAS SSD(3X endurance) | | | | 0.00 |
| 3 | HX-SD240GM1X-EV 240GB 2.5 inch Enterprise Value 6G SATA SSD | | | | 0.00 |
| 3 | HX-M2-240GB | | | | 0.00 |

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|----|---|-----------------------------------|-------------------|--------|-----------|
| | 240GB SATA M.2 | | | | |
| 3 | HX-MLOM-C40Q-03 Cisco VIC 1387 Dual Port 40Gb QSFP CNA MLOM | | | | 0.00 |
| 3 | HX-MSD-32G 32GB Micro SD Card for UCS M5 servers | | | | 0.00 |
| 6 | HX-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | | | 0.00 |
| 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | | 0.00 |
| 3 | HX-RAILB-M4 Ball Bearing Rail Kit for C220 M4 and C240 M4 rack servers | | | | 0.00 |
| 3 | UCS-MSTOR-M2 Mini Storage carrier for M.2 SATA/NVME (holds up to 2) | | | | 0.00 |
| 6 | UCSC-HS-C240M5 Heat sink for UCS C240 M5 rack servers 150W CPUs & below | | | | 0.00 |
| 3 | HXAF240C-BZL-M5SX HXAF240C M5 Security Bezel | | | | 0.00 |
| 42 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | | | 0.00 |
| 3 | HX-VSP-6-7-EPL-D Factory Installed - VMware vSphere 6.7 Ent Plus SW+Lic 2-CPU | TP Operate Svcs - Essential SW | CON-ECMU-HX67EPLD | 5 Year | 22,863.75 |
| 3 | HX-VSP-6-7-EPL-DL Factory Installed - vSphere 6.7 Enterprise Plus SW Dnld | | | | 0.00 |
| 24 | HX-MR-X32G2RT-H 32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v | | | | 0.00 |
| 6 | HX-CPU-I6226 Intel 6226 2.7GHz/125W 12C/19.25MB DCP DDR4 2933 MHz | | | | 0.00 |
| 3 | UCSC-RSAS-240M5X C240 Rear UCS-RAID-M5HD SAS cbl(1)kitinclfan,bkpln | | | | 0.00 |
| 2 | HX-FI-6332-16UP UCS 6332-16UP 1RU FI/No PSU/24 QSFP+ 16UP/4x40G Lic/8xUP Lic | SMARTnet 8x5xNBD | CON-SNT-FI633216 | 5 Year | 10,348.00 |
| 4 | UCS-PSU-6332-AC UCS 6332/ 6454 Power Supply/100-240VAC | | | | 0.00 |
| 4 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | | 0.00 |
| 4 | SFP-H10GB-CU5M 10GBASE-CU SFP+ Cable 5 Meter | | | | 0.00 |
| 6 | QSFP-H40G-AOC5M 40GBASE Active Optical Cable, 5m | | | | 0.00 |
| 2 | UCS-ACC-6332 UCS 6332/ 6454 Chassis Accessory Kit | | | | 0.00 |
| 8 | UCS-FAN-6332 UCS 6332/ 6454 Fan Module | | | | 0.00 |
| | N10-MGT016 | | | | |

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|---|--|------------------|------------------|--------|-----------|
| 2 | UCS Manager v4.0 | | | | 0.00 |
| 3.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | |
| 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | 0.00 |
| 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | CON-SNT-FPR2130W | 5 Year | 15,600.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | 0.00 |
| 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | | | 0.00 |
| 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | | | 0.00 |
| 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | | | 0.00 |
| 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | | | 0.00 |
| 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | | | 0.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | | | 0.00 |
| 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | | | |
| 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | | | | 0.00 |
| 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | CON-SNT-FCM1600K | 5 Year | 9,356.75 |
| 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | | | 0.00 |
| 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | | | 0.00 |
| 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | | | 0.00 |
| 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | | | 0.00 |
| 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | | | 0.00 |
| 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | | | 0.00 |
| 1 | FMC-M5-TPM-2.0 | | | | 0.00 |

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|--|--|------------------|------------------|--------|-----------|
| | Cisco FMC Trusted Platform Module 2.0 | | | | |
| 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | | | 0.00 |
| 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | | | 0.00 |
| 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | | | 0.00 |
| 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | | | | 0.00 |
| 4.0 Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | | |
| 1 | FPR2130-FTD-HA-BUN Cisco Firepower 2130 Threat Defense Chss,Subs HA Bundle | | | | 0.00 |
| 2 | FPR2130-NGFW-K9 Cisco Firepower 2130 NGFW Appliance, 1U, 1 x NetMod Bay | SMARTnet 8x5xNBD | CON-SNT-FPR2130W | 5 Year | 15,600.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 4 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | 0.00 |
| 2 | SF-F2K-TD6.3-K9 Cisco Firepower Threat Defense software v6.3 for FPR2100 | | | | 0.00 |
| 2 | FPR2K-SSD200 Firepower 2000 Series SSD for FPR-2130/2140 | | | | 0.00 |
| 2 | FPR2K-SLIDE-RAILS Firepower 2000 Slide Rail Kit | | | | 0.00 |
| 2 | FPR2K-NM-BLANK Firepower 2000 Series Network Module Blank Slot Cover | | | | 0.00 |
| 2 | FPR2K-FAN Firepower 2000 Series Fan Tray | | | | 0.00 |
| 2 | FPR2K-PWR-AC-400 Firepower 2000 Series 400W AC Power Supply | | | | 0.00 |
| 2 | FPR2K-SSD-BBLKD Firepower 2000 Series SSD Slot Carrier | | | | 0.00 |
| 2 | L-FPR2130T-TC= Cisco FPR2130 Threat Defense Threat and URL License | | | | 0.00 |
| 2 | L-FPR2130T-TC-5Y Cisco FPR2130 Threat Defense Threat and URL 5Y Subs | 0.00 | | | |
| 1 | FMC1600-K9 Cisco Firepower Management Center 1600 Chassis | SMARTnet 8x5xNBD | CON-SNT-FCM1600K | 5 Year | 9,356.75 |
| 2 | FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply | | | | 0.00 |
| 1 | SF-FMC-6.4-K9 Cisco Firepower Management Center Software v6.4 | | | | 0.00 |
| 1 | FMC-M5-CPU-4110 Cisco FMC 2.1 GHz 4110 Processor, 11MB Cache, 8 Core | | | | 0.00 |

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|--|--|--------------------------------|-------------------|--------|--|-----------|
| 2 | FMC-M5-MEM-16GB Cisco FMC 16GB DDR4-2666-MHz RDIMM/PC4-21300/Single Rank | | | | | 0.00 |
| 1 | FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache | | | | | 0.00 |
| 1 | FMC-M5-SD-32G Cisco FMC 32GB SD Card Module | | | | | 0.00 |
| 1 | FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0 | | | | | 0.00 |
| 2 | FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD | | | | | 0.00 |
| 1 | FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) | | | | | 0.00 |
| 2 | CAB-N5K6A-NA Power Cord, 200/240V 6A North America | | | | | 0.00 |
| 1 | FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC | | | | | 0.00 |
| 5.0 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | | | | | | |
| 6 | ISR4431-V/K9 Cisco ISR 4431 UC Bundle, PVDM4-64, UC License | SMARTnet 8x5xNBD | CON-SNT-ISR4431V | 5 Year | | 25,837.50 |
| 6 | SL-44-IPB-K9 IP Base License for Cisco ISR 4400 Series | | | | | 0.00 |
| 6 | FL-4430-BOOST-K9 Booster Performance License for 4430 Series | | | | | 0.00 |
| 6 | MEM-4400-4GU8G 4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4400 | | | | | 0.00 |
| 6 | PWR-4430-AC AC Power Supply for Cisco ISR 4430 | | | | | 0.00 |
| 6 | PWR-4430-AC/2 AC Power Supply (Secondary PS) for Cisco ISR 4430 | | | | | 0.00 |
| 12 | CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | | | | | 0.00 |
| 6 | SL-44-UC-K9 Unified Communication License for Cisco ISR 4400 Series | | | | | 0.00 |
| 6 | MEM-FLSH-8G 8G eUSB Flash Memory for Cisco ISR 4430 | | | | | 0.00 |
| 6 | MEM-4400-DP-2G 2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane | | | | | 0.00 |
| 6 | PVDM4-64 64-channel DSP module | | | | | 0.00 |
| 12 | NIM-BLANK Blank faceplate for NIM slot on Cisco ISR 4400 | | | | | 0.00 |
| 1500 | SRST-EP Cisco SRST - 1 SRST Endpoint License (E-Delivery Smart) | TP Operate Svcs - Essential SW | CON-ECMU-SRSTGTEP | 5 Year | | 19,500.00 |
| | | | | | | |

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|---|---|-----------------------------------|-------------------|--------|-----------|
| 6 | CUBE-T-RED CUBE - 1 Redundant Trunk Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBETRDE | 5 Year | 448.50 |
| 6 | CUBE-T-STD CUBE - 1 Standard Trunk Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBETSTD | 5 Year | 331.50 |
| 24 | CUBE-L-STD CUBE - 1 Standard Line Session License | TP Operate Svcs - Essential SW | CON-ECMU-CUBELSST | 5 Year | 390.00 |
| 6 | SISR4400UK9-169 Cisco ISR 4400 Series IOS XE Universal | | | | 0.00 |
| 6 | NIM-2FXS/4FXOP 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module | | | | 0.00 |
| 6.0 UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | | | | | |
| 3 | UCSC-C220-M5SX UCS C220 M5 SFF 10 HD w/o CPU, mem, HD, PCIe, PSU | SMARTnet 8x5xNBD | CON-SNT-C220M5SX | 5 Year | 4,289.51 |
| 12 | UCS-MR-X16G1RT-H 16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v | | | | 0.00 |
| 9 | UCS-SD16H123X-EP 1.6TB 2.5in Enterprise performance 12G SAS SSD(3X endurance) | | | | 0.00 |
| 3 | UCSC-MLOM-C25Q-04 Cisco UCS VIC 1457 Quad Port 10/25G SFP28 CNA MLOM | | | | 0.00 |
| 3 | CIMC-LATEST IMC SW (Recommended) latest release for C-Series Servers. | | | | 0.00 |
| 6 | UCSC-PSU1-1050W Cisco UCS 1050W AC Power Supply for Rack Server | | | | 0.00 |
| 6 | CAB-9K12A-NA Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | | | | 0.00 |
| 3 | UCSC-RAILB-M4 Ball Bearing Rail Kit for C220 & C240 M4 & M5 rack servers | | | | 0.00 |
| 3 | VMW-VSP-EPL-5A VMware vSphere 6 Ent Plus (1 CPU), 5-yr, Support Required | ISV Software Service | CON-ISV1-VSXEPL5A | 5 Year | 11,573.25 |
| 3 | UCS-SID-INFR-UNK Unknown | | | | 0.00 |
| 3 | UCS-SID-WKL-UNK Unknown | | | | 0.00 |
| 21 | UCSC-BBLKD-S2 UCS C-Series M5 SFF drive blanking panel | | | | 0.00 |
| 3 | UCSC-HS-C220M5 Heat sink for UCS C220 M5 rack servers 150W CPUs & below | | | | 0.00 |
| 3 | CBL-SC-MR12GM52 Super Cap cable for UCSC-RAID-M5 on C240 M5 Servers | | | | 0.00 |
| 3 | UCSC-SCAP-M5 Super Cap for UCSC-RAID-M5, UCSC-MRAID1GB-KIT | | | | 0.00 |
| 3 | UCS-CPU-I6226 Intel 6226Â 2.7GHz/125W 12C/19.25MBÂ DCP DDR4 2933 MHz | | | | 0.00 |
| | UCSC-RAID-M5 | | | | |

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|---|---|------------------------------|--------------------|--------|----------|
| 3 | Cisco 12G Modular RAID controller with 2GB cache | | | | 0.00 |
| 7.0 Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | | |
| 5220 | LIC-SME-5YR Cisco Meraki Systems Manager Enterprise Device License, 5YR | | | | 0.00 |
| 8.0 Catalyst 9300 48-port data only, Network Advantage | | | | | |
| 4 | C9300-48T-A Catalyst 9300 48-port data only, Network Advantage | Solutions Support 8x5xNBD | CON-SSSNT-C93004TA | 5 Year | 8,008.00 |
| 4 | C9300-NW-A-48 C9300 Network Advantage, 48-port license | | | | 0.00 |
| 4 | S9300UK9-1612 Cisco Catalyst 9300 XE 16.12 UNIVERSAL | | | | 0.00 |
| 4 | PWR-C1-350WAC-P 350W AC 80+ platinum Config 1 Power Supply | | | | 0.00 |
| 4 | PWR-C1-350WAC-P/2 350W AC 80+ platinum Config 1 Secondary Power Supply | | | | 0.00 |
| 8 | CAB-TA-NA North America AC Type A Power Cable | | | | 0.00 |
| 4 | C9300-SSD-NONE No SSD Card Selected | | | | 0.00 |
| 4 | STACK-T1-1M 1M Type 1 Stacking Cable | | | | 0.00 |
| 4 | CAB-SPWR-150CM Catalyst Stack Power Cable 150 CM - Upgrade | | | | 0.00 |
| 4 | C9300-DNA-A-48 C9300 DNA Advantage, 48-Port Term Licenses | | | | 0.00 |
| 4 | C9300-DNA-A-48-5Y C9300 DNA Advantage, 48-Port, 5 Year Term License | | | | 0.00 |
| 4 | C1-ADD-OPTOUT Cisco ONE Add-On Session Opt Out (No Fulfillment) | | | | 0.00 |
| 4 | PI-LFAS-T Prime Infrastructure Lifecycle & Assurance Term - Smart Lic | | | | 0.00 |
| 4 | PI-LFAS-AP-T-5Y PI Dev Lic for Lifecycle & Assurance Term 5Y | | | | 0.00 |
| 4 | C9300-NM-8X Catalyst 9300 8 x 10GE Network Module | 0.00 | | | |
| 4 | NETWORK-PNP-LIC Network Plug-n-Play Connect for zero-touch device deployment | | | | 0.00 |
| 9.0 10GBASE-SR SFP Module, Enterprise-Class | | | | | |
| 52 | SFP-10G-SR-S= 10GBASE-SR SFP Module, Enterprise-Class | | | | 0.00 |
| 10.0 10GBASE-LR SFP Module, Enterprise-Class | | | | | |
| 4 | SFP-10G-LR-S= 10GBASE-LR SFP Module, Enterprise-Class | | | | 0.00 |

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| APC Netbotz and Door Sensor | | | |
| 2 | NBRK0451 NETBOTZ RACK MON 450 W/ 120/240V PWR SUP | | 0.00 |
| 2 | NBES0302 50FT DOOR SWCH SENSOR FOR ROOMS | | 0.00 |
| Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS | | | |
| 36 | COMCAST SIP SERVICE Comcast SIP Circuit - 3 Year Term with 550 DID and 100 CCS - District would contract directly through Comcast | | 0.00 |
| Windows Server 2019 Standard 16 Core License - No Cals or Device Licenses Provided | | | |
| 37 | 9EM-00631 WIN SVR STD CORE 19 OLP 16 Core LIC | | 0.00 |
| VMWare Site Recovery Manager - 3 Years 24x7 support | | | |
| 1 | VC-SRM8-25E-C SITE RECOV MGR 8 ENT 25VM PK LICS | | 0.00 |
| 3 | VC-SRM8-25E-PSSS-C PROD SNS SITE RECOV MGR 8 ENT SLIC 25VM PK 1YR | | 0.00 |
| VMware vCenter Standard Licensing - 3 Years, 24x7 Production Support | | | |
| 2 | VCS6-STD-C-T1 CPP T1 VCTR SERVER 6 STD LICS VSPHERE 6 PER INSTANCE | | 0.00 |
| 2 | VCS6-STD-3P-SSS-C PROD SNS VCTR SERVER 6 STD SLIC VSPHERE 6 PER INSTANCE 3YR | | 0.00 |
| DellEMC DP4400 Integrated Data Protection Appliance - 3 Years, 24x7x4 ProSupport with Mission Critical | | | |
| 2 | DPAPPL_4400 ANCHOR DP APPLIANCE 4400 | | 0.00 |
| 2 | DP4400_24TB_SFP8 IDPA DP4400 24TB 8X10G SFP | | 0.00 |
| 8 | DPCBL-LC-OM4-10ME 10 M LC TO LC CABLE KIT | | 0.00 |
| 8 | DPXCVR-10GBE-4400 TRANSCEIVER 10GBE SFP+ DP4400 300M | | 0.00 |
| 2 | IDPA_DP4400_2-5 IDPA DP4400 OS SW CODE 2.5.X=IA | | 0.00 |
| 2 | 458-002-414 DATA PROTECTION CENTRAL ENTRY=CA | | 0.00 |
| 2 | 458-002-436 IDPA DP4400 ENV CONFIG | | 0.00 |
| 6 | 456-107-987 DP4400 CAPACITY ENABLER DDVE 12TB=CC | | 0.00 |
| 2 | 456-113-622 VREALIZE ENABLER ENTRY=IA | | 0.00 |
| 2 | 456-113-620 FEDERATED REPORTING SERVER ENTRY=IA | 0.00 | |

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| 2 | 456-113-624 IDPA BU SEARCH ENABLER ENTRY=CA | | 0.00 |
| 2 | 456-113-621 IDPA BU APP ENABLER ENTRY=IA | | 0.00 |
| 2 | 456-113-661 IDPA TARGET PROTOCOL ENABLER ENTRY=CA | | 0.00 |
| 72 | 456-113-781 IDPA BOOSTFS 1 TB RAW ENABLER ENTRY=CB | | 0.00 |
| 2 | 456-113-623 ANALYTICS ENABLER ENTRY=CB | | 0.00 |
| 2 | 458-002-437 DP4400 CLOUD TIER LICENSE | | 0.00 |
| 10 | 456-107-983 LIC CLOUD TIER DP4400 BASE TB=CC | | 0.00 |
| 2 | 458-002-482 DP4400 DD CLOUD DR ESSENTIALS 5TB=CC | | 0.00 |
| 72 | 458-002-484 EMC GRANULAR RECOVERY MICROSOFT HIGH=CA | | 0.00 |
| 2 | 458-001-440 RECOVERPOINT FOR VM STARTER PACKS | | 0.00 |
| 2 | 456-113-589 RP4VM 5VM STARTER PACK FOR DP4400=IB | | 0.00 |
| 2 | M-PSM-HW-DD-E1 PROSUPPORT 4HR/MC HARDWARE SUPPORT | | 0.00 |
| Cisco Umbrella - 5 Year term | | | |
| 1 | UMB-EDU-SUB Umbrella Cloud Security Subscription for Education | | 0.00 |
| 700 | UMB-EDU-K9 Umbrella Cloud Security for Education | | 0.00 |
| 60 | UMB-SUPT-G Umbrella Support - Gold | | 0.00 |
| Copper and Fiber Patch Cord Budget | | | |
| 1 | PATCH CORDS Budget for Copper and Fiber Patch Cords of varying length | | 0.00 |
| SMARTnet Subtotal | | | \$196,296.26 |

Company:
RAVENSWOOD CITY SCHOOL DISTRICT

Requested By:
Solomon Hill
Director of Technology x60160

Description:
**RFP #RCSD-P3IT (Datacenter IT RFP
Response) - Hyperflex Based Option**



Proposal #23224

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



RAVENSWOOD CITY SCHOOL DISTRICT

STATEMENT OF WORK

PROPOSAL 23224

#P3IT RFP RESPONSE

PROPOSAL VERSION 1.0

3/24/2020

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1 Introduction

This Statement of Work (SOW), prepared for Ravenswood City School District (the Customer), provides work specifics to be performed by Development Group, Inc. (the Company) for Proposal 23224.

1.1 Project Work Summary

Ravenswood City School District is in the middle of a multi-phase project upgrading their district infrastructure in order to support their current and future needs. The district has broken this phase into 3 different RFPs, one for the UPS/Physical installation work, one for the datacenter equipment and IT work, and the third for the redundant ISP at the Ravenswood Middle School site. This specific document references the backup/redundant datacenter buildout as part of this project.

The district's current datacenter is not redundant and the critical services in the district are dependent on the district office being functional and operational. This paradigm is less than ideal and is problematic with the challenges our state has been facing the last couple of years with fires and contagion. This project is meant to provide for application level redundancy for critical IT services, position the district for redundant internet access, and provide for a stable framework that can be extended to the remaining school sites. The district is also intending to switch from their legacy PRI telephony to a SIP based service. This SOW has standardized on Cisco Hyperflex for the compute and storage needs of the district.

1.2 Project Milestones and Payment Schedule

1.2.1 The major milestones, related tasks and resulting schedule for this project will be developed depending on the total effort and cost required to complete the specific project covered by this Statement of Work. Delivery of the schedule will be due within the limits listed below following contract execution, using input from the Customer and the project manager(s) responsible for the schedule of the related predecessor project(s).

- Milestones, tasks, and schedule for the project will be completed within twenty one (21) business days following approval of the statement of work.

1.2.2 Any delay in the performance of the Company's obligations to the Customer that 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.

- 1.2.3 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 Services Agreement, unless otherwise agreed to in an Associated Contract.
- 1.2.4 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:
- A. Allocation of engineering resources for design and scheduling meeting(s)
 - B. Site Survey(s) and/or meeting with Customer's low-voltage contractor for the purpose of coordinating services (if required)
- 1.2.5 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.

1.3 Company Project Stakeholders

| Name | Project Role | Contact Information |
|-----------------|--|--|
| Terry Kritsepis | Account Manager | tkritsepis@development-group.net Office: 530-646-3369 |
| Eric Stoxen | Sales Engineer | estoxen@development-group.net Office: 530-510-4304 |
| TBD | Project Manager - DGI | |
| Paul Rittell | Lead Field Engineer - Collaboration | prittell@development-group.net Office: 530-646-3535 |
| Daniel Jenkins | Practice Manager - Cabling and Installation Services | djenkins@development-group.net Office: 530-646-3566 |

1.4 Customer Project Stakeholders

| Name | Project Role | Contact Information |
|--------------|------------------------|--|
| Solomon Hill | Director of Technology | solomonh@ravesnswoodschools.org Office: 650-329-2800 |

1.5 Company Project Escalation Contacts

| Name | Project Role | Contact Information |
|--------------|----------------------|--|
| Dan Lockwood | President | dlockwood@development-group.net Office: 530-510-4303 |
| Tony Jenkins | Director, Operations | tjenkins@development-group.net Office: 530-510-4308 |
| Greg Drake | Engineering Manager | gdrake@development-group.net Office: 530-510-4308 |

1.6 Installation Site Address(es)

Ravenswood City School District Technology Office
2160 Euclid Avenue
East Palo Alto, CA 94303

Ravenswood Middle School
2450 Ralmar Avenue
East Palo Alto, CA 94303

1.7 Summary of Assumptions

1.7.1 General Assumptions

A. General assumptions used to prepare this SOW:

1. All changes to this Statement of Work, whether requested by the Company or the Customer, will be via the attached Change Request form.
2. Any quantity of pre-allocated hours including, but not limited to, end-user training, administrative training and/or project management which is not consumed during the course of this Statement of Work may not applied to other work efforts and shall not obligate the Company to further work beyond the conclusion of this Statement of Work.

2 Company Responsibilities

2.1 General Company Responsibilities

- 2.1.1 All equipment listed within this Statement of Work will be upgraded to the most recent, recommended software. In some cases the software recommended by the Company may not be the most current version available from the manufacturer.
- 2.1.2 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.
- 2.1.3 When installing product, 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.
- 2.1.4 All installed Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware.
- 2.1.5 Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.

2.2 Company provided administration and documentation:

- 2.2.1 Provide detailed as-built drawings and documentation that 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 appropriate.
- 2.2.2 Test all installed hardware and software for proper operation using a detailed test plan to be developed jointly by both parties.
- 2.2.3 Company will clear all work areas of shipping cartons, packaging and debris created by the Company at the conclusion of each work day.
- 2.2.4 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.

- 2.2.5 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.

2.3 Enterprise Networking

2.3.1 Routing and Switching

2.3.1.1 Routing and Switching:

- A. Assumptions used to prepare this SOW for Routing and Switching Configuration:
1. Customer will make any needed DHCP scopes for new subnets added if necessary.
 2. Company is assuming new WAN/ISP handoffs will be with SR optics and are including these types for the customer side connectivity. If the ISP intends to use a different optic type, we would need to in turn choose a different optic as well.
 3. Company will make best use of the IP addressing space that the customer has and the capabilities of their upstream ISPs for inbound services access. If the customer does not have sufficient IP addressing space to perform BGP peering with their upstream carrier(s) or the upstream carrier(s) do not have the capability to provide BGP peering, DGI will discuss with the customer what the options are without acquiring additional IP addressing space or carrier capabilities.
 4. Company is assuming that the customer already has a BGP ASN issued by ARIN if inbound internet redundancy is desired across disparate ISP carriers. If the customer doesn't have one, the company will provide guidance to the customer on how to acquire one. This process can take several months from request to instantiation if the customer does not have that requirement already satisfied. Outbound internet redundancy is still possible without a BGP ASN.
- B. Routing and Switching Technologies Responsibilities:
- WAN/Failover routing configuration to include:

1. Company will reconfigure existing WAN to utilize BGP as the internal routing protocol.
2. Company will develop route maps and weighting as necessary to determine optimal traffic path for internal and internet routing as needed.
3. Company will configure firewalls to conditionally advertise default route into routing topology if their internet uplink is available. Company will make a route map at each site to prefer the internet ISP of the customer's choice for each site. In the event of the preferred ISP being down, the site will automatically failover to the secondary ISP and fallback upon service restoration.
4. Company will configure firewalls with IP reachability tracking to ensure that the firewalls are periodically validating that their network path is viable. If the connectivity test fails, the firewall will remove the preferred internet path from the firewall which will facilitate the network automatically preferring the secondary internet path.

Routing and Switching configuration to include:

5. IOS services and features will be configured or disabled based on Company's best practice recommendation.
6. Each switch stack will be configured with a hostname and management IP address according to the scheme that is established in the design meeting with Customer.
7. Remote management access will be configured on each device. The source address of management connections will be restricted to specific IP address and/or IP subnets specified by the Customer.
8. Switch ports will be configured with Company's best practice security settings unless otherwise requested by customer. Exact security settings to be used will be established in design meeting with Customer.
9. Switch ports will be configured to classify and queue traffic based on Cisco AutoQOS policies.
10. For existing switch replacements, switch access port VLAN configuration will be migrated from existing switches to new switches unless design changes are determined necessary during design meetings with customer.

2.3.2 WIRELESS

2.3.2.1 Wireless:

A. Assumptions used to prepare this SOW for Wireless:

1. Current WLAN configurations will be maintained with the existing 5520 WLCs.
2. If the customer desires to add additional APs to the deployment, they will need to provide any additional licensing or purchase outside of this scope.

B. Wireless Technologies Responsibilities:

Wireless configuration to include:

1. Company will break HA on the current WLC pair and reconfigure one controller to function in the RMS site.
2. Company will configure APs to failover to RMS controller in the event of an outage.
3. APs will automatically failback to the DO WLC in the event of service restoration on the DO WLC.

2.3.3 DATACENTER

2.3.3.1 Datacenter:

A. Datacenter Technologies Responsibilities:

Datacenter configuration to include:

1. Company will install new Top of Rack switches in the RMS and DO datacenters
2. Company will implement Dell backup solution at both datacenters and replicate backups between the sites.
3. Company will configure the storage LUNs to replicate between both datacenters.
4. Company will configure VMWare Site Recovery Manager to orchestrate the failover between the sites in the event of a disaster scenario.
5. Company will configure new UCS Hyperflex to act as the storage and compute for both the primary and secondary datacenters. LUNs will be developed with customer as needed

following design meeting. LUNs will be replicated as needed to ensure that customer's requirements are met.

6. Dell IDPA datacenter backup appliances will be installed in both datacenters to support district's RTO and RPO objectives. Replication will be performed between the appliances.
7. Company will provide C Series servers for the school sites to have local services in the event of their primary datacenters being unreachable.

2.3.4 COLLABORATION

2.3.4.1 VOIP Systems Redundancy:

A. Collaboration Technologies Responsibilities:

Collaboration configuration to include:

8. Company will configure existing CUCM, CER, and CUC subscribers to operate on RMS DC subnets.
9. Company will test failover on the applications to ensure that failover and failback for the phones is functioning properly following the maintenance.
10. Company will install redundant Informacast Advanced server in order to allow for Informacast redundancy for the speakers.
11. Company will ensure that collaboration application backups are being taken and replicated across the sites in order to allow for an easy restore should it be necessary. Company will ensure that snapshots are not being taken of these applications as it is not supported by the application.
12. Company will develop CUCM and CUBE route/dial plan updates as needed to support new SIP circuits. Customer will be responsible for selecting SIP carrier and provisioning the service.
13. Company will work with customer to allow SIP cutover to new provider.

3 Ravenswood City School District Responsibilities

3.1 General

- 3.1.1 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.
- 3.1.2 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 are 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.

3.2 Specific

- 3.2.1 Customer is responsible for any client configuration necessary to use new SSIDs.
- 3.2.2 Customer is responsible for selecting a new SIP service. DGI has included a quote in this proposal, but customer will need to do the contracting with the carrier and order the circuit.
- 3.2.3 Customer is responsible for validating their phone numbers being migrated to the new SIP service.
- 3.2.4 Customer will be responsible for the creation of any new DHCP scopes required for the success of the project.
- 3.2.5 Customers will be responsible for internal DNS changes and external DNS changes as requested. The solution requires that the internal and external domains to be the same with the appropriate SRV records.
- 3.2.6 Provide a Customer representative that will be the primary point of contact for this project. At a minimum, this person must be available to meet weekly with all project stakeholders. The Customer representative must have authorization to incur charges and make decisions that 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.

- 3.2.7 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.
- 3.2.8 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).
- 3.2.9 Provide laborers to move furniture and fixtures that may be required as part of this project; Company will not move any furniture or fixtures.
- 3.2.10 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 that are to be made by the Company.
- 3.2.11 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.
- 3.2.12 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.
- 3.2.13 If a height exceeding twelve (12) feet is required to install any equipment, a lift will be provided by the Customer.
- 3.2.14 All roof and/or exterior wall penetrations are the responsibility of the Customer.
- 3.2.15 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.
- 3.2.16 Unless otherwise specifically stated elsewhere in this statement of work or associated proposal(s), the Customer shall 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.

- 3.2.17 Ensure the relay rack (or racks) in each location is/are engineered to support the weight of all installed equipment.
- 3.2.18 Ensure the equipment location has temperature control that accommodates the operational temperature of the equipment outlined in this scope of work.
- 3.2.19 Coordinate installation schedules with Company; all work shall be scheduled per the MSA, unless otherwise agreed to in an Associated Contract. Changes to the project timeline that are the result of work, or lack thereof, by the Customer and/or Customer's agents may result in additional charges.
- 3.2.20 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 including disabling any burglar alarm system(s) and/or unlocking any doors. Physical access restrictions dramatically reduce work efficiency and may result in additional costs being assessed to the Customer.
- 3.2.21 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.
- 3.2.22 Participate in a per-site and/or per IDF/MDF quality acceptance process with the Company's Project Manager or Practice Manager at the conclusion of the project, or in the case of a multi-phase project, at the conclusion of each phase.
- 3.2.23 Schedule, coordinate, and notify end users of any planned network or facility service interruptions required during the execution of this Statement of Work.
- 3.2.24 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.

- 3.2.25 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.
- 3.2.26 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.

4 Estimated Project Delivery Flow

The phases for this project consist of the following:

- Kick Off
- Planning (Requirements Analysis/Site Survey/Technical Design/Workshops/Etc.)
- Implementation
 - Primary Datacenter
 - Rack/Stack
 - Firewall Implementation
 - UCS & VMware Implementation
 - Storage Implementation
 - Networking & Support
 - Secondary Datacenter
 - Rack/Stack
 - Firewall Implementation
 - UCS & VMware Implementation
 - Storage Implementation
 - Networking
 - Data Migration
 - Umbrella
 - Back Up
 - Site Recovery Manager (SRM)
 - School Servers
 - Mobility Management
 - SIP Service Cutover
 - Post Implementation Support
- Documentation and Training
- Closeout

Phase 1 - Kick-off

In order to introduce the appropriate parties from both Client and DGI on the project, a project kick-off meeting will be held. The required attendees for the Kick-off meeting will be DGI project manager, lead engineer, and Client project lead and technical representatives. During the project kickoff meeting the content of this SOW will be reviewed to ensure that there is a clear understanding between DGI and Client as it relates to roles and responsibilities of this project.

DGI Responsibilities:

- Conduct a project kick off meeting
- Identify key timeline objectives

Client Responsibilities:

- Attend a project kick off meeting
- Provide key timeline objectives
- Required Resources:
 - DGI lead engineer
 - DGI account manager
 - DGI project manager
 - Client project lead
 - Client authorizing representative

Deliverables:

- Completed Project Kick Off

Phase 2 – Planning and Design

The purpose of the planning phase is to allow for the lead engineers from DGI to fully understand both the technical and business requirements as it relates to how to technically configure the equipment as it pertains to this SOW. DGI often uses technical workshops as the method for the DGI lead engineer to come away with all of the information required to pre-configure, test, and implement the solution.

DGI Responsibilities:

- Conduct a requirement gathering and technical workshop
- Physical layout review
- Review configuration of existing hosts and storage infrastructure
- Gathering Network Requirements
- Firewall and Security policy requirements
- LUN and replication design
- Backup requirements
- Review dependencies of applications (will also be relevant for SRM Planning and Design)
- Design new datacenter framework

- Create implementation strategy
- Create migration strategy
- Create Implementation plan and scheduling
- Review of implementation plan with client

Client Responsibilities:

- Attend technical workshops
- Be involved in the implementation strategy and provide information about the requirements
- Approve implementation strategy

Required Resources:

- DGI lead engineer
- Client project lead and technical representative(s)

Deliverables:

- Implementation plan and Deployment schedule

Phase 3 – Implementation

Based on information gathered during the technical workshop and approval from Client, the DGI lead engineer will perform the configuration of the network devices. Once configuration has been completed, DGI will schedule the Go live and perform system functionality testing on the infrastructure.

Phase 3.1 – Primary Datacenter

DGI Responsibilities:

- Phase 3.1.1 – Rack/Stack
 - Installation of equipment:
 - 2x Firewalls
 - 1x UCS Chassis
 - 3x Hyperflex Nodes
 - 1x IPDA Backup Appliance
 - 2x Cisco Catalyst Switches
 - 1x 4451 ISR Router
- Phase 3.1.2 – Firewall Implementation
 - Configuration of Firewalls in High-Availability
 - Networking configuration
 - Security policy configuration
 - NAT policy configuration
 - IDS/IPS policy configuration
 - Verify connectivity and functionality of policies
- Phase 3.1.3 – UCS Implementation

- Configuration & upgrade of UCS Chassis
- Provision service profiles
- Configure VLANs
- Configure VSANs
- Configure storage uplink
- Configure Network uplink
- Configure FIs (reusing existing FIs)
- Deploy and Configure VMware ESXi on 3 x Hosts
- Installation the latest version of vCenter or version as per requirements
- Apply new VMware licenses, and upgrade in My VMware
- Phase 3.1.5 – Networking & Support
 - Configuration 2 x top of rack Cisco switches
 - Perform networking to support devices being installed
 - Verification of connectivity
 - Support decommission of existing UCS Chassis
 - Support decommissions of existing SAN

Client Responsibilities

- Provide physical access to the datacenter for installation
- Order necessary cables needed for the installation
- Schedule any necessary maintenance windows with the client
- Ensure space and power availability in the datacenter if necessary
- Ensure license availability
- Specify any special requirements / configurations prior to installation at sites
- Ensure proper licenses are available for OS if necessary
- Identifying and prioritizing servers to migrate
- Provide application specifications
- Participate in functionality testing
- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices
- Participate in migration meetings

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed installation and configuration of the devices

Phase 3.2 – Secondary Datacenter

- Phase 3.2.1 – Rack/Stack
 - Rack/stack of equipment:
 - 2x Firewall

- 1x UCS Chassis (moved from primary datacenter)
 - 2x Fabric Interconnects (FI's)
 - 3x Hyperflex Nodes
 - 1x IPDA Backup appliance
 - 1x Wireless LAN Controller (WLC)
 - 2x Cisco Catalyst Switches
- Phase 3.2.2 – Firewall Implementation
 - Remote configuration of Firewall
 - Networking configuration
 - Security policy configuration
 - NAT policy configuration
 - IDS/IPS policy configuration
 - Verify connectivity and functionality of policies
- Phase 3.2.3 – UCS Implementation
 - Configuration & upgrade of UCS Chassis
 - Provision service profiles
 - Configure VLANs
 - Configure VSANs
 - Configure storage uplink
 - Configure Network uplink
 - Configure FI's
 - Configuration of 3 x Blades
 - Deploy and Configure VMware ESXi on 3 x Hosts
 - Installation the latest version of vCenter or version as per requirements
 - Apply new VMware licenses, and upgrade in My VMware
- Phase 3.2.4 – Storage Implementation
 - Zone & Connect existing servers / vSphere hosts
- Phase 3.1.5 – Networking
 - Configuration 2 x top of rack Cisco switches
 - Perform networking to support devices being installed
 - Verification of connectivity
 - WLC Implementation (as secondary)
 - Perform failover test and tuning

Client Responsibilities

- Provide physical access to the datacenter for installation
- Schedule any necessary maintenance windows
- Ensure space and power availability in the datacenter if necessary
- Ensure license availability
- Specify any special requirements / configurations prior to installation at sites
- Ensure proper licenses are available for OS if necessary
- Identifying and prioritizing servers to migrate

- Provide application specifications
- Participate in functionality testing
- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed installation and configuration of the devices

Phase 3.3 – Data Migration

DGI Responsibilities:

- Remote migration assistance planning of physical servers and VMs from existing infrastructure to the new infrastructure (up to 50 Servers)
- Testing & validation of migrated VMs

Client Responsibilities

- Participate in migration meetings
- Ensure proper licenses are available for OS if necessary
- Authentication credentials such as usernames, passwords, pass phrases, etc required to access key devices
- Identifying and prioritizing servers to migrate
- Migrating of workloads to new environment
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed server migration

Phase 3.4 – Umbrella

DGI Responsibilities:

- Setup of Umbrella Portal
- Deploy and configure the Virtual Appliances
- Configure Content Filtering Policies
- Integration with Active Directory (if necessary)

- Testing

Client Responsibilities

- Provide input on building filtering policies including whitelists/blacklists etc.
- Provide portal access or license information for portal
- Participate in functionality testing
- Push out Umbrella roaming client to MacOS and Windows devices
- Configure iOS and iPadOS devices to be in supervised mode to make Umbrella DNS redirection mandatory
- Configure Chrome Admin console to force Umbrella configuration to be active on customer chromebook devices

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed Umbrella deployment

Phase 3.5 – Back Up

DGI Responsibilities:

- Configure backup solution
- Configure backup target
- Configure networking and verify connectivity
- Configuration of dataset, retention and scheduling of VMware jobs

Client Responsibilities

- Authentication credentials such as usernames, passwords, pass phrases, etc. required to access key devices
- Provide application specifications
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed back up implementation

Phase 3.6 – Site Recovery Manager (SRM)

DGI Responsibilities:

- SRM Workflow Planning and Design

- Review existing SRM configuration
- Architectural Review of protection groups and recovery plans
- Integration of replication and new LUN design
- Install SRM components in Primary Datacenter
- Install SRM components in Secondary Datacenter
- Base configuration of SRM
- Array based Replication / SRA pairing
- Site configuration
- Folder, Network, Resource, Placeholder Mappings
- Protection Group (PG) Configuration
- Recovery Plan configuration / validation with Client
- Test PG / RP failover
- Isolation tests – non-disruptive (1 protection group)
- Deliver Testing / validation results

Client Responsibilities

- Schedule any necessary maintenance windows
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed server backup testing

Phase 3.7 – School Servers

DGI Responsibilities:

- Install vSphere on 3 stand-alone servers (1 per school)
- Provide support for testing for installation

Client Responsibilities

- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed vSphere installation on 3 stand-alone servers

Phase 3.8 – Mobility Management

DGI Responsibilities:

- Configuration of Meraki Systems Manager for MDM
- Develop mobility policy
- Configuration of profiles, apps and tags (up to 10)
- Configuration of security policies

Client Responsibilities

- Provide access to Meraki portal for configuration
- Installation of agents on devices not auto enrolled
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed Systems Manager configuration

Phase 3.9 – SIP Service Cutover

DGI Responsibilities:

- Provide test and turn up of SIP Circuits
- Participate in LNP port of phone numbers with gaining carrier
- Update CUCM and gateway configurations to support new services
- Perform 911 testing following cutover

Client Responsibilities

- Validate numbers being ported with gaining carrier
- Participate in the cutover and testing process
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed SIP Migration

Phase 3.10 – Post Implementation Support

DGI Responsibilities:

- Provide configuration assistance to add devices to Client's monitoring system for up to 8 hours over one (1) week period
- Provide Post Implementation Support for up to 16hrs over a period of one (1) weeks for work performed under this SOW.

Client Responsibilities

- Provide necessary information for monitoring system configuration on devices
- Provide detailed information of issues or support needed
- Configuration in monitoring system
- Participate in functionality testing

Required Resources:

- DGI lead engineer
- Client technical representative(s)

Deliverables:

- Completed device configuration for monitoring

Phase 4 – Documentation and Administrative Training

DGI believes documentation is a key element to the success of a project. DGI will provide complete documentation of the project and an overview to two (2) individuals who will perform system administration and monitoring tasks on the Architecture. This system administrative overview will include a review of the network diagram and the network configuration and be up to eight (8) hours. This training will be performed using Client's facilities and equipment. The overview will be administered by one or more of the DGI engineers who performed the implementation of this project.

DGI Responsibilities:

- Installation and Configuration Summary
- Completed Infrastructure Diagram show connections between devices
- Training for UCS, VMware, Firewall, Umbrella, Back up and Mobility Management

Client Responsibilities:

- Assist with coordination of training session
- Participate in training session

Deliverables:

- Completed documentation and review

Phase 5 – Closeout

Once all the above phases have been completed, the DGI project manager will pull together the appropriate resources from Client and DGI to conduct a closeout meeting.

The purpose of this meeting is to ensure that all the tasks that have been identified in this SOW or any change orders have been completed. In addition, this will provide Client the opportunity to raise any open issues that need to be addressed either as part of this SOW, a change order, or a new SOW.

DGI Responsibilities:

- Perform a project closeout meeting

Client Responsibilities:

- Attend a project closeout meeting

Required Resources:

- DGI project manager
- Client project lead and technical representative(s)

Deliverables:

- Project Completion notice from DGI
- Project Completion Acceptance from Client

5 Signature Forms

5.1 Statement of Work Agreement

5.2 Change Request Form

5.3 Work Acceptance Certification



Work Acceptance Certification (Sample)

Date: _____

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 |
|---|---|---|

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Ravenswood City School District, 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



Change Request Form (Sample)

Date: _____

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Ravenswood City School District, the ("Customer") regarding Project [PROJECT NUMBER], 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), Version 1.0, dated 3/24/2020.

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



Statement of Work Agreement

Date: _____

I, representing Ravenswood City School District, authorize the foregoing Statement of Work for Proposal 23224, Version 1.0, dated 3/24/2020 and direct the Company to immediately begin the fulfillment thereof.

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

"CUSTOMER"

"COMPANY"

Print Name: _____

Development Group, Inc.

Signature: _____

Daniel Lockwood

President

Services Billing

| | |
|---|---------------|
| Milestone 1 - Kick Off | \$ 6,163.20 |
| Milestone 2 - Planning and Design | \$ 6,600.00 |
| Milestone 3 - Implementation | \$ - |
| Milestone 3.1 - Primary Datacenter | \$ - |
| Milestone 3.1.1 - Rack/Stack | \$ 2,700.00 |
| Milestone 3.1.2 - Firewall Implementation | \$ 5,700.00 |
| Milestone 3.1.3 - UCS & VMware Implementation | \$ 9,000.00 |
| Milestone 3.1.4 - Storage Implementation | \$ 5,400.00 |
| Milestone 3.1.5 - Networking & Support | \$ 5,100.00 |
| Milestone 3.2 - Secondary Datacenter | \$ - |
| Milestone 3.2.1 - Rack/Stack | \$ 2,700.00 |
| Milestone 3.2.2 - Firewall Implementation | \$ 4,800.00 |
| Milestone 3.2.3 - UCS & VMware Implementation | \$ 9,000.00 |
| Milestone 3.2.4 - Storage Implementation | \$ 5,400.00 |
| Milestone 3.2.5 - Networking | \$ 5,700.00 |
| Milestone 3.3 - Data Migration | \$ 7,890.00 |
| Milestone 3.4 - Umbrella | \$ 4,200.00 |
| Milestone 3.5 - Back Up | \$ 5,100.00 |
| Milestone 3.6 - Site Recovery Manager | \$ 7,800.00 |
| Milestone 3.8 - School Servers | \$ 4,200.00 |
| Milestone 3.8 - Mobility Management | \$ 5,400.00 |
| Milestone 3.9 - VOIP Cutover | \$ 6,906.00 |
| Milestone 3.10 - Post Implementation Support | \$ 20,000.00 |
| Milestone 4 - Documentation and Training | \$ 11,736.00 |
| Milestone 5 - Close Out | \$ 3,930.00 |
| Total | \$ 145,425.20 |

References

Santa Rosa City Schools

District Information:
211 Ridgway Ave.
Santa Rosa, CA 95401
(707) 890-3800

Customer Contact:
Adrian Bica
Director of Technology
abica@srcs.k12.ca.us

SERVICE TYPE: Switching, Wireless, Firewall, Voice & Collaboration, UPS, Clock/Speakers & Mass Notification (01/2016 – Present, Erate and Non-Erate) *Pricing \$14m+ in projects

Novato Unified School District

District Information:
1015 7th Street
Novato, CA 94945
(415) 897-4201

Customer Contact:
Ryan Green
Technology Supervisor
RGREEN@nUSD.org

SERVICE TYPE: Switching, Wireless, Firewall, Storage, Voice & Collaboration (06/2014 – Present, Erate) *Pricing \$7m+ in projects

Walnut Creek Elementary School District

District Information:
960 Ygnacio Valley Rd
Walnut Creek, CA 94596
(707) 333-8737

Customer Contact:
Ruben Fernandez
Director of Innovation & Technology
rfernandez@wcsd.k12.ca.us

SERVICE TYPE: Network infrastructure upgrade: switching, routing, wireless, mass notification, clocks/speakers, and network security (Erate and Non Erate) *Pricing \$3m+ in projects

Forms and Exhibits

Information regarding Vendor:

Vendor: Development Group, Inc.
License No.: 992824
Address: 6704 Lockheed Dr.
Redding, CA 96002
Telephone: (530) 229-0071
Facsimile: (530) 248-3415
E-Mail: dlockwood@development-group.net

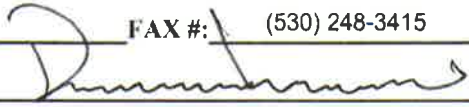
Type of Business Entity:

☐ Individual
☐ Sole Proprietorship
☐ Partnership
☐ Limited Partnership
☒ Corporation, State: California
☐ Limited Liability Company
☐ Other: _____

26-3740919Employer Identification and/or
Social Security Number

NOTE: United States Code, title 26, sections 6041 and 6109 require non-corporate recipients of \$600 or more to furnish their taxpayer identification number to the payer. The United States Code also provides that a penalty may be imposed for failure to furnish the taxpayer identification number. In order to comply with these rules, the District requires your federal tax identification number or Social Security number, whichever is applicable.

17 Appendix A: Submittal Form

COMPANY NAME: Development Group, Inc.
ADDRESS: 6704 Lockheed Dr. Redding, CA 96002
PHONE #: (530) 229-0071 **FAX #:** (530) 248-3415
AUTHORIZED AGENT SIGNATURE: 
DATE: 4-6-2020

Reference 1:

COMPANY NAME: Santa Rosa City Schools
ADDRESS: 211 Ridgway Ave. Santa Rosa, CA 95401
PHONE #: (707) 890-3800

Reference 2:

COMPANY NAME: Novato Unified School District
ADDRESS: 1015 7th Street, Novato, CA 94945
PHONE #: (415) 897-4201

Reference 3:

COMPANY NAME: Walnut Creek Elementary School District
ADDRESS: 960 Ygnacio Valley Rd. Walnut Creek, CA 94596
PHONE #: (707) 333-8737

Submittal

1. All proposals must be submitted with 1 original hard copy, and 5 stapled or bound copies in 8-1/2" x 11" binders with any supporting documentation.
2. In addition to the aforementioned paper copies, please provide an electronic (preferably PDF) copy of the proposal via USB flash or e-mail to rfps@ravenswoodschools.org.
3. Responses must be submitted via mail or delivered by **April 6, 2020 by 3:00 pm** to:

**ATTN: Solomon Hill
Business Office
Ravenswood City School District
2120 Euclid Avenue
East Palo Alto, CA 94303**

EXHIBIT "B"
Hourly Personnel Rates
Schedule of Fees and
Charges

1. Compensation

- 1.1. The Vendor's fee set forth in this Agreement shall be full compensation for all of Vendor's Services incurred in its performance, including, without limitation, all costs for personnel, travel within two hundred (200) miles of the Project location, offices, per diem expenses, printing, providing, or shipping of deliverables in the quantities set forth in **Exhibit "A."**
- 1.2. The Fee shall not exceed the amount set forth in the Agreement, including all billed expenses, without advance written approval of the District, **except that the District shall be responsible for late payment fees and interest described in section 2.3 of this Exhibit.** The Fee shall be paid as indicated below.

2. Method of Payment

- 2.1. Vendor shall submit monthly invoices on a form and in the format approved by the District.
- 2.2. Vendor shall submit these invoices in duplicate to the District via the District's authorized representative.
- 2.3. Vendor shall submit to District on a monthly basis documentation showing proof that payments were made to its Vendors in accordance with the terms and conditions that the Vendor has negotiated with suppliers. ~~No markup shall be allowed for Vendor costs in the performance of the Services.~~ **District hereby acknowledges that late payment of invoiced amounts and other sums due to Vendor will cause Vendor to incur costs not contemplated by this Agreement, the exact amount of which are and will be extremely difficult to ascertain. Such costs include, but are not limited to, processing, and financing charges. Accordingly, if any invoiced amount or any other sum due from District is not received by Vendor by the date due, District shall pay to Vendor a late charge equal to five percent (5.0%) of such overdue amount. The District acknowledge that such late charge represents a fair and reasonable estimate of the costs DGI Vendor incur by reason of late payment by District. In addition to any late charge assessed, any invoiced amount or other sum due to Vendor, if not paid when due, shall bear interest from the date due until paid in full at the rate of 1.5% per month, or, if less, at the highest rate permissible under Applicable Law, provided that interest shall not be payable on late charges incurred by Customer.**
- 2.4. Upon receipt and approval of Vendor's invoices, the District agrees to make payments on all undisputed amounts within sixty (60) days of receipt of the invoice.

3. Hourly Rates

- 3.1. The following rates, which include overhead, administrative cost and profit, shall be utilized in arriving at the fee for Extra Services and shall not be changed for the term of the Agreement. Vendor shall bill in quarter-hour increments for all Extra Services.

| Job Title | Hourly Rate |
|---------------------|--------------------|
| Project Manager | \$150 |
| Engineer/Engineer 1 | \$163 |
| Engineer 2 | \$253 |
| Engineer 3 | \$300 |
| Team Lead | \$279-300 |

- 3.2. The mark-up on any approved item of Extra Services performed by Vendor(s) shall not exceed three percent (3%).

4. Liquidated Damages

- 4.1. The Vendor shall not be assessed liquidated damages for items that are outside its reasonable ability to control, including but not limited to supply chain delays, delays by required permitting agencies, the current mandatory shelter-in-place order or other circumstances that may result therefrom. Furthermore any delays by the District, its designees or other contractors shall be treated by the Vendor as an extension to the agreed upon project schedule which shall be automatically adjusted by the amount of time of the delay.

CERTIFICATION REGARDING RCSD OFFICIALS

| | |
|---|-------------------------|
| Name of Vendor: | Development Group, Inc. |
| Services to be performed under the Contract: | |
| Schools/Locations where services will be performed: | |
| Total Amount to be paid by the District Under this Contract not to exceed: | |
| Term of Agreement: | |

☒ **NO.** None of the Vendor's employees (or owners) are current RCSD employees/Board members or former RCSD employees/Board members with the last two years.

☐ **YES.** Vendor's employees (or owners) listed below are current RCSD employees/Board members or former RCSD employees/Board members with the last two years. (If checked Vendor must complete table below. The list may be continued on an additional page as needed)

| NAME | JOB TITLE(S) at RCSD | DATE(S) Individual is/was RCSD employment/Board | Form of PAYMENT Individual received from RCSD |
|------|----------------------|---|---|
| | | | |
| | | | |
| | | | |

On behalf of Vendor, I hereby certify that, to Vendor's knowledge, the information provided in this form is true, accurate, and complete. I agree that during the term of this Contract, if Vendor learns of information that differs from that provided above, including but not limited to the hiring of new personnel who are current RCSD employees or Board members or former RCSD employees or Board members within the last two years, Vendor shall promptly notify the District and update this form.

Date _____

Print Name of Signatory

CERTIFICATES

WORKERS' COMPENSATION CERTIFICATION

Labor Code section 3700 in relevant part provides:

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- a. By being insured against liability to pay compensation by one or more insurers duly authorized to write compensation insurance in this state.
- b. By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees.

I am aware of the provisions of section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the Work of this Contract.

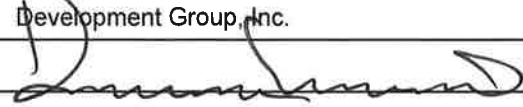
Date:

4-3-2020

Proper Name of Vendor:

Development Group, Inc.

Signature:



Print Name:

Daniel Lockwood

Title:

President

(In accordance with Article 5 - commencing at section 1860, chapter 1, part 7, division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any Work under this Contract.)

DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION CERTIFICATION

I am aware of and hereby certify that neither Development Group, Inc. [Type name of Vendor] nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency. I further agree that I will include this clause without modification in all lower tier transactions, solicitations, proposals, contracts and subcontracts.

Where the Vendor or any lower participant is unable to certify to this statement, it shall attach an explanation hereto.

IN WITNESS WHEREOF, this instrument has been duly executed by the Principal of the above named Vendor on the 3RD day of APRIL 2020 for the purposes of submission of this Agreement.

By:



Signature

Daniel Lockwood

Typed or Printed Name

President

Title

CRIMINAL BACKGROUND INVESTIGATION CERTIFICATION

The undersigned does hereby certify to the governing board of the District as follows:

That I am a representative of the Vendor currently under contract ("Contract") with the District; that I am familiar with the facts herein certified, and am authorized and qualified to execute this certificate on behalf of Vendor. Vendor has taken at least one of the following actions with respect to the construction Project that is the subject of the Contract (check all that apply):

☒ Vendor has complied with the fingerprinting requirements of Education Code section 45125.1 with respect to all Vendor's employees and all of its subcontractors' employees who may have contact with District pupils in the course of providing services pursuant to the Contract, and the California Department of Justice has determined that none of those employees has been convicted of a felony, as that term is defined in Education Code section 45122.1. A complete and accurate list of Vendor's employees and of all of its subcontractors' employees who may come in contact with District pupils during the course and scope of the Contract is attached hereto; and/or

☐ Pursuant to Education Code section 45125.2, Vendor has installed or will install, prior to commencement of Work, a physical barrier at the Work Site, that will limit contact between Vendor's employees and District pupils at all times; and/or

☐ Pursuant to Education Code section 45125.2, Vendor certifies that all employees will be under the continual supervision of, and monitored by, an employee of the Vendor who the California Department of Justice has ascertained has not been convicted of a violent or serious felony. The name and title of the employee who will be supervising Vendor's employees and its subcontractors' employees is

Name: _____

Title: _____

☒ The Work on the Contract is at an unoccupied school site and no employee and/or subcontractor or supplier of any tier of Contract shall come in contact with the District pupils.

Megan's Law (Sex Offenders). I have verified and will continue to verify that the employees of Vendor that will be on the Project site and the employees of the Subcontractor(s) that will be on the Project site are **not** listed on California's "Megan's Law" Website (<http://www.meganslaw.ca.gov/>).

Vendor's responsibility for background clearance extends to all of its employees, Subcontractors, and employees of Subcontractors coming into contact with District pupils regardless of whether they are designated as employees or acting as independent contractors of the Vendor.

Date:

4-3-2020

Proper Name of Vendor:

Development Group, Inc.

Signature:



Print Name:

Daniel Lockwood

Title:

President