



**Telcion Communications Group**

140 W. Main | Turlock, CA 95380

209.632.5700 | [www.telcion.com](http://www.telcion.com)

March 19, 2020

Sylvan Union School District  
Business Department  
605 Sylvan Avenue  
Modesto, Ca 95350

Re: PFP NO. 2020/2021-01 – District Cabling Upgrade and Backups

Dear Carol,

We appreciate the opportunity to provide a response to the above referenced Request for Proposal. We have thoroughly reviewed the RFP, including the requirements under Section 10 entitled "Special Conditions" and stand ready to comply with all requirements should we be awarded this work.

Telcion's Registered Communications Distributions Designers (RCDD) have been designing and deploying a broad range of structured cabling solutions for various County Departments and School Districts throughout the greater Modesto area for many years. Our solutions and services assure our customers that their network environment has the foundation for high reliability and availability. This is further backed by our ability to provide a manufacturer's **25-year warranty** for all individual modules, supplies or created interfaces and any ancillary product that are purchased from us. This also allows us to guarantee a seamless integration process as required under this RFP. Refer to Tab # 9 for an example of the System Warranty to be provided.

Once this project has been fully implemented, tested and certified, and due to Telcion's proximity to each individual school site included under this RFP, we are able to provide timely support services if needed to ensure "up time" reliability for the District.

During the District's review process of our RFP, we stand ready to address any questions that may arise.

We look forward to doing business with the Sylvan Unified School District.

Regards,

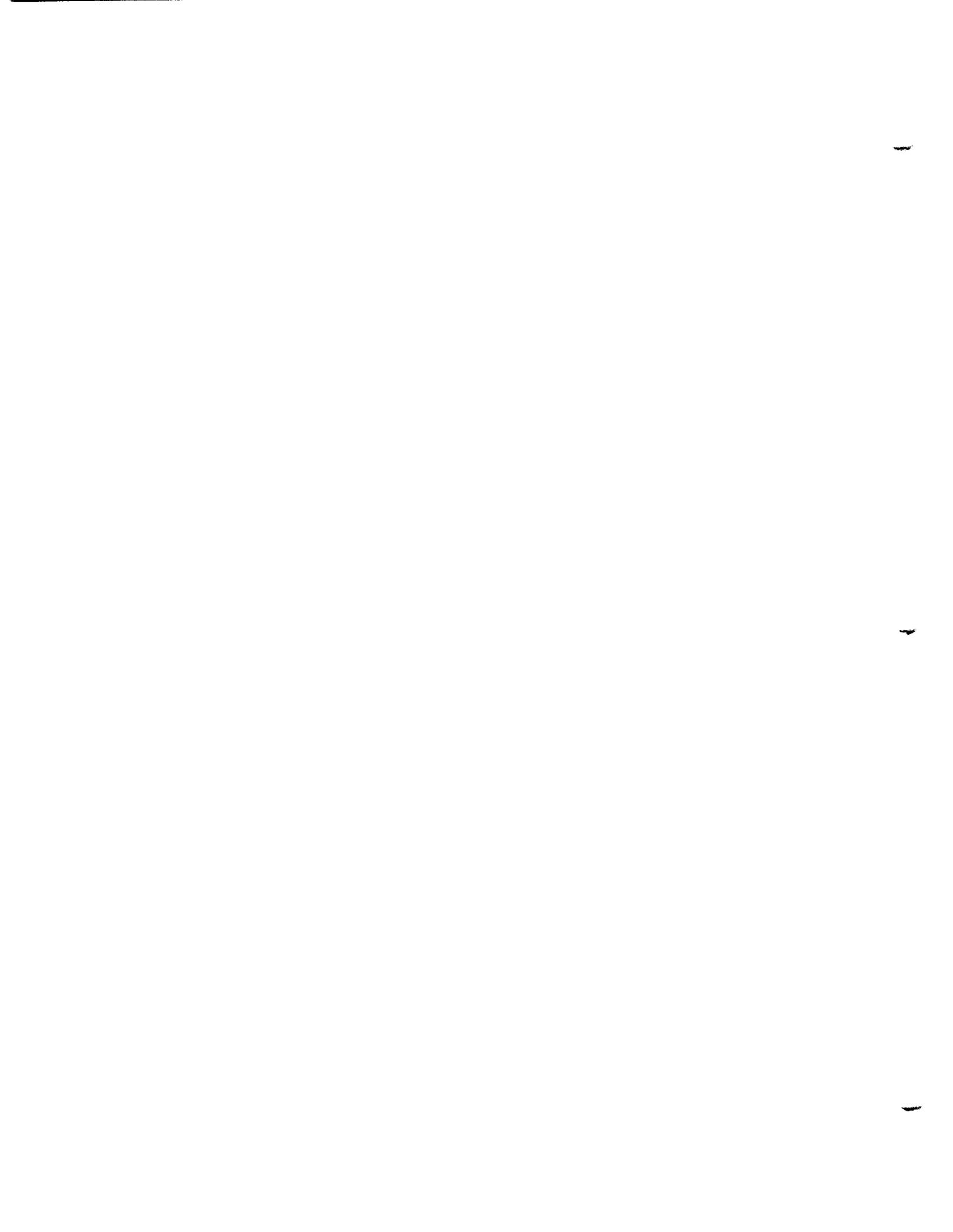
Darren Rodrigues

A handwritten signature in black ink, appearing to be "DR", is written over the printed name "Darren Rodrigues".

CCDA

(209)656-5740

[drodrigues@telcion.com](mailto:drodrigues@telcion.com)





<b>1</b>	Proposal Form Cover Sheet, Proposal Form and Proposal
<b>2</b>	Bid Bond
<b>3</b>	Non-Collusion Affidavit
<b>4</b>	Vendor's Certificate Regarding Workers' Compensation
<b>5</b>	Conduct Rules for Vendors
<b>6</b>	References
<b>7</b>	Debarment and Suspension Certification
<b>8</b>	Addenda(s)
<b>9</b>	Specifications/Miscellaneous Info
<b>10</b>	Why Telcion?

	<b>1</b>
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**SYLVAN UNION SCHOOL DISTRICT**

605 Sylvan Avenue  
Modesto, CA 95350

**REQUEST FOR PROPOSAL**

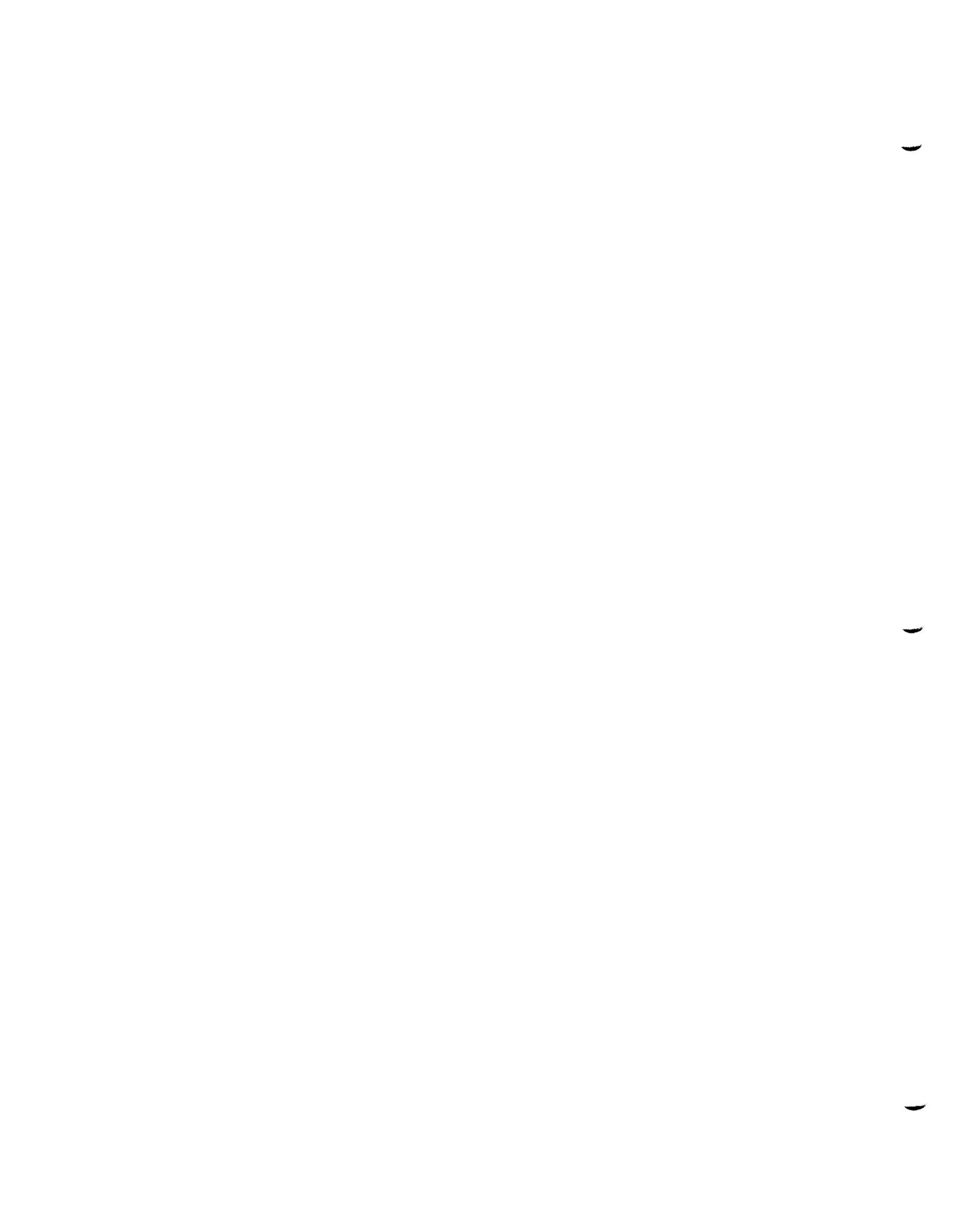
**DISTRICT CABLING UPGRADE AND BACKUPS:**

**INTERNAL CONNECTIONS**

**E-RATE YEAR 2020**

**FORM 70 APPLICATION# 200020324**

**RFP NO. 2020/2021-01**



**LEGAL NOTICE**

**NOTICE TO VENDOR'S – REQUEST FOR PROPOSALS**

Notice is hereby given that the Board of Education of the **SYLVAN UNION SCHOOL DISTRICT** (herein after referred to as the “District”) of Stanislaus County, California, will receive proposals for:

**E-RATE YEAR 2020**

**13 SCHOOL SITE LOCATIONS  
DISTRICT CABLING UPGRADE AND BACKUPS:  
INTERNAL CONNECTIONS, RFP NO. 2020/2021-01**

Each proposal is to be in accordance with the format specified by the Business Office, copies of which may be examined and obtained, by written request, to the District Business Office, Business Department, 605 Sylvan Ave, Modesto, CA 95350; or may be viewed on the Purchasing website located at:

[https://sylvan-ca.schoolloop.com/pf4/cms2/view\\_page?d=x&group\\_id=1376459656595&vdid=i34ai1u3vvn12g](https://sylvan-ca.schoolloop.com/pf4/cms2/view_page?d=x&group_id=1376459656595&vdid=i34ai1u3vvn12g)

Each proposal must be filed with the Business Department on or before **2:00 p.m., on the 4<sup>th</sup> Day of March, 2020**. All proposals shall be submitted separately and sealed in a package plainly marked with the appropriate title for each proposal. The Board reserves the right to reject any or all proposals and to waive informality in any proposals received. No vendor may withdraw his proposal for a period of Ninety (90) calendar days after the date set for the receipt of proposals.

**Vendor must participate in the E-Rate Program and must provide a Service Provider Identification Number (SPIN) and Federal Registration Number (FCC-FRN) with the proposal.**

A **Mandatory Pre-Bid Conference/Job Walk**, at which time interested vendors may acquaint themselves with the District's requirements/sites in the RFP's, is scheduled for **10:00 A.M., on FEBRUARY 12, 2020**; at the District Office, 605 Sylvan Avenue, Modesto, CA 95350, meeting in the Board Room.

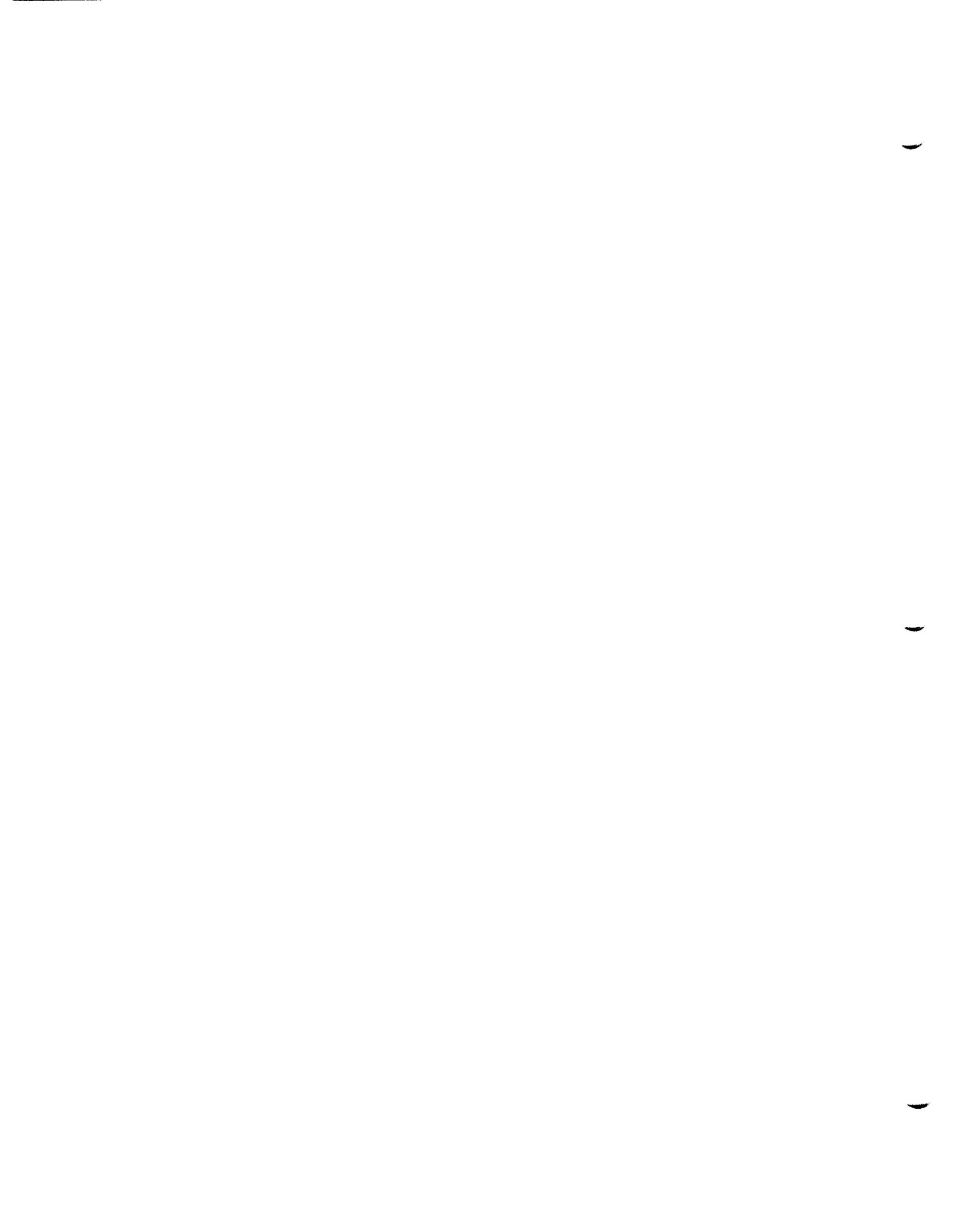
**VENDOR'S WILL BE REQUIRED TO COMPLETE THE MANDATORY PRE-BID CONFERENCE AND JOB WALK IN ITS ENTIRETY.**

Date:

Modesto, California

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Published:



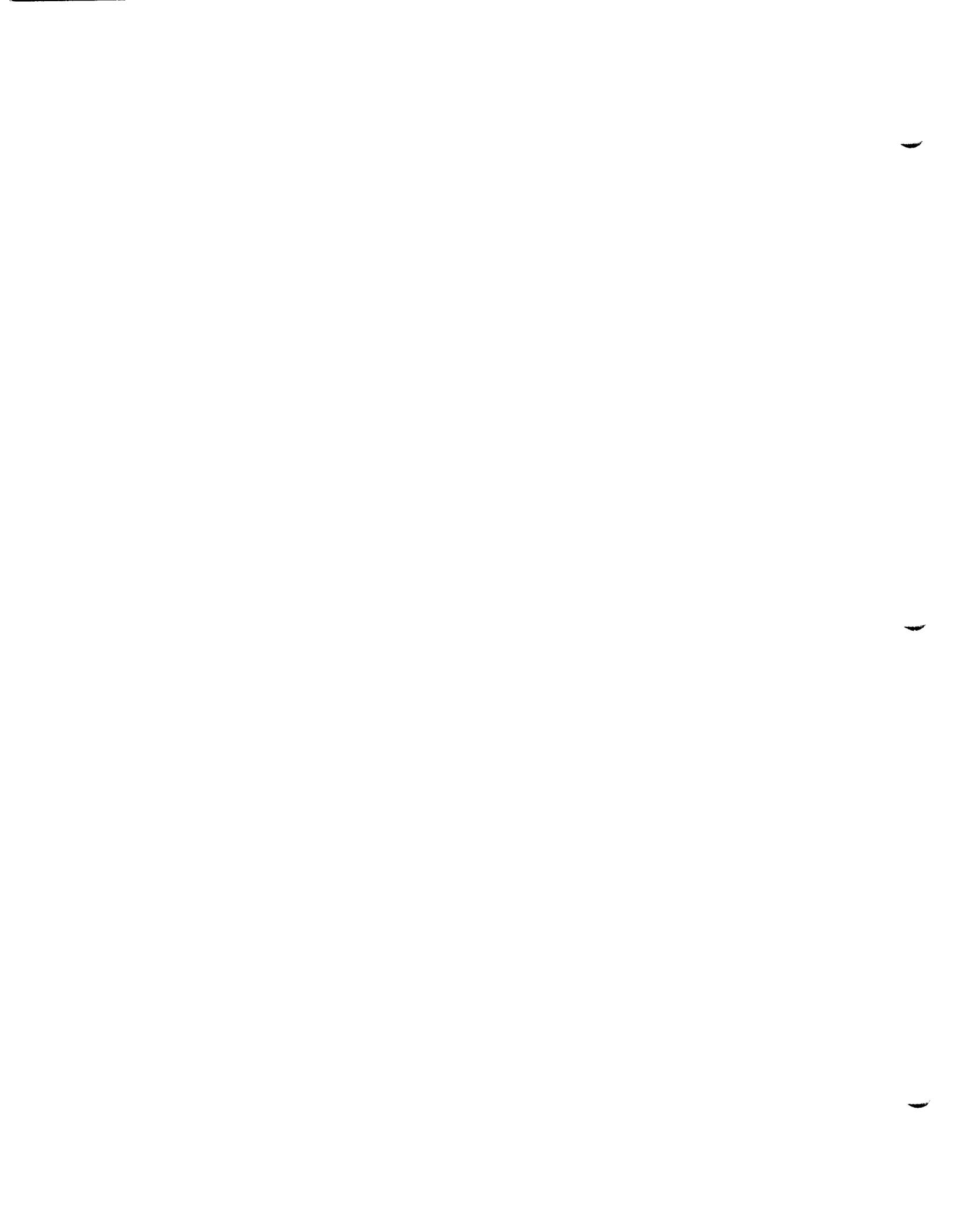
## INDEX OF PROPOSAL DOCUMENTS

For

### DISTRICT CABLING UPGRADE AND BACKUPS: INTERNAL CONNECTIONS E-RATE YEAR 2020

**RFP NO. 2020/2021-01**

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**A. PURPOSE**

The Sylvan Union School District (“District”) purpose for this Request For Proposal (“RFP”) is to solicit proposals from qualified vendors to provide a solution to meet the objective stated in the RFP. The solution is subject to all terms, conditions, and specifications in this RFP. All proposal(s) submitted will be reviewed and chosen based on the matrix included in the proposal documents.

The District reserves the right to procure these services based on the District’s ability to find their portion of the project.

**B. OBJECTIVE**

The purpose of this project is to upgrade connections speeds at school sites, by upgrading our fiber from IDF to MDF locations to improve our LAN connections. We will also be replacing our battery backup units (UPS) We would like the UPS priced as an additional and separate option to the fiber work.

**C. E-RATE REQUIREMENTS**

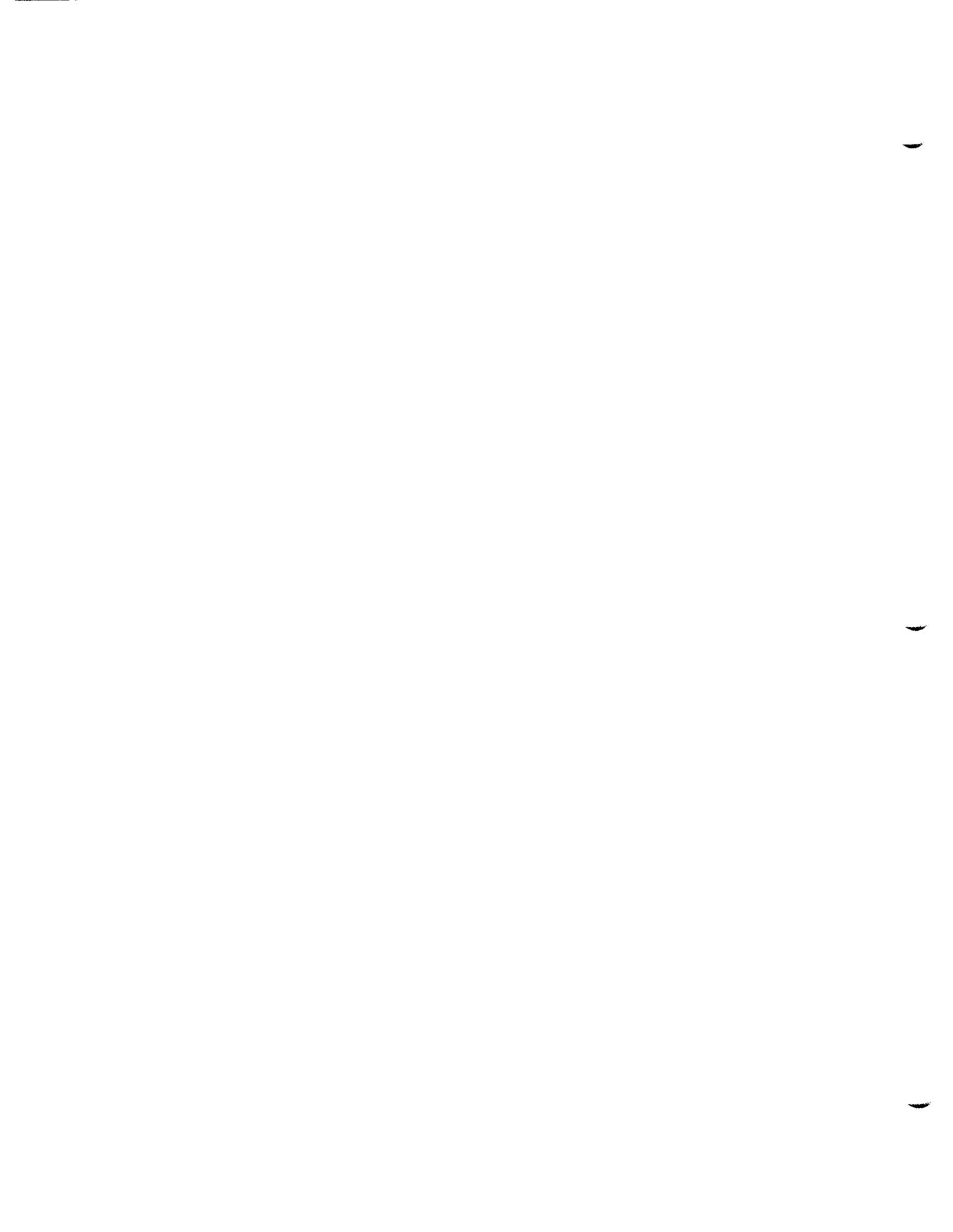
The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

**1) E-RATE CONTINGENCY**

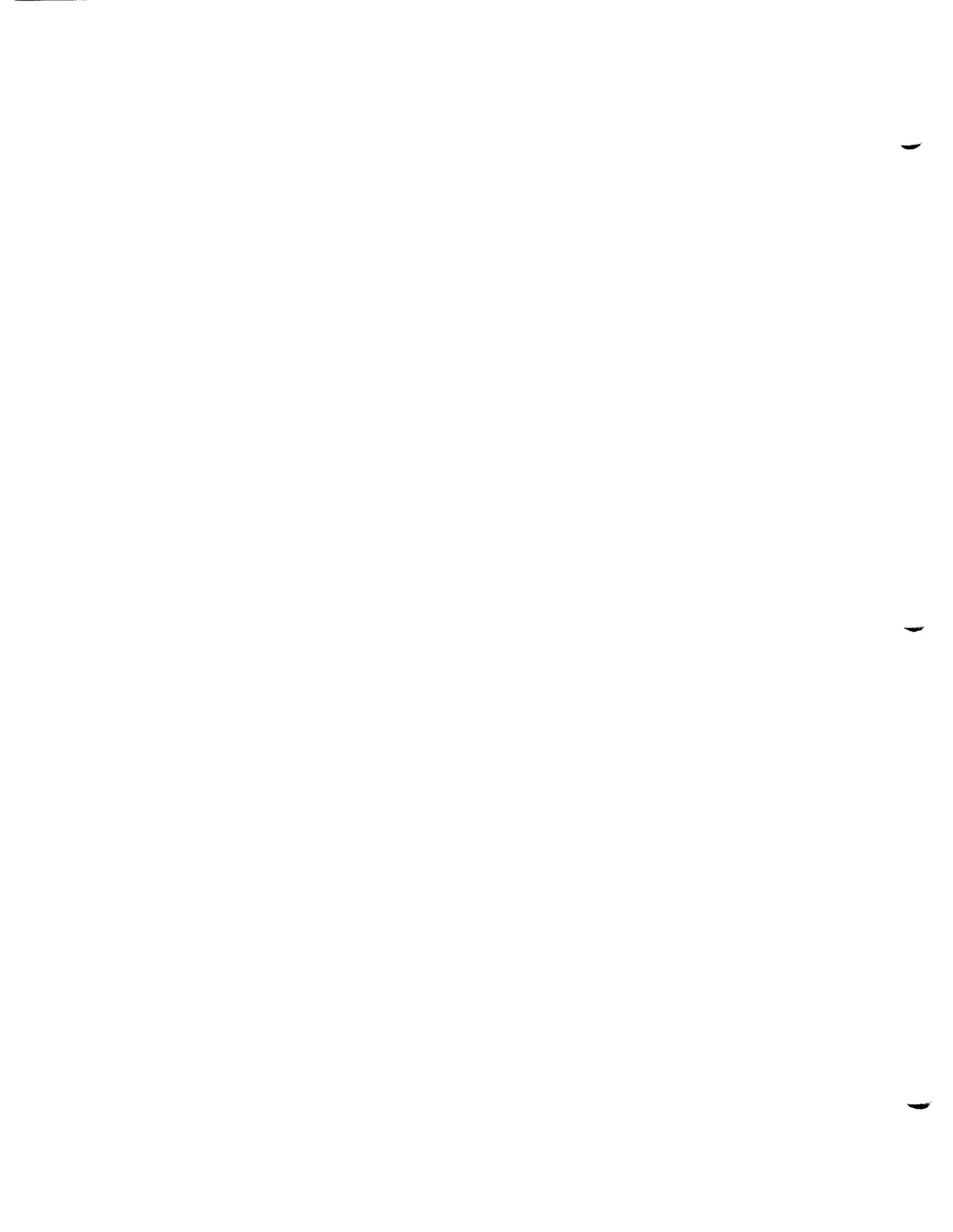
The project herein is contingent upon the approval of funding from the Universal Service Fund’s Schools and Libraries Program, otherwise known as E-rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

**2) SERVICE PROVIDER REQUIREMENTS**

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.



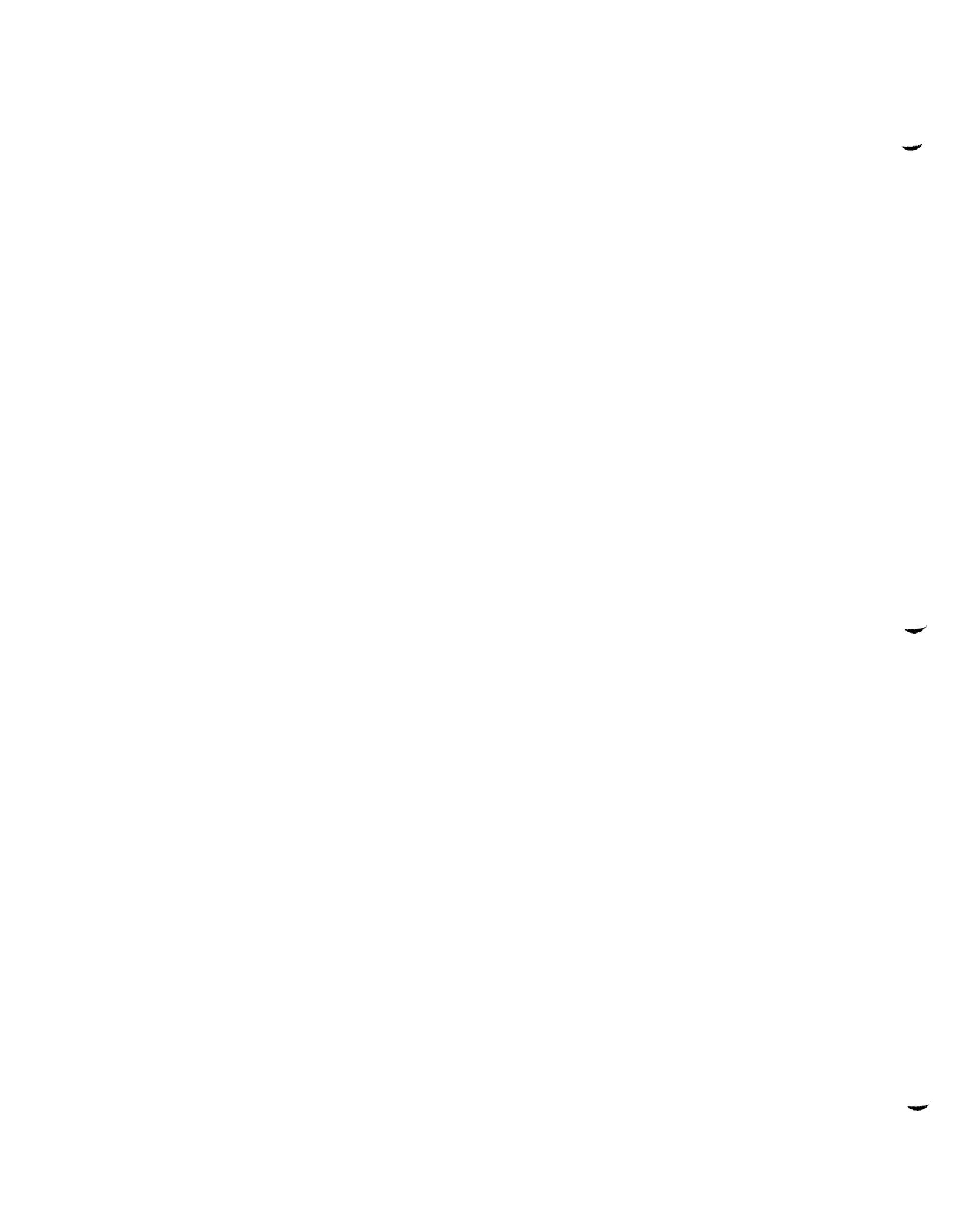
- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2020.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**



- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>
- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>

### **3) SERVICE PROVIDER ACKNOWLEDGEMENTS**

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>. Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
- d. BIDDERS are required to comply with the FCC's Lowest Corresponding Price ("LCP") Requirement for all equipment and Services. BIDDER acknowledges that BIDDER is solely responsible to comply with LCP requirements. To the extent that USAC finds an LCP violation and reduces the E-rate Funding, BIDDER agrees that it will not hold the DISTRICT liable for any shortfall in E-rate funding and will be responsible for any ensuing appeals, COMADS and/or RIDFS.



- e. The Service Provider attests that its offer does not violate the FCC's REPORT AND ORDER, FURTHER NOTICE OF PROPOSED RULEMAKING, AND ORDER in the matter of "Protecting Against National Security Threats to the Communications Supply Chain Through FCC Programs" (FCC 19-121, adopted November 22, 2019, released November 26, 2019) and provisions contained in the Order and any subsequent Orders related to the FNPRM referenced in FCC 19-121. FCC 19-121 can be viewed at <https://docs.fcc.gov/public/attachments/FCC-19-121A1.pdf>
- f. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

#### **4) STARTING SERVICES/ADVANCE INSTALLATION - Category 1 Services**

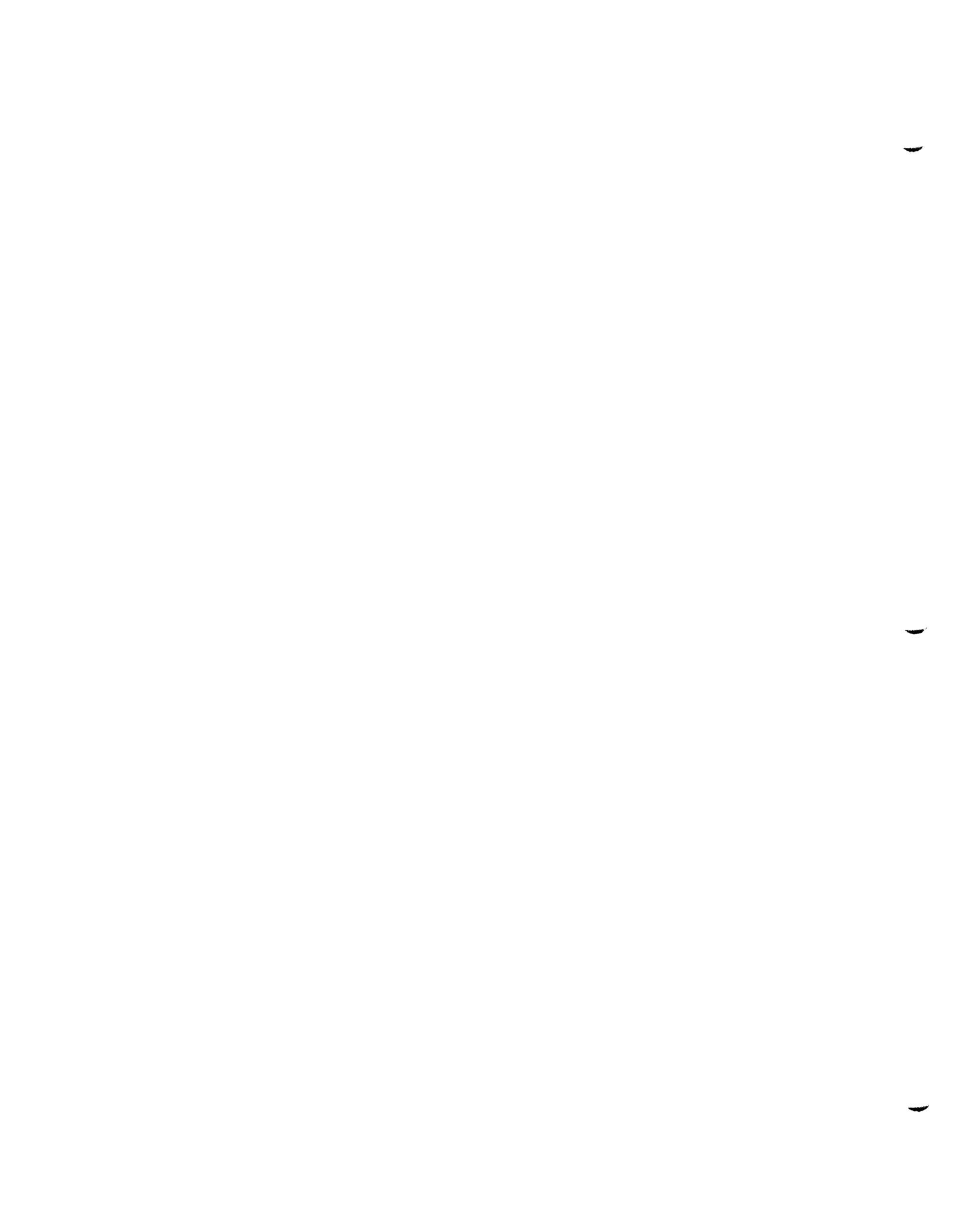
The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract "effective date", E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2020 funding year (July 1, 2020). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

#### **EARLY FUNDING CONDITIONS**

##### **Category 1**

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*



- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services ([DA 02-3365](#) , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).

The complete text can be found at the following URL:  
<https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/>

### **Category 2**

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

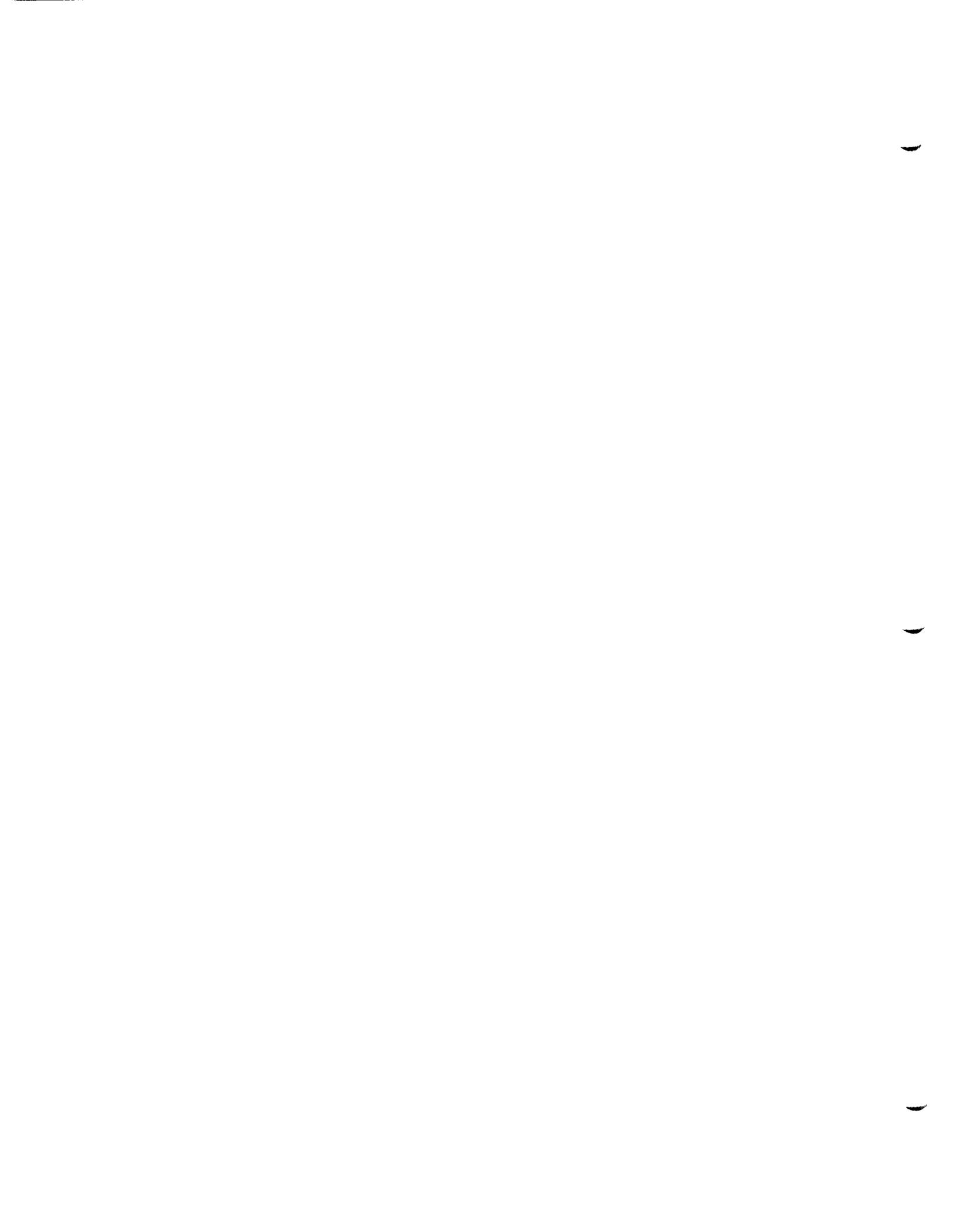
- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

However, NO INVOICING can take place prior to July 1 of the funding year.

## **5) INVOICING**

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission, certification and USAC approval of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District



decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

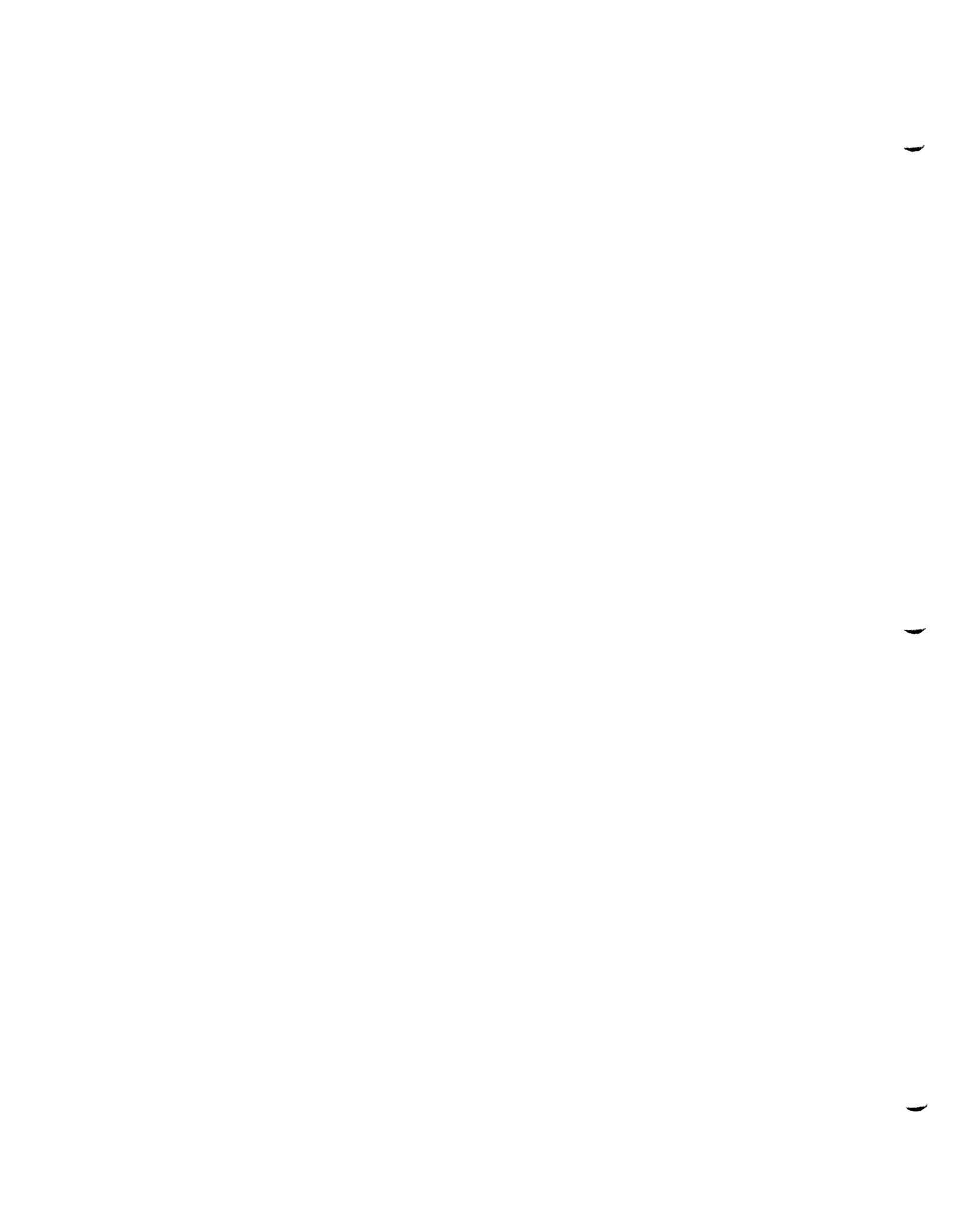
**6) FCC/SLD AUDITABILITY**

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

**7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION**

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

**In the event that E-Rate discounts are not approved, or only partially approved, the District reserves the right to cancel any or all of the work awarded as a result of this RFP.**



**D. REQUEST FOR PROPOSAL (RFP) RESPONSE**

All times listed in this RFP are stated as the time reference that is appropriate as of the date in question for Modesto, CA (Pacific Time).

To be considered a Vendor, the candidate must submit the complete original proposal, in the format stated below, and provide fully executed copies of any and all addenda[s] required to be returned, in a sealed envelope on or before 2:00 p.m., on the 4<sup>th</sup> day of March, 2020, to the following address:

Sylvan Union School District  
Business Department  
*Attn: Carol Smith*  
605 Sylvan Avenue  
Modesto, CA 95350

All proposals shall be sealed in a package plainly marked “*DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections, RFP NO. 2020/2021-01.*”

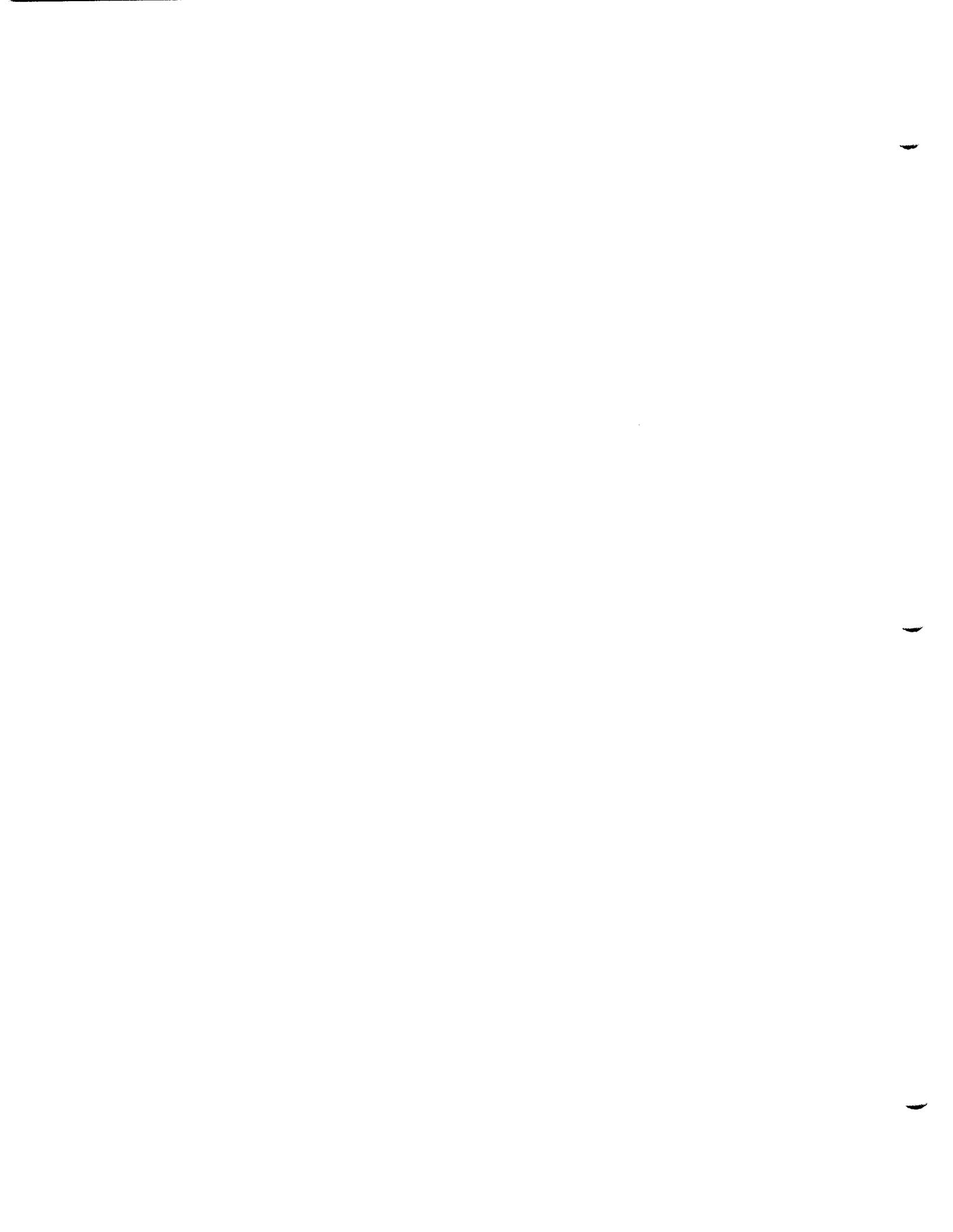
**The Vendor is required to submit an Original plus three (3) bound copies and one (1) electronic copy (on a USB drive) of the proposal and any required addenda(s). All proposals shall be prepared by and at the expense of the Vendor.**

**Each proposal submission package should be presented so that it can be readily reviewed and labeled in the following tab order:**

A	Proposal Form Cover Sheet, Proposal Form and Proposal
B	Bid Bond
C	Non-Collusion Affidavit
D	Vendor’s Certificate Regarding Workers’ Compensation
E	Conduct Rules for Vendor’s
F	Reference’s
G	Policy Regarding Source Code
H	Addenda[s]
I	Specifications / Miscellaneous Info. (Indexed by each section – submit a hardcopy with your proposal):

**PROPOSAL SUBMITTED IN ANY OTHER FORMAT WILL BE CONSIDERED NON-RESPONSIVE.**

It is the sole responsibility of the Vendor to be sure that the proposal is delivered to the Business Department. Please be advised that if the submittal of the proposal is received in a department other than the Business Department located at 605 Sylvan Avenue, Modesto, CA 95350, it is not the responsibility of that department to make sure that the proposal is received in the Business Department before the time indicated in the Notice to Vendor’s.



**Vendor should not assume that their past and/or current experience with the District demonstrates knowledge of the District's current needs or that the Sylvan Union School District – DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections Selection Committee possesses knowledge of this experience. The evaluation of each proposal will be based upon the evaluation criteria applied to their proposal submission.**

The District reserves the right to reject any or all responses. The District also reserves the right to waive any minor irregularities or defects in any response shall a waiver be in its best interest. No Vendor may withdraw his proposal for a period of Ninety (90) calendar days after the date set for the receipt of proposals.

**PROPOSAL SUBMITTED BY FAX OR E-MAIL ARE NOT ACCEPTABLE.**

**E. RESPONSE TIMELINE**

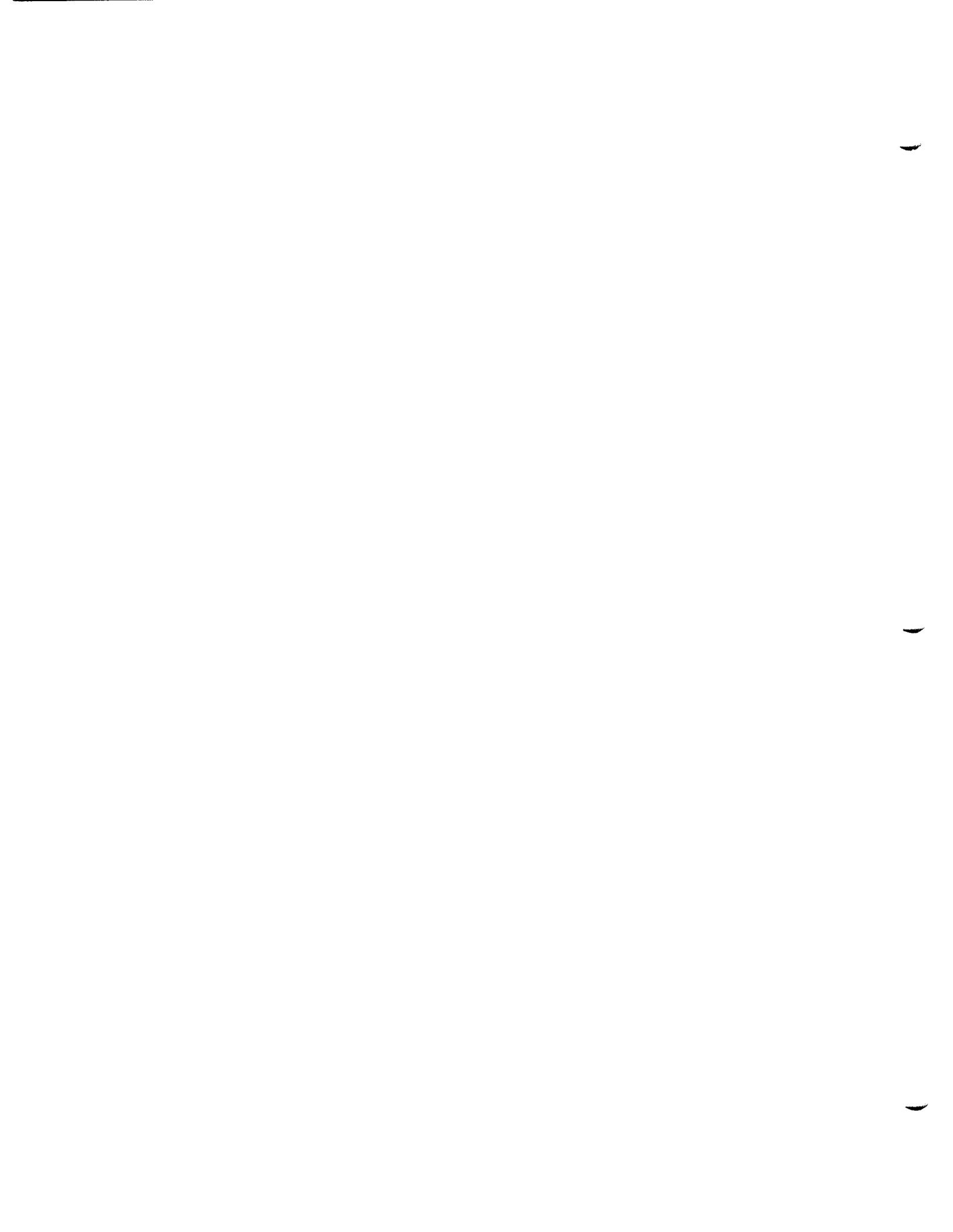
<b>EVENT</b>	<b>DATE</b>
1. RFP Publications	February 5, 2020
2. Post Form 470 and RFP	February 5, 2020
3. Mandatory Pre-Conference	February 12, 2020
4. Request for Information and Questions deadline <b>Email to: <a href="mailto:csmith@sylvan.k12.ca.us">csmith@sylvan.k12.ca.us</a></b>	February 19, 2020
5. Respond to written questions/clarifications, issue Addendum(s)	February 21, 2020
6. 28 Day E-Rate Window Complete	March 4, 2020
7. Request for Proposals due	March 4, 2020
8. RFP's Review & Selection Process	March 4-5, 2020
9. Recommendation to Board of Education	March 10, 2020
10. Notify Contractor of award	March 13, 2020
11. Sign Agreement/ Bonds due	March 18, 2020
12. Submit ERATE Form 471 (application for funds)	March 25, 2020

**F. REQUEST FOR INFORMATION (RFI) AND/OR CLARIFICATION**

Request for information, regarding this proposal, must be submitted in writing and to the attention of: **Carol Smith** via email at [csmith@sylvan.k12.ca.us](mailto:csmith@sylvan.k12.ca.us) within the timeframe indicated in the **response timeline with a subject line of: E-RATE RFP 2020/2021-01**. Questions received after the deadline will not be responded to. Questions and responses will be posted on the district's website and the EPC portal site through an addendum. In the event that there is a discrepancy between documentation posted in multiple locations, the controlling (master) document will always be located at [https://sylvan-ca.schoolloop.com/pf4/cms2/view\\_page?d=x&group\\_id=1376459656595&vdid=i34ai1u3vvn12g](https://sylvan-ca.schoolloop.com/pf4/cms2/view_page?d=x&group_id=1376459656595&vdid=i34ai1u3vvn12g).

The Business Department will not be responsible for RFI's sent to the wrong department, nor will it be the responsibility of the receiving department to forward your request to the Business Department.

All RFI's will be responded to in the form of an Addendum within the timeframe indicated in the timeline.



**G. REFERENCES**

Provide at least five (5) references of similar size and scope, preferably school districts, with the following information:

Name of Site, address and phone number

Director of ITS Contract

Brief description of project, including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP.

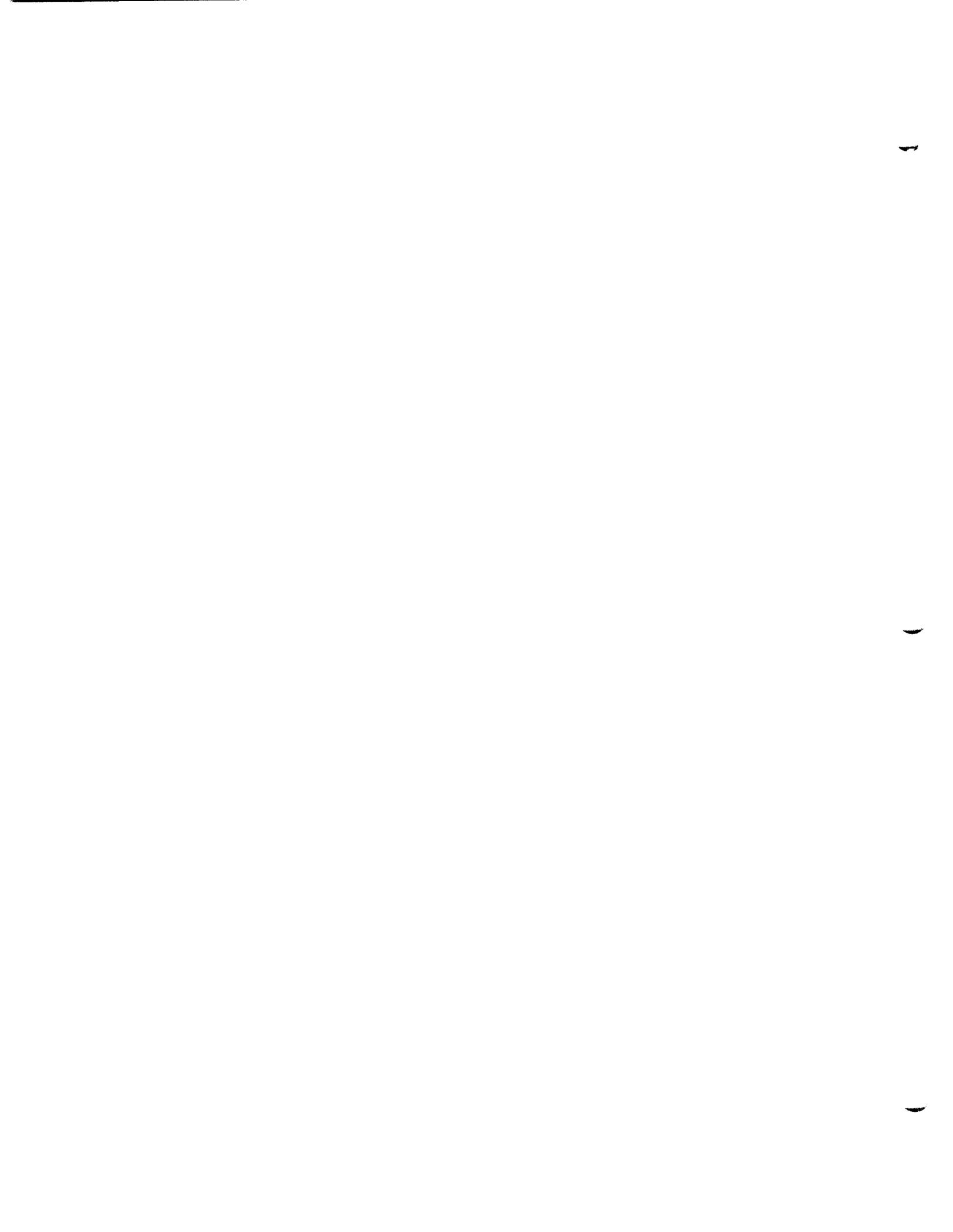
The ERATE SITE Billed Entity Number (“BEN”) that was approved by SLD

**H. EVALUATION PROCESS**

No commitment will be made to select a Vendor’s system solely on the basis of price. Selection will be made on a combination of factors that may include: price; the degree to which the proposed services to meet functional and service level requirements; the quality of the service architecture, particularly in regards to business continuity and achievement of service level objectives; support procedures and service levels; our ability to understand and work with service billing; competence and reputation of the vendor; as well as any other factors that the District deems appropriate and in the best interest of the District. Points will be awarded based on based on certain criteria for a total sum of 100 points. Reference the “Basis Selection” item in the General Terms and Conditions for the breakdown on the points system.

Proposals found to be incomplete may be rejected as non-responsive; and proposal not deemed to be competitive will be rejected.

The Sylvan Union School District may choose to ask clarification questions or request additional information. All responses will be required in writing; incomplete or unclear responses will result in rejection of proposal.



## GENERAL TERMS AND CONDITIONS

The following general terms and conditions shall govern the submission of proposals and any agreement resulting from this procurement. Vendors, by virtue of submission of a proposal, acknowledge and accept these general terms and conditions. Vendors shall note that the use in the specifications of any term or phrase typically associated with particular commercially available systems is coincidental and not intended to imply preference or bias toward that system.

Proposals, which do not comply with instructions, may be eliminated from further consideration. All proposals must contain all forms furnished in this request and be in printed form. Failure to provide and execute all enclosed forms as required may result in disqualification.

### *1. Preparation of Proposal Form*

The Sylvan Union School District ("District") invites proposals on the attached forms to be submitted at such time and place as is stated in the Notice to Vendor's. Proposal shall be submitted on the prescribed proposal forms, completed in full. All proposal items and statements shall be properly filled out. Numbers shall be stated both in words and in figures where so indicated, and where there is a conflict in the words and the figures, the words shall govern.

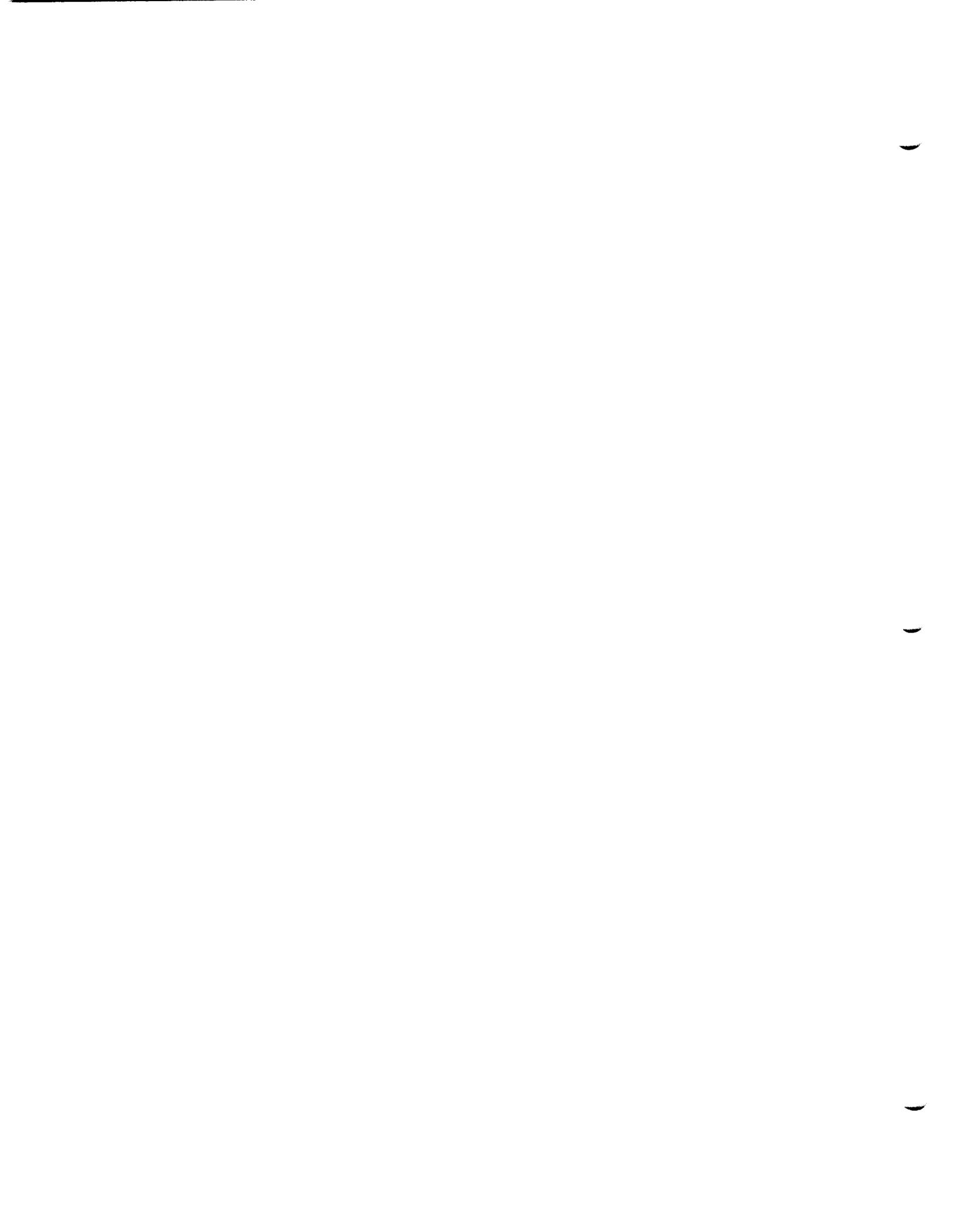
All proposals shall be submitted in the format stated and in a sealed package bearing on the outside the name of the bidder, his address, and the name of the project for which the proposal is submitted. It is the sole responsibility of the Vendor to see that his proposal is received in proper time. In accordance with Government Code Section 53068 and Public Contract Code Section 4104.5, any proposal received after the scheduled closing time, for receipt of proposals or after any extension due to material changes, shall be returned to the Vendor unopened.

### *2. Bid Security*

Each bid must be accompanied by one of the following forms of bidder's security: (1) a cashier's check made payable to the District; (2) a certified check made payable to the District; or (3) a bidder's bond executed by a California Admitted Surety as defined in Code of Civil Procedure Section 995.120, made payable to the District in the form set forth in the proposal documents. Such bidder's security must be in an amount not less than ten percent (**10%**) of the maximum amount of such bidder's bid as a guarantee that the bidder will enter into the proposed contract, if the same is awarded to such bidder, and will provide the required Performance and Payment Bond and insurance certificates. In the event that a bidder is awarded the contract and such bidder fails to enter into said contract or provide the necessary documents within five (**5**) calendar days after notification of the award of the contract to bidder, said security will be forfeited.

### *3. Contractor's License*

To perform the work required by this notice, the Contractor must possess a Class "C-7" or "C-10" Contractor's License, and the Vendor/Contractor must maintain the license throughout the duration of the contract. If, at time of award of the contract, bidder is not licensed to perform the project in accordance with Division 3, Chapter 9, of the Business and Professions Code for the State of California such proposal will not be considered and the Vendor will forfeit its bid security to the District.



4. Form and Delivery of Proposal

The proposal shall be made on the proposal form provided, and the complete proposal, together with any and all additional materials as required by the proposal documents, shall be enclosed in a sealed envelope, addressed and delivered or mailed to the attention of Carol Smith, at 605 Sylvan Avenue, Modesto, CA 95350, and must be received on or before the time set forth in the Notice to Vendor's. The envelope shall be plainly marked with the Vendor mailing address and the Proposal title and RFP No. **It is the Vendor's sole responsibility to ensure that its proposal is received prior to the scheduled closing time for receipt of proposals.**

5. Signature(s)

Any signature required on the proposal forms must be signed in the name of the Vendor and must bear the signature in longhand of the person or person(s) duly authorized to sign the proposal on behalf of the bidder in permanent ink.

6. Modifications

Changes in or additions to the proposal form, recapitulations of the work proposed upon, alternative proposals, or any other modification of the proposed form which is not specifically called for in the contract documents may result in the District's rejection of the proposal as not being responsive. No oral or telephonic modification of any proposal submitted will be considered.

7. Erasures, Inconsistent or Illegible Proposals

The proposal submitted must not contain any erasures, interlineations, or other corrections unless each such correction creates no inconsistency and is suitably authenticated by affixing in the margin immediately opposite the correction the initials of the person(s) signing the proposal. In the event of inconsistency between words and figures in the proposal price, the words shall govern. In the event the District determines that any proposal is unintelligible, inconsistent or ambiguous, the District may reject such proposal as not being responsive.

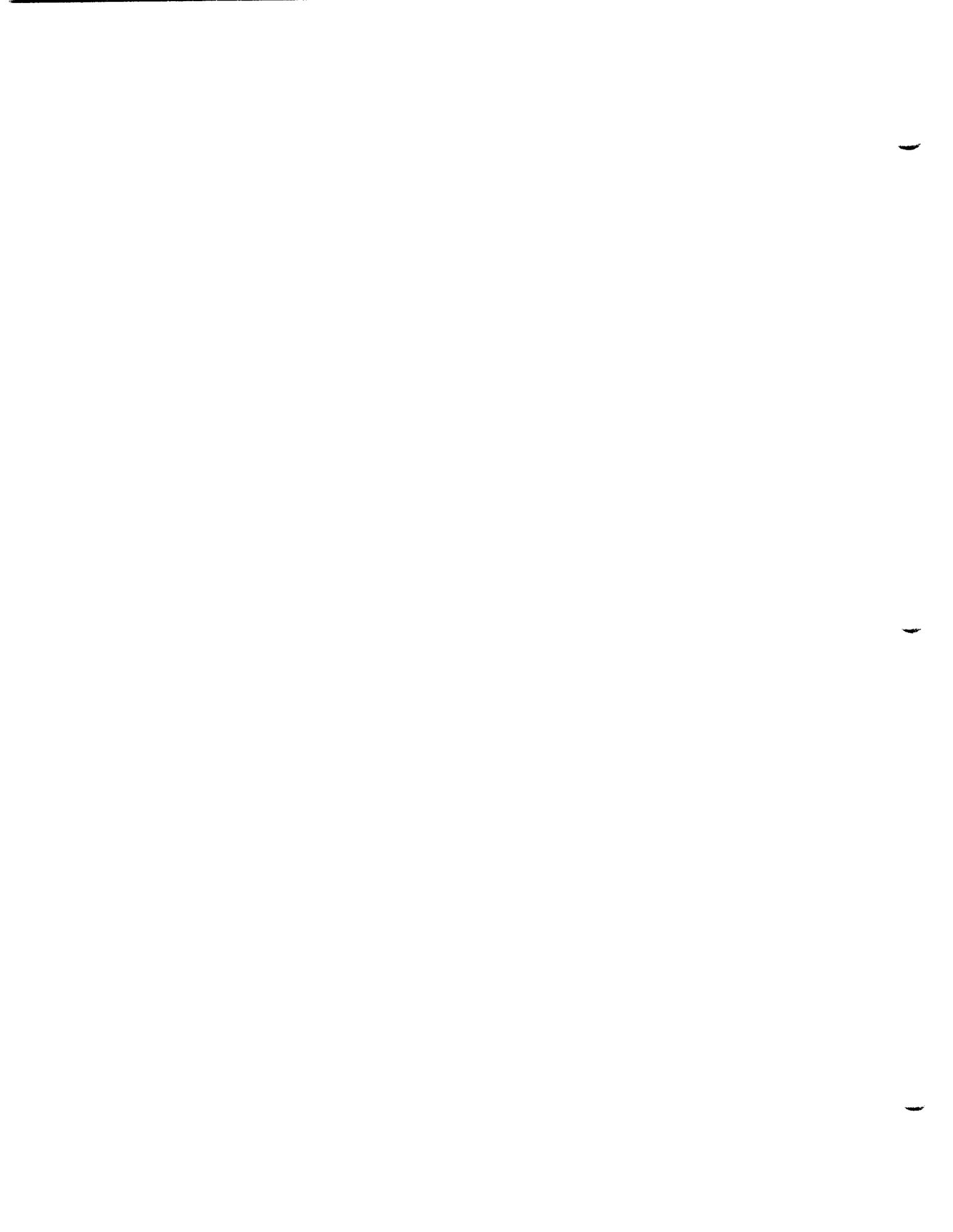
8. Examination of Contract Documents

Bidders shall thoroughly examine and be familiar with the requirements and specifications. The failure or omission of any bidder to receive or examine any contract document, form, instrument, addenda, or the document, and acquaint himself with conditions there existing shall in nowise relieve any bidder from any obligation with respect to his bid or to the proposal.

By submitting a proposal, the prospective Vendor represents that it has thoroughly examined and become familiar with the work required under this RFP and that it is capable of providing the equipment and services to achieve the District's objective.

9. Withdrawal of Proposals

Any proposal may be withdrawn, either personally by written request at any time prior to the scheduled closing time for receipt of proposals. All requests for proposal withdrawal must be accompanied by proof acceptable to the District which authorizes the individual requesting the proposal withdrawal to so act on behalf of the Vendor. No amendment, addendum or modification will be accepted after the proposal has been submitted to the District. If a change to a proposal that has been submitted is desired, the submitted proposal must be withdrawn and the replacement proposal submitted to the District prior to the scheduled closing time for receipt of proposals. No



Vendor may submit more than one proposal. No Vendor may withdraw any proposal for a period of ninety (90) calendar days after the date set for the receipt of proposals.

10. Agreement and Performance & Payment Bonds

The Agreement form which the successful bidder, as Vendor, will be required to execute, and the form of the bonds and insurance endorsements which such Vendor will be required to furnish, are included in the contract documents and should be carefully examined by the bidder.

The awarded Vendor will be required to furnish a Performance and Payment Bond in the amount of one-hundred percent (100%) of the amount of the contract and in the form included in the proposal documents, all prior to execution of the Contract. Performance and Payment bonds are required for the protection of the District against failure of a successful Vendor to complete a contract. In the event that the successful Vendor fails to perform or abandons the contract, the District shall have the contract completed as expeditiously as necessary and possible and shall bring action against the bond for additional expenses incurred and administrative time expended.

11. Penalties for Non-Performance

Judgment of non-performance in regard to the system performance shall rest solely with District management. Failure to provide maintenance services in accordance with the requirements specified shall constitute an essential breach of contract and be subject to all applicable remedies of law.

12. Interpretation of Documents

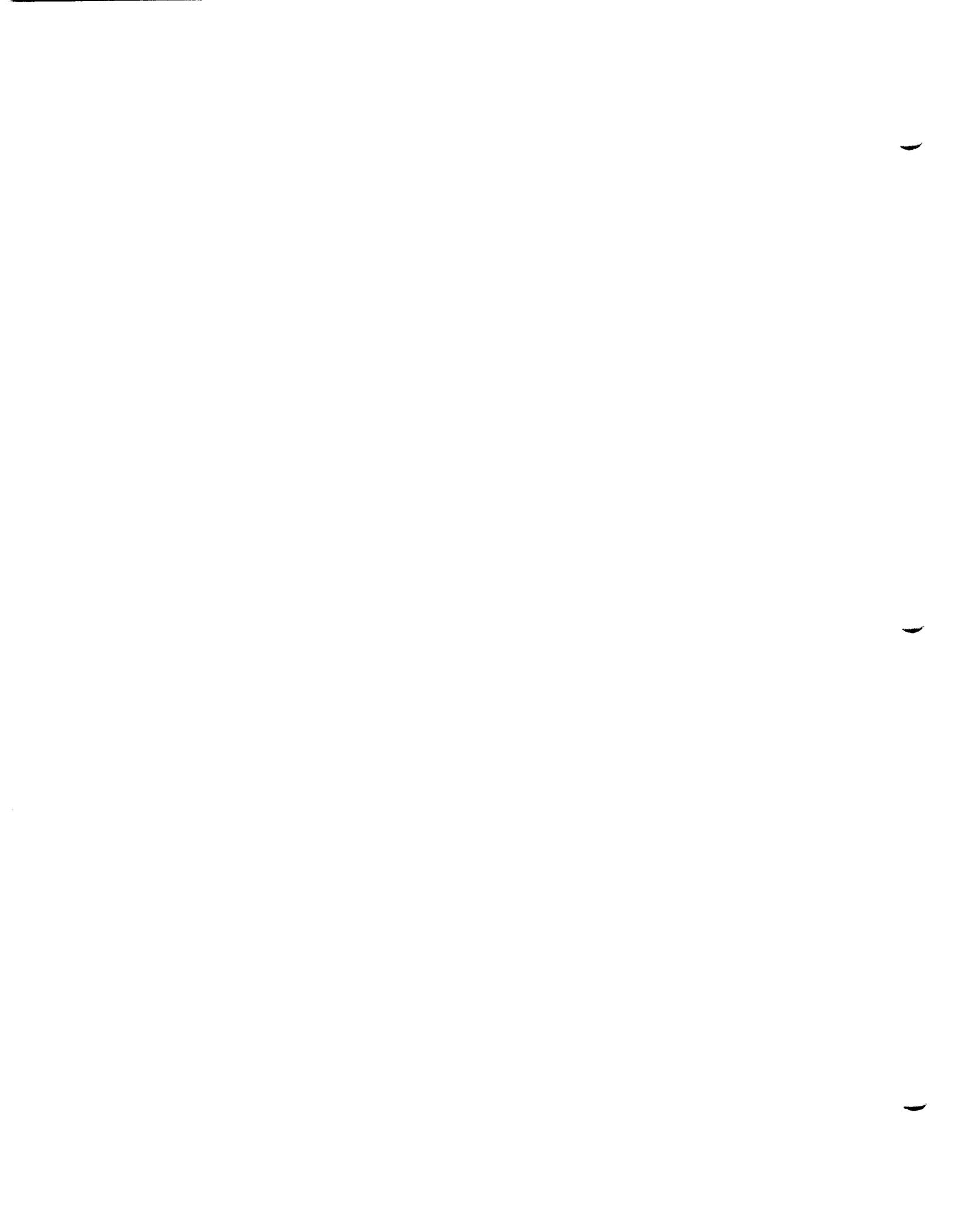
If any prospective Vendor is in doubt as to the true meaning of any part of the proposal documents, or finds discrepancies in, or omissions from the specifications, a written request for interpretation or correction thereof may be submitted to the District.

**Note: All questions concerning this proposal must be submitted in writing to the attention of Carol Smith via email to [csmith@sylvan.k12.ca.us](mailto:csmith@sylvan.k12.ca.us)**

The Vendor submitting the request shall be responsible for its prompt delivery. Any interpretation or correction of the proposal documents will be made solely at District's discretion and only by written addendum duly issued by the District and a copy of such addendum will be e-mailed, hand-delivered, U.S. Postal Mailed, overnighted, or faxed to each Vendor known to have received a set of the Request for Proposal documents. No person is authorized to make any oral interpretation of any provision in the proposal documents, nor shall any oral interpretation be binding on the District. Vendor shall become familiar with the specifications. ***SUBMITTAL OF A PROPOSAL WITHOUT CLARIFICATIONS SHALL BE INCONTROVERTIBLE EVIDENCE THAT THE VENDOR HAS DETERMINED THAT THE SPECIFICATIONS ARE SUFFICIENT FOR BIDDING AND COMPLETING THE JOB; THAT VENDOR IS CAPABLE OF READING, FOLLOWING AND COMPLETING THE JOB IN ACCORDANCE WITH THE SPECIFICATIONS; AND THAT THE SPECIFICATIONS FALL WITH AN ACCEPTABLE STANDARD FOR SPECIFICATIONS.***

13. Basis of Selection

No commitment will be made to select a Vendor's system solely on the basis of price. Selection will be made on a combination of factors, including: price; the degree to which the proposed



services to meet functional and service level requirements; the quality of the service architecture, particularly in regards to business continuity and achievement of service level objectives; support procedures and service levels; our ability to understand and work with service billing; competence and reputation of the vendor; as well as any other factors that the District deems appropriate and in the best interest of the District. Points will be awarded based on the following for a total sum of 100 points; the vendor with the highest points total will be awarded the RFP:

Eligible Price/Charges	50%
Non-eligible Price/Charges	10%
District Experience	10%
References	5%
Ability to deliver service in desired timeframe	5%
Vendor qualifications/certifications	10%
Proposal Quality	10%
<b>Total</b>	<b>100%</b>

14. Exception/Deviations.

Any exceptions to the requirements and terms in this RFP, including the language in the proposed Agreement, must be included in the proposal submitted by the prospective Vendor. Such exceptions must be segregated as a separate element of the proposal response and noted in the Cover Letter of the response. Significant exceptions may remove the prospective Vendor from further consideration.

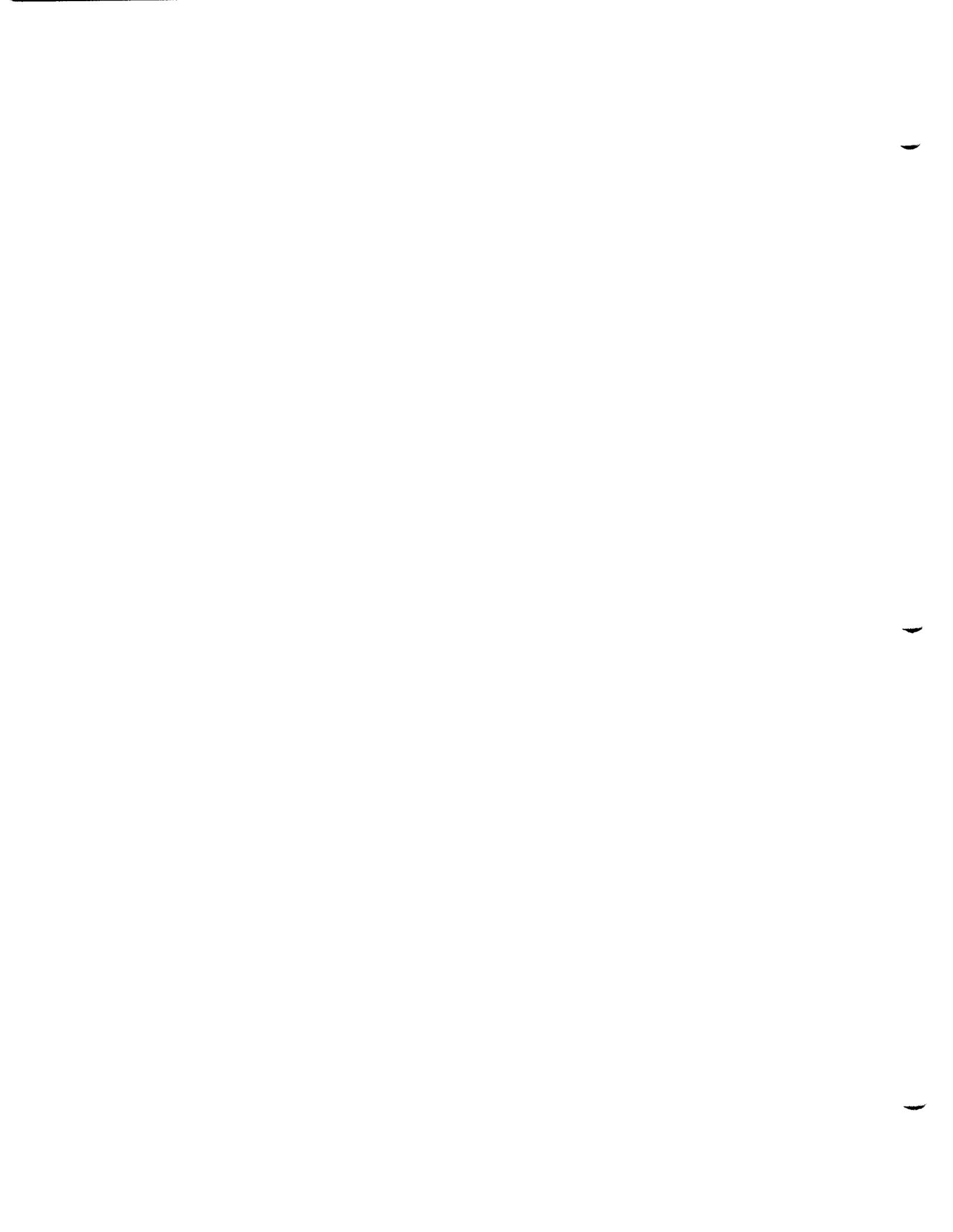
15. Data

The district provides information herein to assist Vendors in formulating their proposals. Although the District is providing this information in good faith, the District makes no warranty or representation about its accuracy, and the District does not intend any Vendor to rely solely on the accuracy of the information in submitting their proposal.

16. Award of Contract

The Sylvan Union School District will be the sole judge of the quality, methodology, and suitability of the service offered by the Vendor in the proposal. Pursuant to State of California Public Contract Code Section 20118.2, the award of the contract, if made by the District, will be by action of the governing board and be made to the Vendor whose proposal meets the evaluation standards set forth in this Request for Proposal and will be the most advantageous to the District with price and all other factors considered. Low bid does not constitute an award.

The District reserves the right to reject any or all proposals without identifying the cause of such rejection(s), or to waive any irregularities or informalities in any proposals or in the proposal process. The District reserves the right to withdraw this RFP at any time without prior notice. Further, the District makes no representations that an agreement will be awarded to any prospective Vendor responding to this Request for Proposal. The District also reserves the right to award its total requirements to one Vendor, or to apportion those requirements among several vendors, as the District may deem to be in its best interests. The District reserves the right to negotiate with other than the selected Vendor should negotiations with the selected Vendor be terminated, to negotiate with more than one Vendor simultaneously, or to cancel all or part of this RFP.



17. Vendor References and Information

The District expressly reserves the right to reject the proposal of any Vendor who, upon investigation, has been determined to fail to complete similar contracts in a timely fashion or in a satisfactory manner. Such rejection would, if applicable, be based upon the principle that the Vendor poses a substantial risk of being unable to complete the work in a cost-effective, professional and timely manner. In performing the above-described determination, the District reserves the right to utilize all possible sources of information in making its determination, including, but not limited to: inquiries to regulatory state boards and agencies; Dun and Bradstreet credit reports, inquiries to companies and public entities for which the Vendor has previously performed work, reference checks and examination of all public records.

18. Workers' Compensation

In accordance with the provisions of §3700 of the Labor Code, Vendor shall secure the payment of Compensation to his employees. Vendor shall sign and file with the District the following certificate prior to performing the work under this contract: "I am aware of the provisions of §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 the code, and I will comply with such provisions before commencing the performance of the work of the contract." The form of such certificate is included as part of the proposal documents.

19. Non-Collusion Affidavit

The Vendor is required to submit an Affidavit of Non-collusion with their proposal. This form is included with the proposal documents and must be signed under the penalty of perjury, dated and notarized.

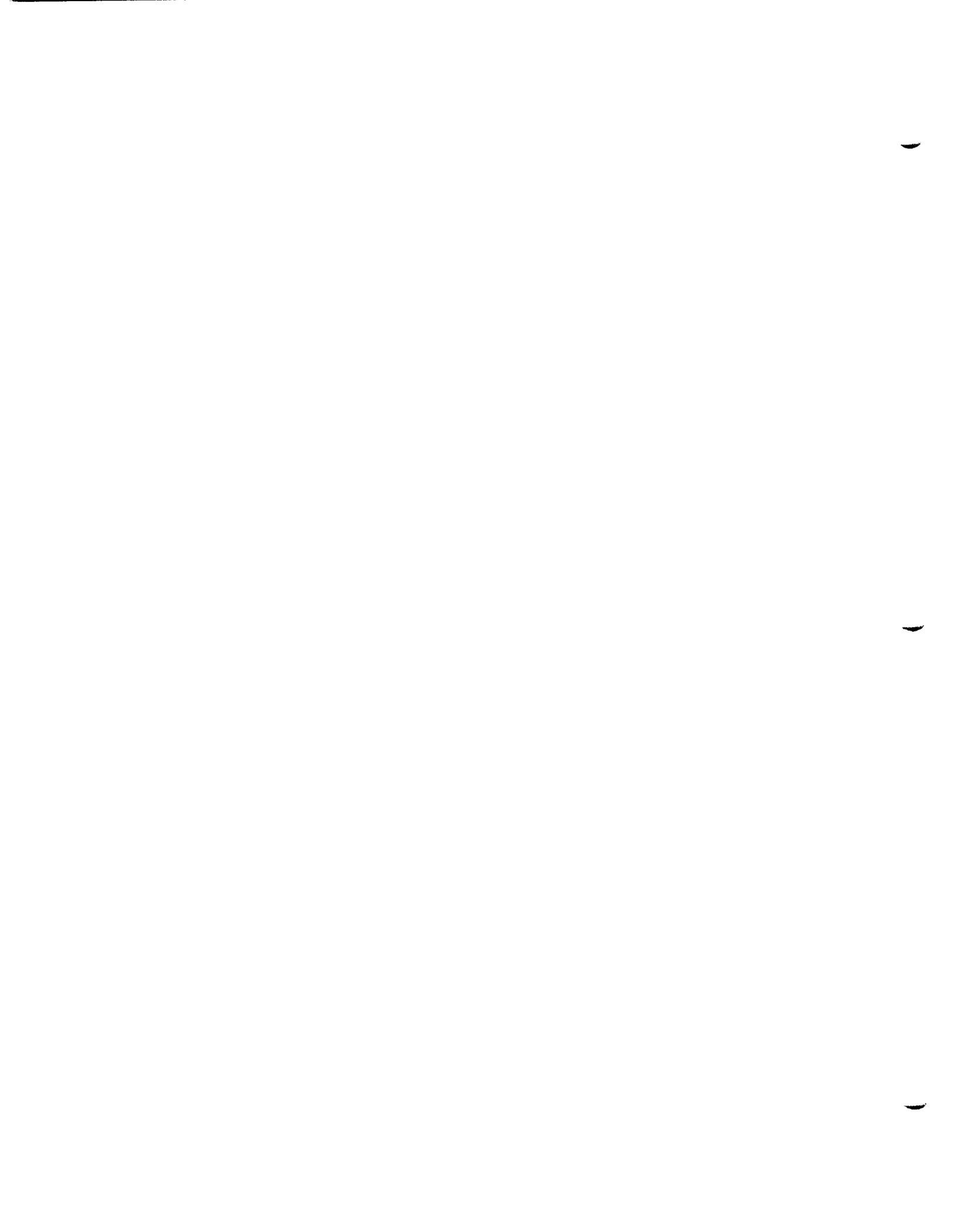
20. Anti-Discrimination

It is the policy of the District that in connection with all work performed under contracts, there be no discrimination against any prospective or active employee engaged in the work because of race, color, ancestry, national origin, religious creed, sex, age, physical disability, mental disability, medical condition or marital status.

21. Hold Harmless

The Vendor shall protect and defend, indemnify and hold harmless, at its own expense, the District, its officers, employees, and agents from all liabilities, claims, actions, liens, judgments, demands, damages, losses, costs or expenses of any kind arises from death, personal injury, property damage or other causes based or asserted upon any act, omission, or breach connected with services called for in this proposal.

- a) Liability for damages for (1) death or bodily injury to persons; (2) injury to, loss or theft of property; or (3) any other loss, damage or expense arising under either (1) or (2) above, sustained by the Vendor or any person, firm or corporation employed by the Vendor upon or in connection with the services called for in the Contract Documents, except for liability resulting from the sole negligence, or willful misconduct of the District, its officers, employees, agents or independent contractors who are directly employed by the District, and except for liability resulting from the active negligence of the District.



- b) Any injury to or death of persons or damage to property caused by any act, neglect, default or omission of the Vendor, or any person, firm, or corporation employed by the Vendor, either directly or independent contract, including all damages due to loss or theft, sustained by any person, firm or corporation, including the District, arising out of, or in any way connected with the services covered by the Agreement, whether said injury or damage occurs either on or off school district property, if the liability arose from the negligence or willful misconduct of anyone employed by the Vendor, either directly or by independent contract, and not by the active negligence of the District.
- c) The Vendor, at Vendor's own expense, cost and risk shall defend any and all actions, suits, or other proceedings that may be brought or instituted against the District, its officers, agents or employees, or any such claim or liability, and shall pay or satisfy any judgment that may be rendered against the District, its officers, agents or employees in any action, suit or other proceedings as a result thereof.

22. Vendor's Proposal Costs

The Vendor shall solely bear any costs incurred: to prepare and submit a proposal in response to this RFP; to negotiate with the District regarding any matter related to this proposal; by the Vendor prior to the date of award. Vendor shall not include any such costs as part of the price as proposed in response to this RFP.

23. SPIN

The District requires the Vendor to have a valid and current SPIN (Service Provider Identification Number) as issued by USAC (Universal Service Administrative Company), as well as a valid and current FCC Registration Number (FCC-FRN). The SPIN and FCC-FRN must be established at the time of the proposal submittal. Vendors must be in compliance with the E-Rate requirements specified on page 5, in Section C2d. The loss of "green light" status with the FCC shall render any contracts entered into with the Vendor to be, at the discretion of the District, immediately null and void.

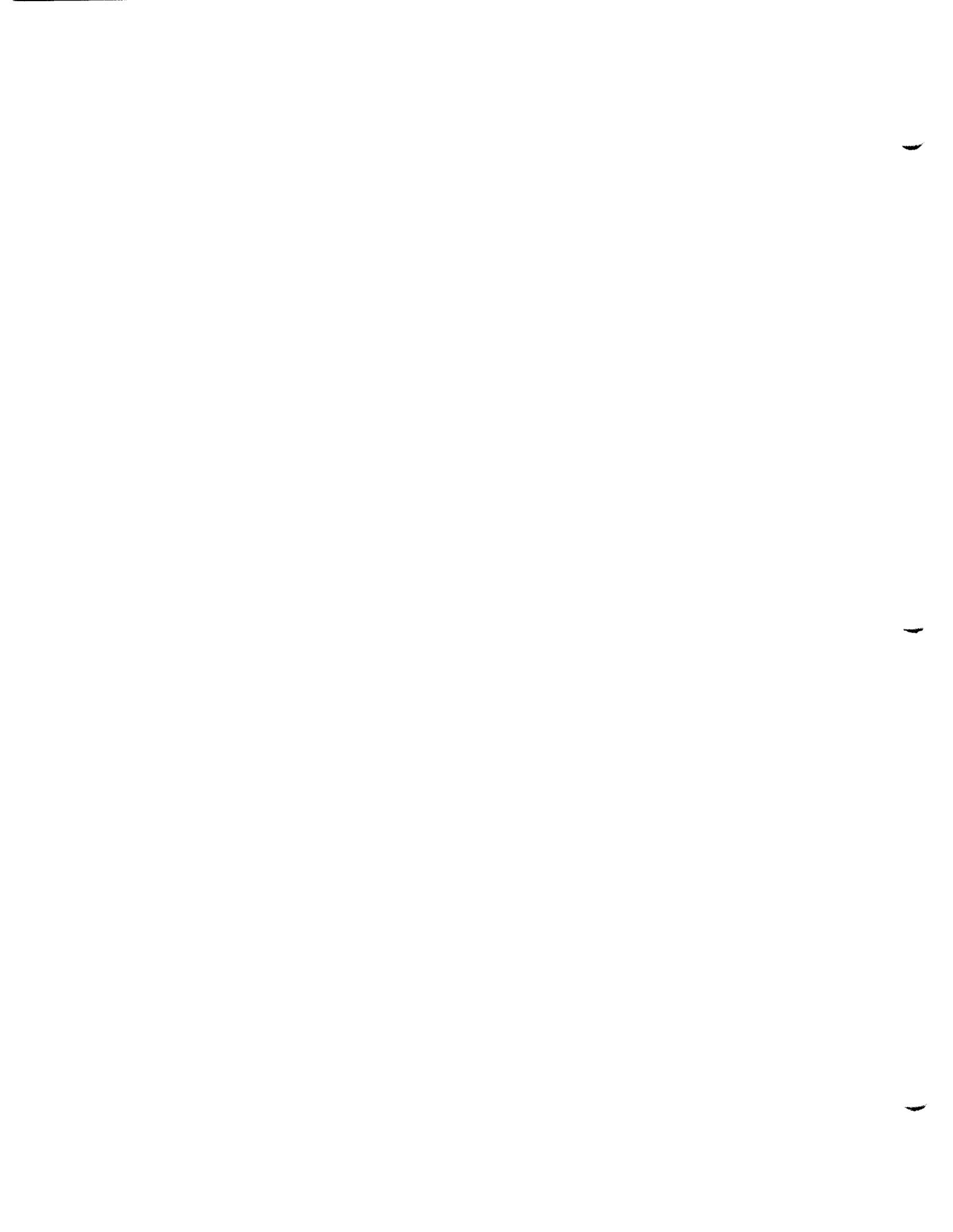
24. E-Rate Compliance

Vendor is, and agrees to remain, in compliance with all current E-Rate program guidelines established by the Federal Communications Committee (FCC). This project is entirely contingent upon available funding from the Federal E-Rate Program (Schools and Libraries Division) and the District may or may not undertake the project at its sole discretion.

Information regarding eligibility of goods and services, invoicing requirements, documentation requirements and other program rules are available from the SLD by calling Schools and Libraries Division ("SLD") of the Universal Service Administrative Company at (1-888) 203-8100 or see their website at <http://www.usac.org/sl/default.aspx>.

In all communications, including (but not limited to) invoices, any responses to this RFP, reports, and proposals, goods and services provided shall be clearly designated as "E-Rate Eligible". Non-Eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost-allocated" to show the percentage of eligible costs per SLD guidelines.

To assure that all charges are eligible for E-Rate funding, contract renewal and expiration dates shall coincide with the start/end dates of the E-Rate funding years.



Vendors agree to conform to all E-Rate guidelines for the billing of discounts to the SLD. A current SPAC (Service Provider Annual Certification) form must be on file with USAC for the funding year 2020 and for the subsequent years throughout the term of the contract. If the awarded Vendor fails to file the appropriate forms with the SLD or fails to receive an SLD SPIN number, then at the discretion of the District, the contract may be terminated. Billing method will be in SPI form (Service Provider Invoice): The Vendor will only invoice Sylvan Union School District for the non-discounted portion of the costs after the E-rate discount is applied.

The Vendor will then invoice the SLD for the E-rate discounted portion. The Vendor must also provide the name, title and telephone number for a single point of contact of E-Rate questions.

The E-Rate program requires that all records be retained for at least ten (10) years. The Vendor hereby agrees to retain all books, records, and other documents relative to this contract for ten (10) years after final payment, or until audited by SLD and/or the District, whichever is sooner. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Vendor and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

25. E-Rate Funding

This RFP is 100% contingent upon the approval of E-Rate funding from the Universal Service Fund Schools and Libraries Program. Even after award of contracts, the Sylvan Union School District may or may not proceed with the project, in whole or in part, even in the event E-Rate funding is approved. Execution of the project, in part or in whole, is solely as the discretion of Sylvan Union School District. Vendors wishing to bid are doing so solely at their own risk. Sylvan Union School District is not liable or responsible for any costs, loss, fees, or expenses, of any kind, associated with this proposal and/or a decision not to proceed with the project, even after award of the contracts. By submitting a proposal, each bidder/Vendor agrees to bear all of its own costs, fees, expenses, and losses, of any and all kind, should the Sylvan Union School District cancel the project.

26. Invoice the Universal Services

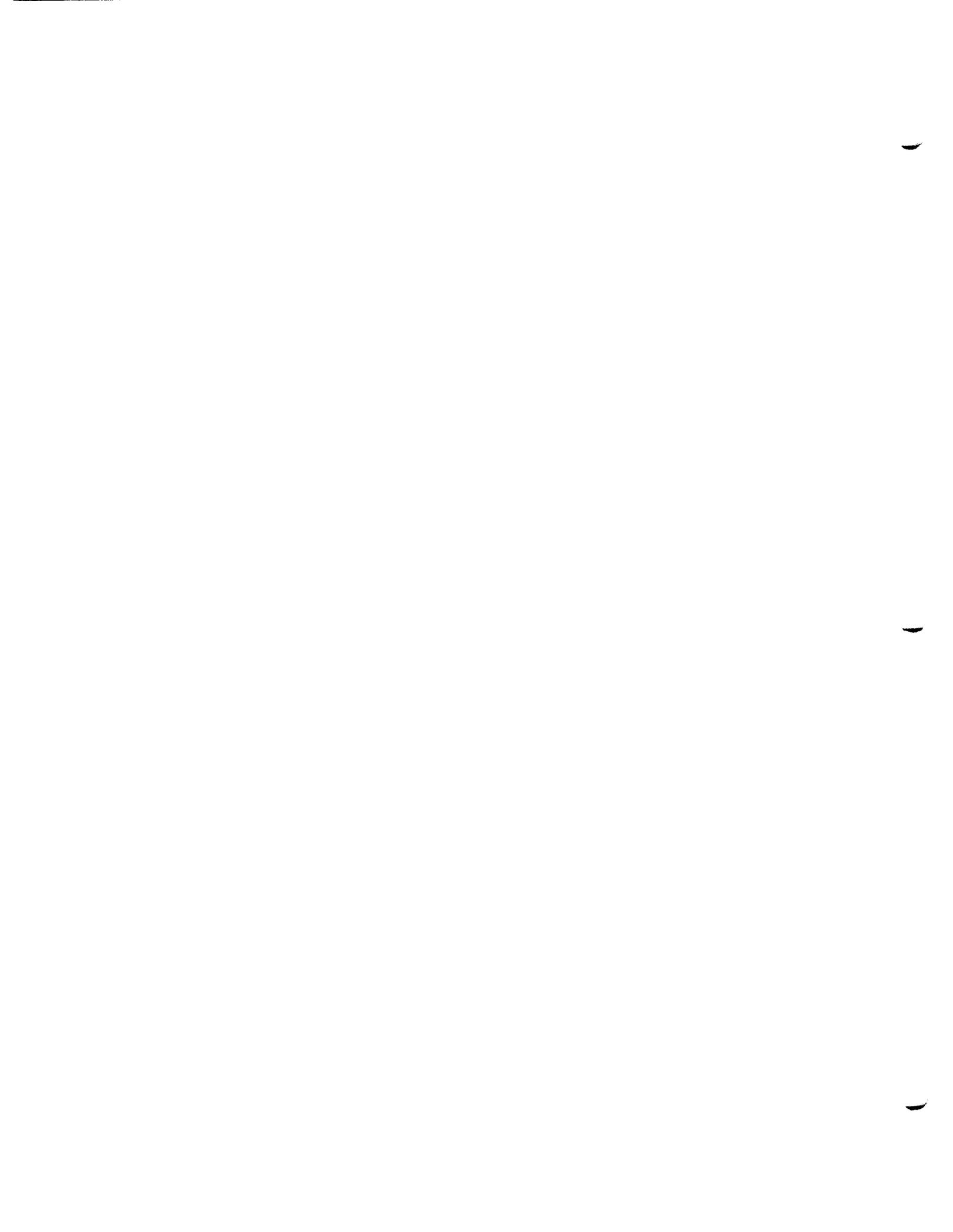
Invoicing the E-Rate Administrator, USAC, is required to collect payment of Non-discounted share of Contract cost. It is required that the contractor specifies whether the customer bills will be the total cost of the service or only the Non-Discounted share of the contract cost. Contractor may provide applicants with discounted bills and submit the SPI to request payment from USAC for the amount of USF support to be paid. Contractors agree to sign the BEAR form when the applicant has paid the entire cost of services to the service provider. In all cases, USAC pays support to the contractor after invoicing process is completed and the Service Provider Annual Certification Form (Form 473).

27. E-Rate In-eligible Costs

Bidders must include complete bill of materials, including manufacturer make, model, quantity, unit price, extended price, installation and sales tax. Any E-rate ineligible costs must be submitted on a separate bill of materials.

28. Right to Source Program

If Vendor, whether directly or through a successor or affiliate, shall cease to be in the hardware/software business, or cease to support the submitted application, or if Vendor should be declared bankrupt or insolvent by a court of competent jurisdiction, Sylvan Union School District



shall have the right to obtain, for its own and sole use only, a single copy of the then current version of the source program of the object programs supplied under this agreement, and single copy of the documentation associated therewith, upon payment to the person in control of the source program the reasonable cost of making each copy. Each source program supplied to the District shall be subject to each and every restriction on use set forth in the request for proposal. **VENDORS' MUST STIPULATE THEIR POLICY REGARDING SOURCE CODE.**

29. System Availability

The proposals submitted must describe a system where all elements are currently available and will not include "futures" or "drawing board" elements. "Futures" or "Drawing Board" elements, if included, must be explicitly labeled as such and may serve only for information purposes and not be used to satisfy a requirement stipulated in the RFP.

30. Vendor Inquiries

All questions and/or clarifications regarding the submission and/or technical specifications regarding this proposal must be submitted in writing to the attention of Carol Smith via e-mail at [csmith@sylvan.k12.ca.us](mailto:csmith@sylvan.k12.ca.us) All requests for information or requests for clarifications must be submitted by the date and time specified in the Response Timeline. Questions and responses will be posted on the district's website and the EPC portal site through an addendum. In the event that there is a discrepancy between in documentation posted in multiple locations, the controlling (master) document will always be located at:

[https://sylvan-ca.schoolloop.com/pf4/cms2/view\\_page?d=x&group\\_id=1376459656595&vdid=i34ai1u3vvn12g](https://sylvan-ca.schoolloop.com/pf4/cms2/view_page?d=x&group_id=1376459656595&vdid=i34ai1u3vvn12g).

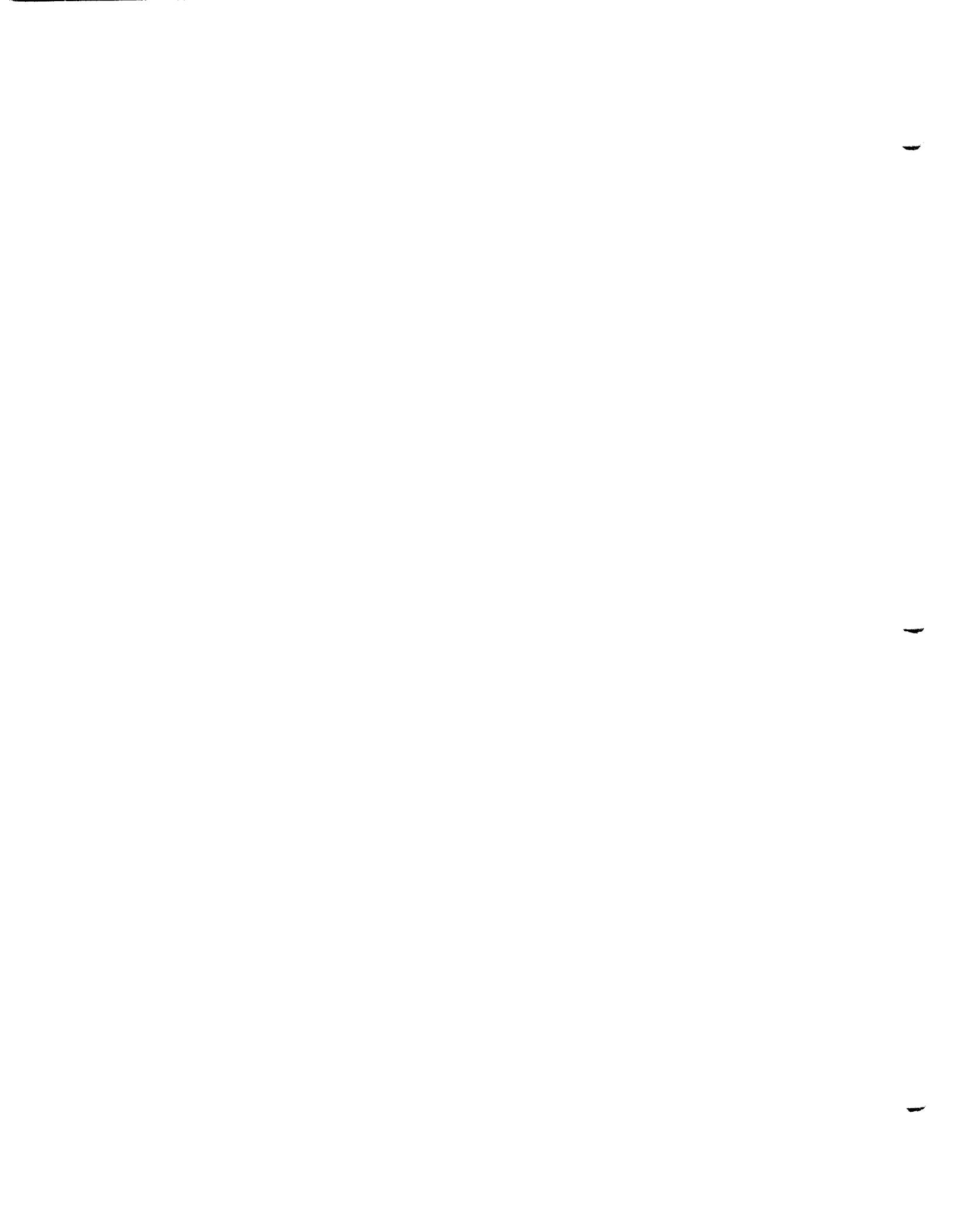
Questions submitted after the deadline will not be responded to.

31. Communications

Vendors who contact any member of the Board of Education, District administrators, or staff without following the above listed protocol will be eliminated from further consideration. Oral communications of District employees concerning this RFP shall not be binding on the District and shall in no way excuse the Vendor of his/her obligations as set forth in the RFP.

32. Proposal Confidentiality

All proposals received shall remain confidential, to the extent permitted by law until negotiations between the District and Vendor are complete; thereafter, the proposals shall be deemed public records. In the event that a Vendor desires to have portions of its proposal remain confidential, it is incumbent upon the Vendor to identify those portions in its transmittal letter deposited with the proposal package. The transmittal letter must identify the page, the particular exemption(s) from disclosure and the contended justification of exemption upon which it is making its claim. Each page, or part thereof, claimed to be confidential must be clearly identified by the word "confidential" printed on the lower right hand corner of the page. The District will consider a Vendor's request(s) for confidentiality; however, the District will not be bound by the assertion that a page contains confidential material. An assertion by a Vendor that an entire volume of its proposal is confidential will not be honored. The District reserves the right to disclose all information in the proposal, even if the Vendor requests that it remain confidential, if the District determines that disclosure is not prohibited by law or court order. It is understood that the District is subject to the California Public Records Act (Gov. Code Section 6550, et seq.). If a public records request is made to view Vendor's proprietary and confidential information, the District shall notify Vendor of the request and the date that such records will be released to the requester



unless Vendor obtains a court order enjoining that disclosure. If Vendor fails to obtain a court order enjoining that disclosure, the District will release requested information on the date specified. All materials submitted in response to this request will become the property of the District and will be returned only at the District's option and at the Vendor's expense.

33. Notification

Vendors whose proposals are rejected will be notified in writing at the address given in the proposal.

34. Taxes

The District is subject to State of California Sales and Use Tax. Proposal prices shall include allowances for all taxes including but not limited to all Federal, State and Local taxes.

35. Subcontracting Procedure

No performance of the contract or any portion thereof shall be assigned or subcontracted by the Vendor without the expressed written consent of the District. Any attempt by the Vendor to assign or subcontract any performance of the terms of this contract without the expressed written consent of the District will constitute a breach of this contract. Whenever the Vendor is authorized by the District to subcontract or assign, he will include all the terms of this contract to each such subcontract or assignment.

Every subcontractor shall be bound by the terms of the contract as far as it is applicable to the performance of the work. Nothing herein shall create any contract between any subcontractor and the District, or any obligation of the part of the District to pay, or see to the payment of any sums to any subcontractor by the Vendor.

36. News Releases

News releases pertaining to the award resulting from this RFP shall not be made without prior written approval of the District's Superintendent.

37. Disposition of Proposal

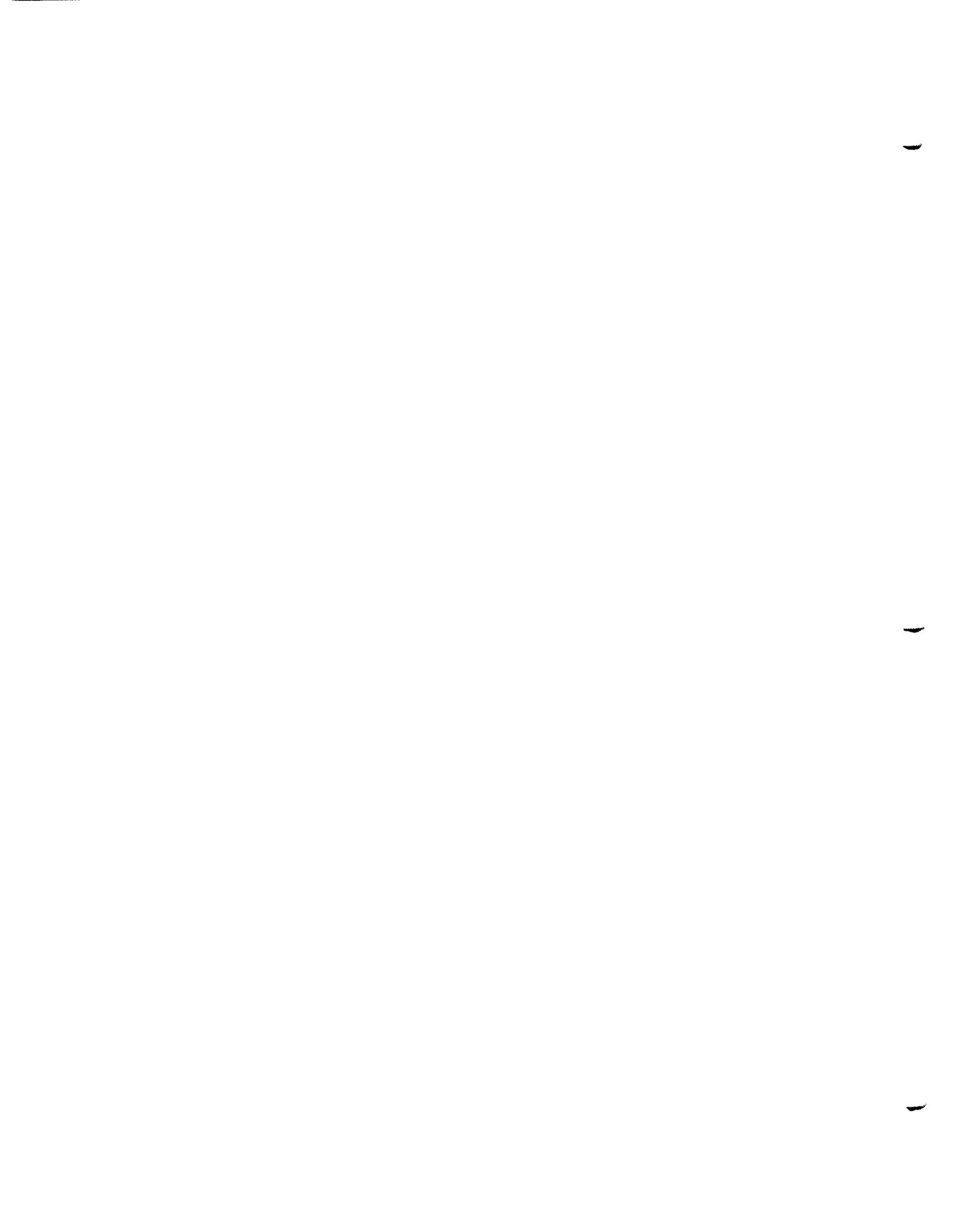
All materials submitted in response to this request for proposal will become the property of the District and will be returned only at the District's option and at the Vendor's expense. The master copy shall be retained for official files and will become a public record as subject to the Public Records Act. However, confidential financial information submitted in support of the requirement to show Vendor's responsibility and proprietary information will not be made public and will be returned upon request. Confidential and proprietary information must be clearly identified as such.

38. Insurance

Vendor shall take out, prior to commencing the work, and maintain, during the life of this contract, and shall require all subcontractors, if any, whether primary or secondary, to take out and maintain the following policies issued by insurance companies authorized to transact business in the State of California and which comply with all requirements of the Department of Insurance for the State of California:

a) **Vendor's Liability Insurance**

- i) Worker's Compensation



- ii) General Liability
  - (1) Injury or accidental death
 

\$1,000,000.00	Each Occurrence	\$2,000,000.00	Aggregate
----------------	-----------------	----------------	-----------
  - (2) Bodily Injury
 

\$1,000,000.00	Each Occurrence	\$2,000,000.00	Aggregate
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  - (3) Property Damage
 

\$1,000,000.00	Each Occurrence	\$2,000,000.00	Aggregate
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- iii) Automobile Liability (Any Auto)
  - (1) Combined Single Limit
 

\$1,000,000.00	Each Occurrence
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Such liability insurance policies shall name the District as an additional insured and shall agree to defend and indemnify the District against loss arising from operations performed under the contract.

39. System Performance

Not restricted by any other item, condition, disclaimer, warranty or guarantee, the Vendor represents and warrants that the system will perform the functions described in its product specifications and its proposal and the system will operate in the proposed configuration and the cost set forth.

40. Software Integrated Performance

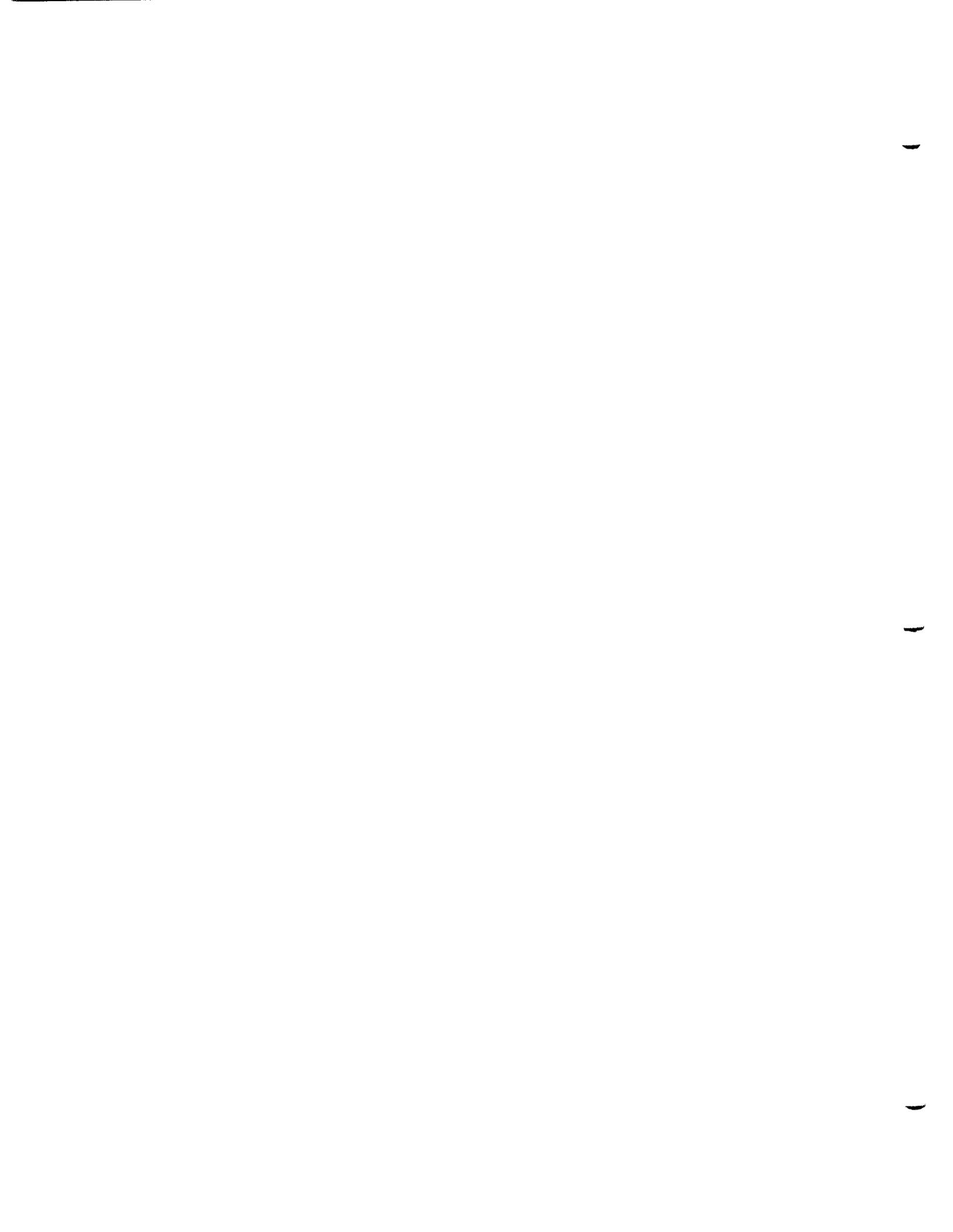
Within the definition of the system described by the Vendor's proposal and resulting agreement, the vendor acknowledges that the nature of this procurement requires that each component function in accordance with its specification and be integrated and operate successfully with all other components of the system.

41. Invoicing and Payment Schedule

Once the service is fully "tuned up" and accepted by the District, the Vendor may invoice the District monthly for the agreed upon monthly service charge and for the agreed upon number of months. Vendor shall include with its invoice a line-item account of the costs and materials used during that month. The District may reduce the amount paid for a month when agreed upon service levels are not achieved pursuant to procedures set forth in the contract between the District and the Vendor. Any agreed upon, one-time (i.e., non-recurring) charges shall be invoiced within 120 days after the Vendor and District agree that the related work is complete.

42. Cancellation for Insufficient or Non-Appropriated Funds

The Vendor hereby agrees and acknowledges that monies utilized by the District to purchase the services listed in this proposal are public money appropriated by the State of California, the Federal Government under the E-Rate Program, or acquired by the District from similar public sources and is subject to variation. The District fully reserves the right to cancel this proposal at any time and/or to limit quantities of items due to non-availability or non-appropriation of sufficient funds.



43. Assignment of Contract

The Vendor shall not assign or transfer by operation of law or otherwise any or all of its rights, burdens, duties or obligations without the prior written consent of the surety on the performance bond and the District.

44. Binding Effect

This agreement shall inure to the benefit of and shall be binding upon the Vendor and District and their respective successors and assigns.

45. Severability

If any provisions of this agreement shall be held invalid or unenforceable by a court of competent jurisdiction, such holding shall not invalidate or render unenforceable any other provision hereof.

46. Amendments

The terms of this agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever except by written agreement signed by the parties.

47. Prevailing Law

In the event of any conflict or ambiguity between these instructions and State and Federal law or regulations, the latter shall prevail. Additionally, all equipment to be supplied or services to be performed under the proposal shall conform to all applicable requirements.

48. Governing Law and Venue

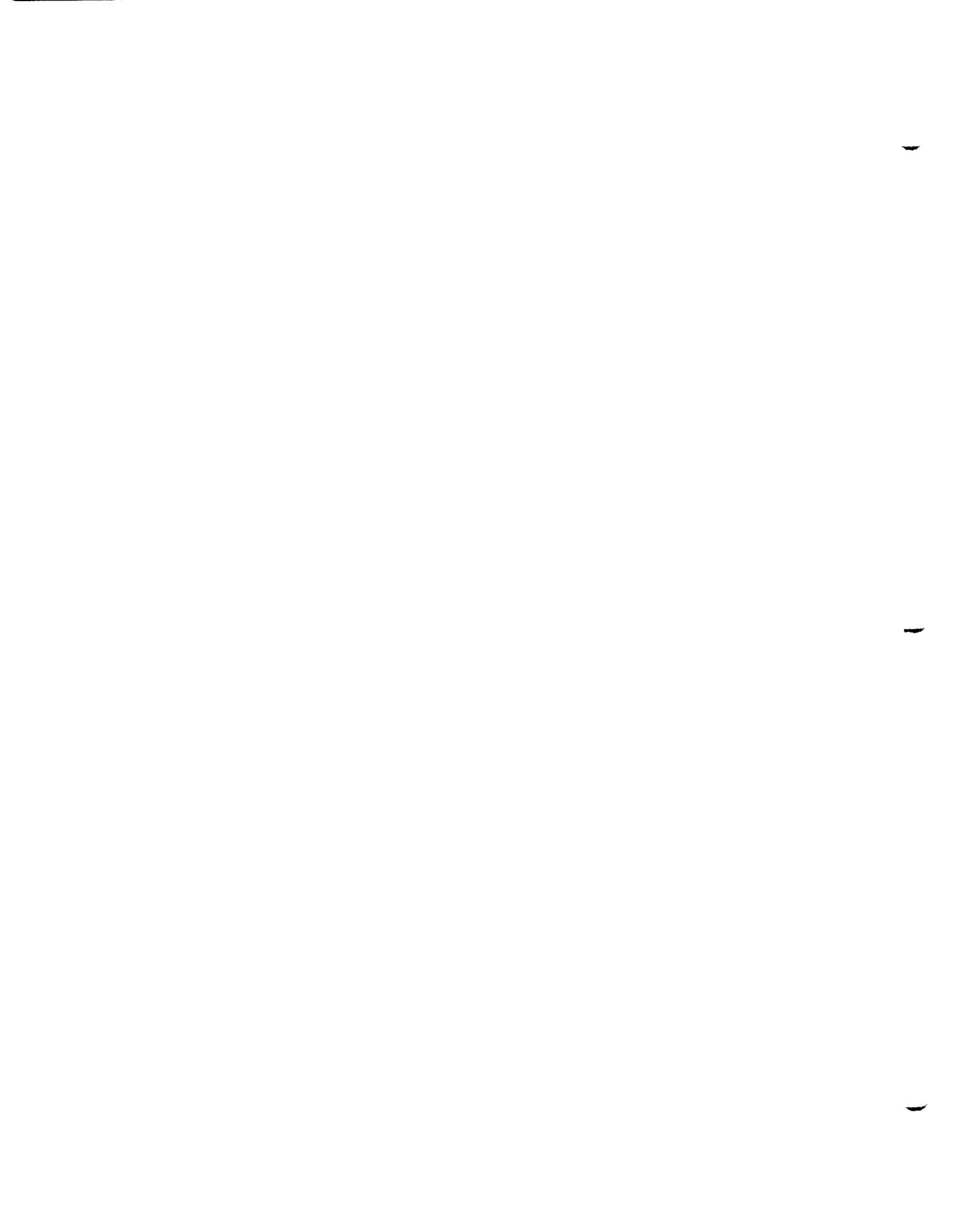
The final contract between Vendor and the District shall be assembled and all disputes hereunder shall be settled in accordance with the laws of the State of California. Pending final resolution of a dispute hereunder, Vendor shall proceed diligently with the performance of the final contract. Venue shall only be with the appropriate state or federal court located in Los Angeles County, California.

49. Acceptance Testing

Acceptance testing will begin when components are installed, the service has been "tuned up," and the Vendor informs the District that the service is functioning according to specifications and agreed upon service levels.

50. Clarifications and Corrections

The right is reserved, as the interests of the District may require, to revise or amend the RFP Documents prior to the date set for opening proposals. Such revisions and amendments, if any, will be announced by an addendum or addenda to this Request for Proposal. If the revisions and amendments are of a nature which require material changes, the date set for the opening of the proposals may be postponed by such number of days as in the opinion of the District will enable Vendors to revise their proposals to account for such changes. In such cases, the addendum will include an announcement of the new date for opening proposals. Any clarifications or corrections to the RFP Documents will not be considered valid unless it is provided in writing by the District to all Vendors as a numbered Addendum.



51. Local Account Team

Local account team support must be available and the District will be provided with an account manager who acts as a single point of contact that is responsible for the entire account. The District shall have the opportunity to review and approve all members of the Vendor's team and shall have the right to request removal of personnel it considers unsuitable. The Vendor shall not substitute members of its account team without prior written notification to the District. New members assigned to the District's account team shall have a trail period of three months; during this period, the District may request that the new member be replaced. At the District's discretion, semi-annual status meetings shall be held with the Vendor's account team or upon request by the District. These meetings shall include a written problem escalation procedures review as a standard agenda item.

52. Coordination

The Vendor shall coordinate installation schedules with the District and their designated agent(s). The Vendor shall be responsible for placing all service orders with local and long distance telephone companies. The Vendor shall appoint a project manager from the account team. The Project Manager shall be the primary point of contact for the Vendor during the implementation process. The Vendor shall prepare a separate plan for changing the District's communication services from their vendor(s) as well as establishing new services. If necessary, the Vendor will also coordinate with the District's support vendor for the PBXs during the installation process. The Vendor's implementation plan shall be reviewed and approved by the District's IT team.

53. Notice of Labor Dispute

Whenever Vendor has knowledge that any actual or potential labor dispute may delay the implementation of the services contracted from Vendor, Vendor shall immediately notify and submit all relevant information to the District. Vendor shall insert the substance of this entire clause in any subcontract hereunder.

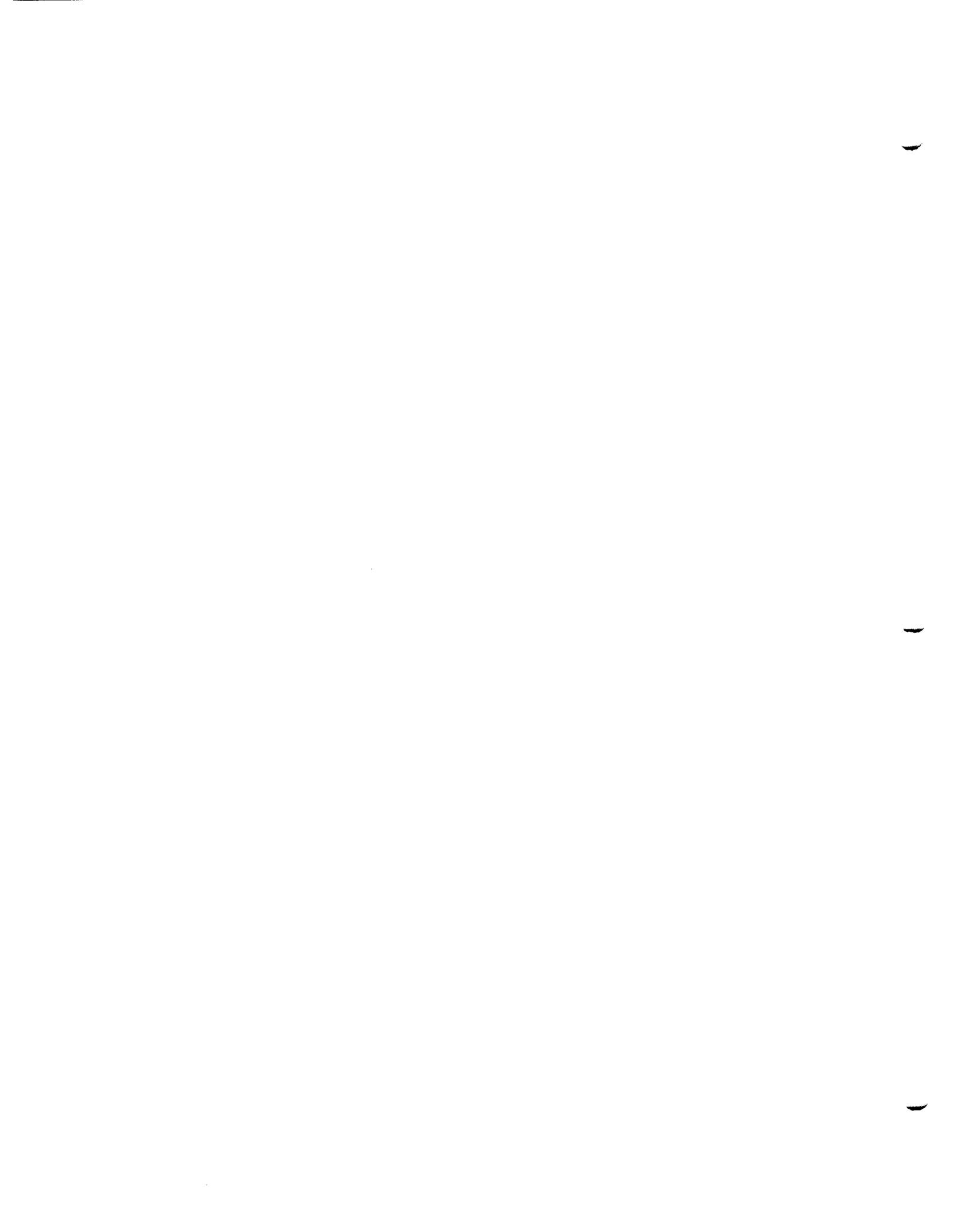
54. Guarantee

The District requires that the DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections components provided by the Vendor shall be guaranteed for a minimum of one (1) year after acceptance by the District. All services necessary to repair malfunctions discovered shall be provided at no cost to the District during the guarantee period. Any defects shall be rectified by the successful Vendor(s) promptly to the satisfaction to the District without expense to the District.

55. Warranty

**All warranties must be clear, concise and in writing.** Warranties shall be specific as to what is and is not covered along with the exact term (in calendar days) of each covered item. Warranties shall cover all individual modules, supplies or created interfaces and any ancillary product that is purchased from the awarded Vendor. In addition, the awarded Vendor will warrant and guarantee the seamless integration and interface modules proposed herein.

Vendor(s) must warrant that the specifications, capabilities and performance characteristics are as stated in the proposal and accompanying documentation. Submission of a proposal will represent your agreement to these conditions.



56. Vendor Protest

Any Vendor who submitted a proposal to the District may file a protest provided that each and all of the following are compiled with:

- (a) The protest is in writing;
- (b) The protest is filed and received by the District's Supervisor of Purchasing not more than three (3) calendar days following the date of the District selection of the apparent lowest responsible bidder;
- (c) The written protest sets forth, in detail, all grounds for the protest, including without limitation all facts, supporting documentation, legal authorities and argument in support of the ground for the protest; any matter not set forth in written protest shall be deemed waived. All factual contentions must be supported by competent, admissible and credible evidence. Any protest not conforming to the foregoing shall be rejected by the District as invalid. Provided that a protest is filed in strict conformity with the foregoing, the District's Supervisor of Purchasing or such individual(s) as may be designated in his/her discretion, shall review and evaluate the basis of the protest, and shall provide a written decision to the bidder submitting the protest concurring with or denying the protest. The District's written decision shall be final and not subject to reconsideration or appeal. No bidder shall seek judicial relief, in any form, relative to the District's intent to award the Contract, or the protest thereof, unless the foregoing protest procedure has been strictly and timely complied with by the bidder. The issuance of a written decision by the District shall be an express condition precedent to the institution of any legal proceeding relative to the proposal process, the District's intent to award the Contract, or the District's determination to reject all proposals

57. Vendor Certification Regarding Background Checks

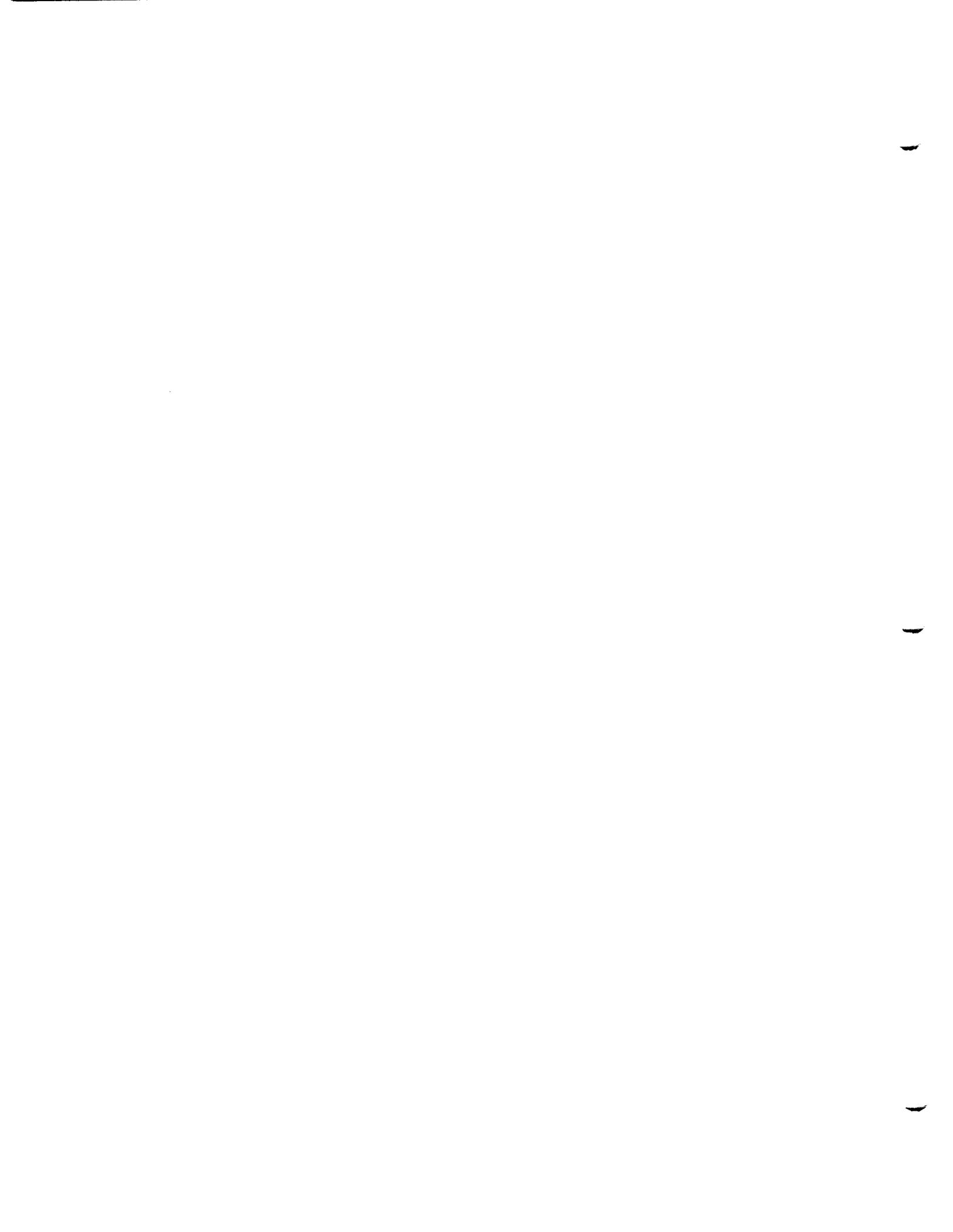
Pursuant to Education Code Section 45125.1, Vendor has conducted criminal background checks through the California Department of Justice, of all employees providing services to the District.

58. Conduct Rules for Vendors

Each Vendor/subcontractors, when performing work/services on Sylvan Union School District properties shall adhere to the rules of conduct.

59. Wage Rates, Travel and Subsistence

- (a) Pursuant to Labor Code Sections 1770 et. Seq., the DISTRICT has obtained from the Director of the Department of Industrial Relations the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work in the locality in which this work is to be performed for each craft, classification or type of worker needed to execute the contract. Copies are available from the DISTRICT to any interested party on request, and are also available from the Director of the Department of Industrial Relations website at ([www.dir.ca.gov/dlsr/pwd](http://www.dir.ca.gov/dlsr/pwd)). **The CONTRACTOR shall obtain copies of the above-referenced prevailing wage sheets and post and a copy of such wage rates at appropriate, conspicuous, weatherproof points at the Site.**
- (b) Any worker employed to perform work on the Project and such work is not covered by any classification listed in the published general prevailing wage rate determinations or per diem wages determined by the Director of the Department of Industrial Relations, shall be



paid not less than the minimum rate of wages specified therein for the classification which most nearly corresponds to the employment of such person in such classification.

- (c) Holiday and overtime work, when permitted by law, shall be paid at the rate set forth in the prevailing wage rate determinations issued by the Director of the Department of Industrial Relations or at least one and one-half (1 ½) times the specified basic rate of per diem wages, plus employer payments, unless otherwise specified in the contract documents or authorized by law.
- (d) These per diem rates, including holiday and overtime work, and employer payments for health and welfare, pension, vacation and similar purposes, are on file at the administrative office of the DISTRICT, located as noted above and are also available from the Director of the Department of Industrial Relations. **It is the CONTRACTOR's responsibility to ensure the appropriate prevailing rates of per diem wages are paid for each classification. It shall be mandatory upon the CONTRACTOR to whom the contract is awarded, and upon any subcontractor under such CONTRACTOR, to pay not less than the said specified rates to all workers employed by them in the execution of the contract.**
- (e) Job Site Posting (SBX 2-9). On each job site that is subject to compliance monitoring by the Department of Industrial Relations, the Awarding Body shall post or require the prime contractor to post a Notice containing Compliance and Monitoring information.

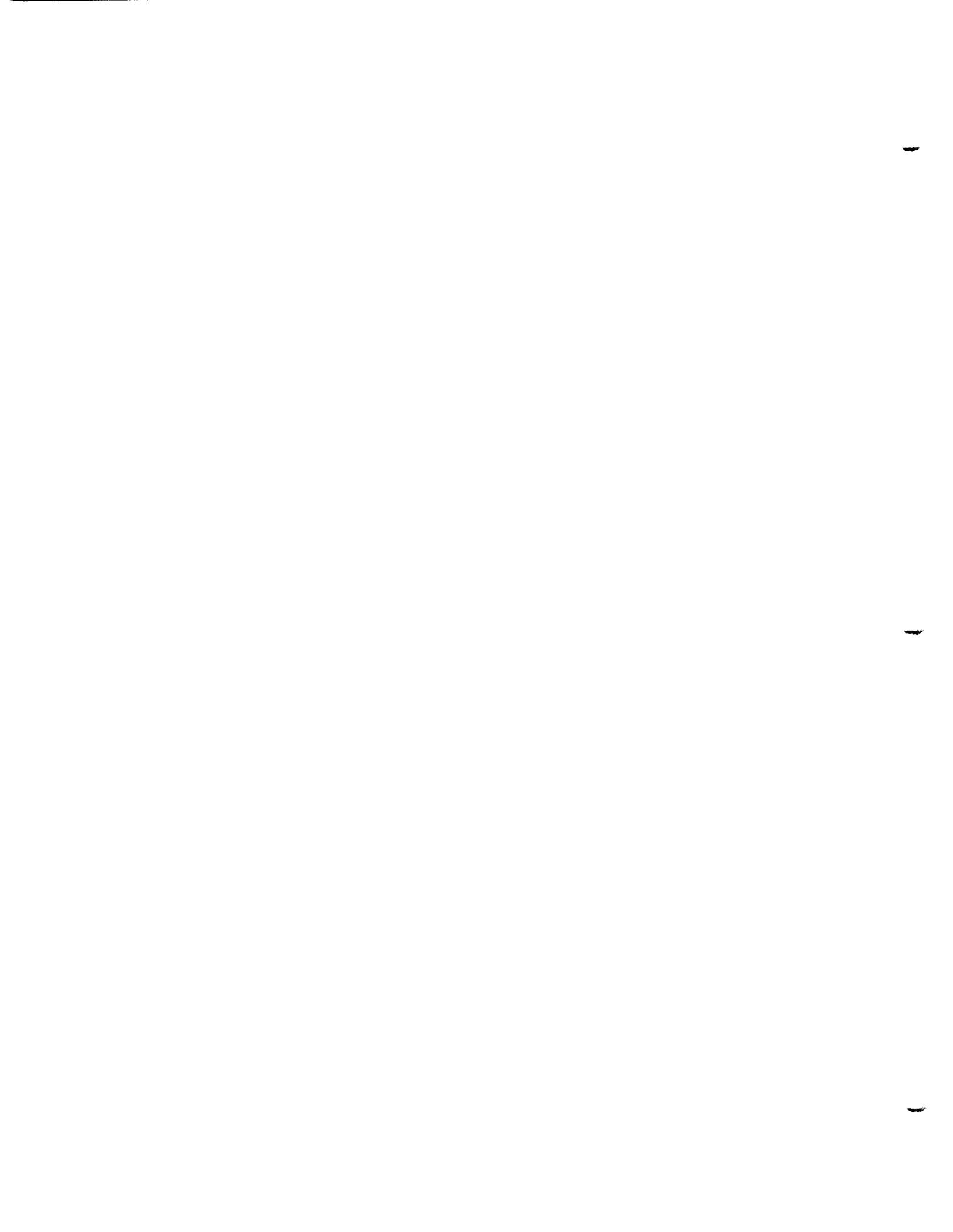
60. Low Voltage Systems Contractor (C-7 License) or Electrician (C-10 License) – Senate Bill 1362.

Pursuant to the requirements of SB 1362 and CA Labor Code Section 3099.2, all employees performing low voltage work for a general contractor or subcontractor holding a C-7 license must be certified or all employees performing electrical work for a general contractor or subcontractor holding a C-10 license must be certified. If employees working on a project are found to be not certified, they shall be immediately removed. Failure to provide proof of this documentation on all employees will be considered a violation and subject the general contractor/subcontractor to corrective action up to and including being removed from the project.

61. TRADE NAMES AND ALTERNATIVES

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the response by the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time of bid response.

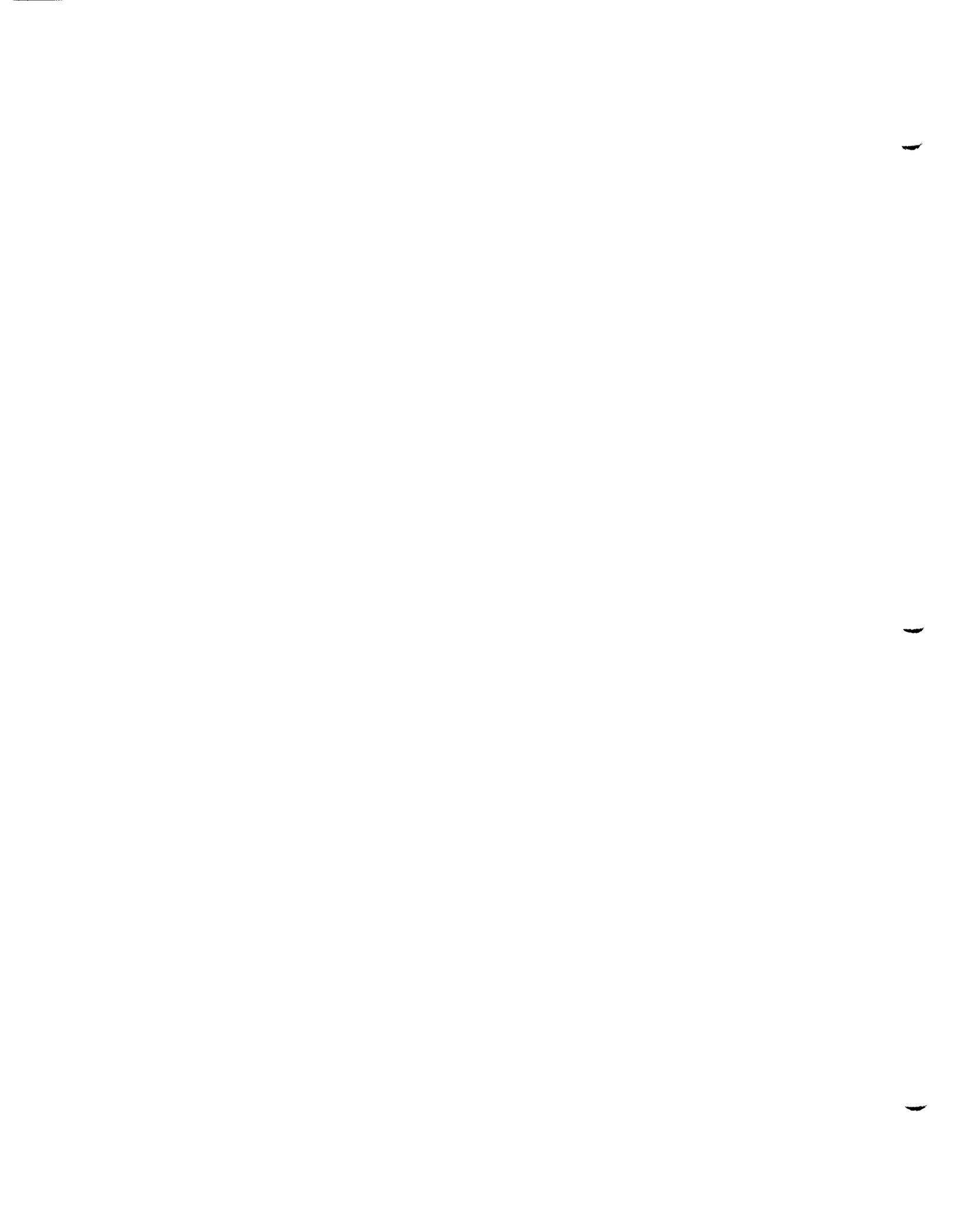
Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty.



The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

62. POST-CONSUMER MATERIALS

All bidders shall certify in writing the minimum, if not exact, percentage of post-consumer materials in products, materials, goods, or supplies offered or sold. (Public Contract Code 22152)



# SYLVAN UNION SCHOOL DISTRICT SPECIAL CONDITIONS

For

RFP NO. 2020/2021-01

## STARTING AND COMPLETION DATES

All work to be done as specified in RFP NO. 2020/2021-01, will be specified in the District's "Notice to Proceed" letter to the Vendor.

## WORK HOURS

All work to be done shall be performed between the hours of 7:00 a.m. to 4:30 p.m., Monday thru Friday.

*Note:* Scheduling timeframes will be discussed at the Pre-Construction Meeting with the awarded Vendor.

## SUSPENSION AND DEBARMENT CERTIFICATION

The Vendor will be required to complete the Suspension and Debarment Certification U.S. Department of Agriculture form (enclosed) and **must be submitted with your proposal**. Review the attached Debarment Instruction for Certification and Certification and Disclosure Statement.

## PUBLIC WORKS

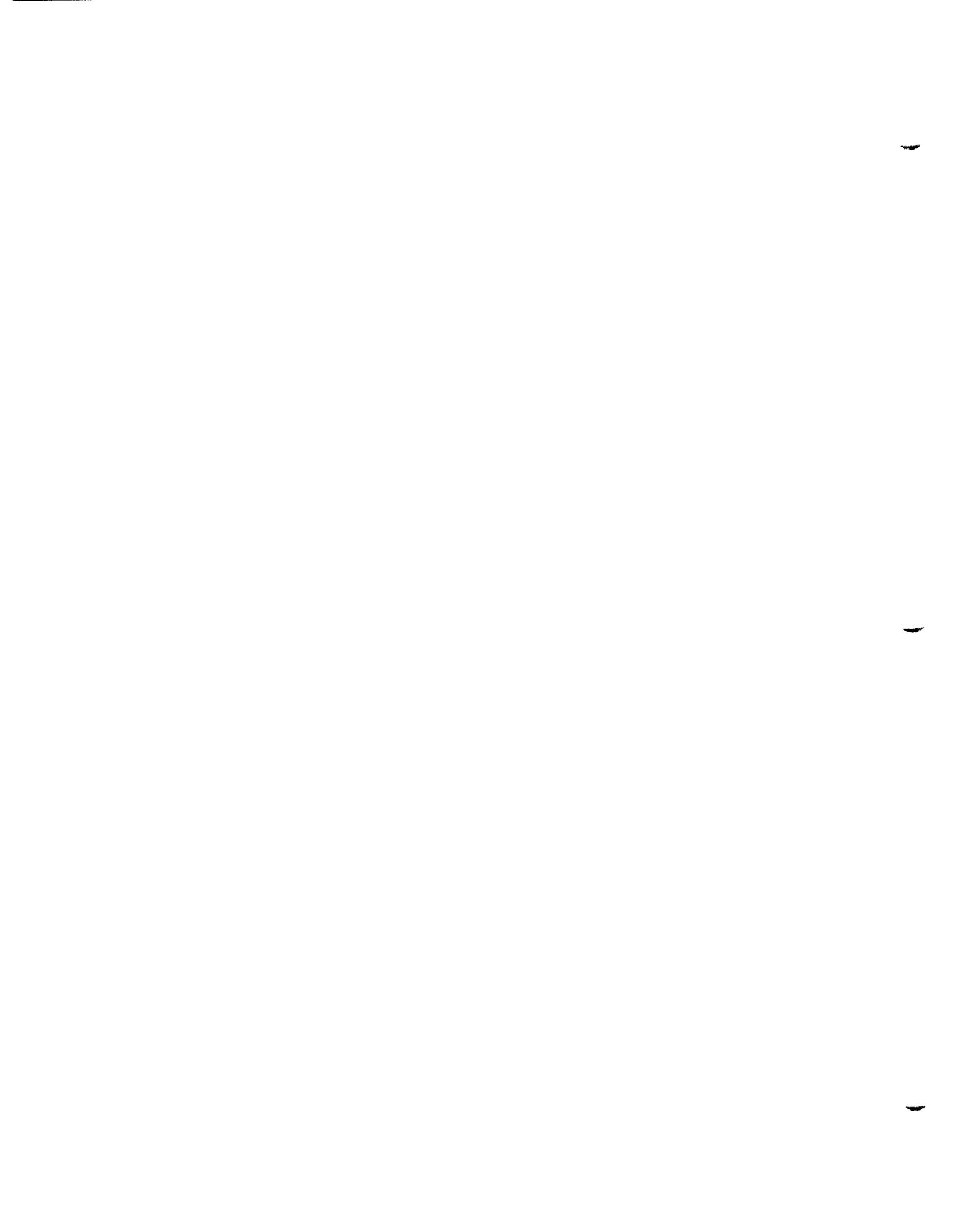
This project is a Public Works Project and is subject to the following:

DIR Reporting Requirements for Public Works Projects

SB 854 requires all contractors and subcontractors who bid or work on a public works project to register and pay an annual fee to DIR (Department of Industrial Relations). As of 6/28/2017, any such projects that exceed the small project exemption, must be registered by the district to the DIR.

## PREVAILING WAGES & DAVIS BACON WAGES

The District has obtained from the Director of the Department of Industrial Relations the general prevailing rate of per diem wages and the general prevailing rate for holiday and overtime work in the locality in which the work is to be performed for each craft, classification or type of work needed to execute the contract. These per diem rates, including holidays and overtime work, as well as employer payments for health and welfare, pension, vacation, and similar purposes, are on file at the District, and are also available from the Director of the Department of Industrial Relations. Pursuant to California Labor Code Sections 1720 et seq., it shall be mandatory upon the Contractor to whom the contract is awarded, and upon any subcontractor under such Contractor, to pay not less than the said specified rates to all workers employed by them in the execution of the contract and to comply with the District's Labor Compliance Program. In accordance with



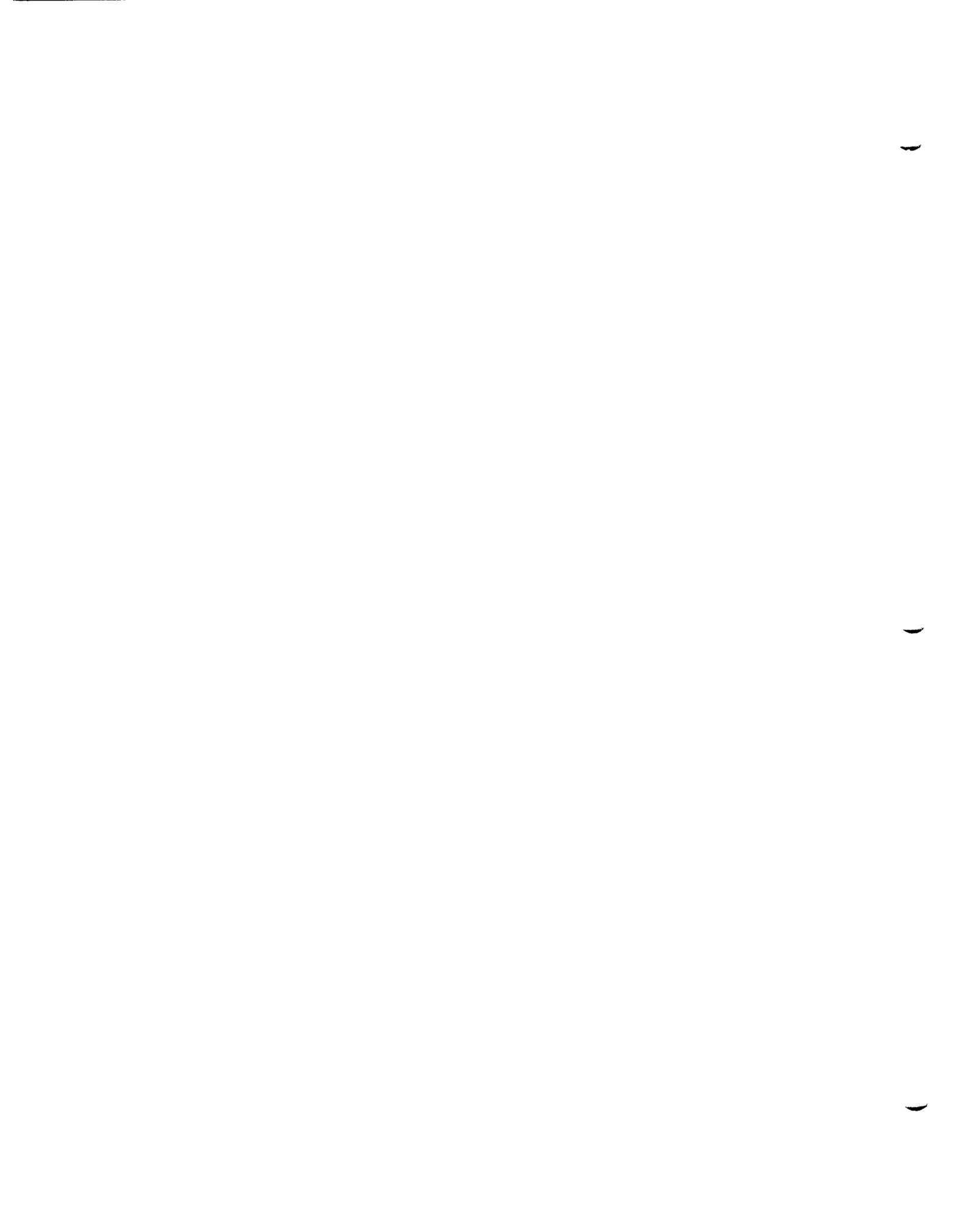
1773.2 of the California Labor Code, the Contractor shall post a copy of the determination of prevailing rate of wages at each job site.

Davis Bacon Act – The Contractor and/or Subcontractor(s) will be required to pay the higher prevailing wage between the State Prevailing Wage Determination and the Davis Bacon Wage Determination for Federal funded projects. Reference the Wage Determination Online.Gov website: <http://www.wdol.gov> for more information.

### **CERTIFIED PAYROLL RECORDS REQUIRED**

- (a) The Contractor and each subcontractor shall maintain Certified Payroll and basic records required under the Labor Code and applicable Industrial Welfare Commission and shall preserve them for a period of three (3) years thereafter for all trade workers working on District project for submittal to the District at times designated in the contract or within ten (10) days upon request. The Contractor shall be responsible for all submittal of payroll records of all its subcontractors. All Certified Payroll Records shall be accompanied by a statement of compliance signed by the Contractor or each subcontractor indicating that the payroll records are correct and complete, that the wage rates contained therein are not less than those determined by the Director of the employee conform with the work performed.
- (b) **Certified Payroll Records must be submitted with the pay requests.**
- (c) In accordance with the California Labor Code Section 1776 (g), if the Contractor fails to comply within the ten (10) day period, he or she shall, as a penalty to the State or Political Subdivision on whose behalf the contract is made or awarded, forfeit twenty-five dollars (\$25) for each calendar day, or portion thereof, for each worker until strict compliance is effectuated.

**NOTE: Faxed copies of the Proposal Form or any portion of this bid will not be accepted.**



# TECHNICAL SPECIFICATIONS

## RFP NO. 2020/2021-01

### Background

The purpose of this project is to upgrade connections speeds at school sites, by upgrading our fiber from IDF to MDF locations to improve our LAN connections. We will also be replacing battery backups with Uninterruptible Power Supply (UPS) units. We would like the UPS priced as an additional and separate option to the fiber work.

### Scope of Work

#### *Hardware:*

Note: The Contractor shall perform within the time stipulated the contract as herein defined, and shall provide all labor, materials, tools, utility services, and transportation to complete in a workmanlike manner all of the work required in connection with this project:

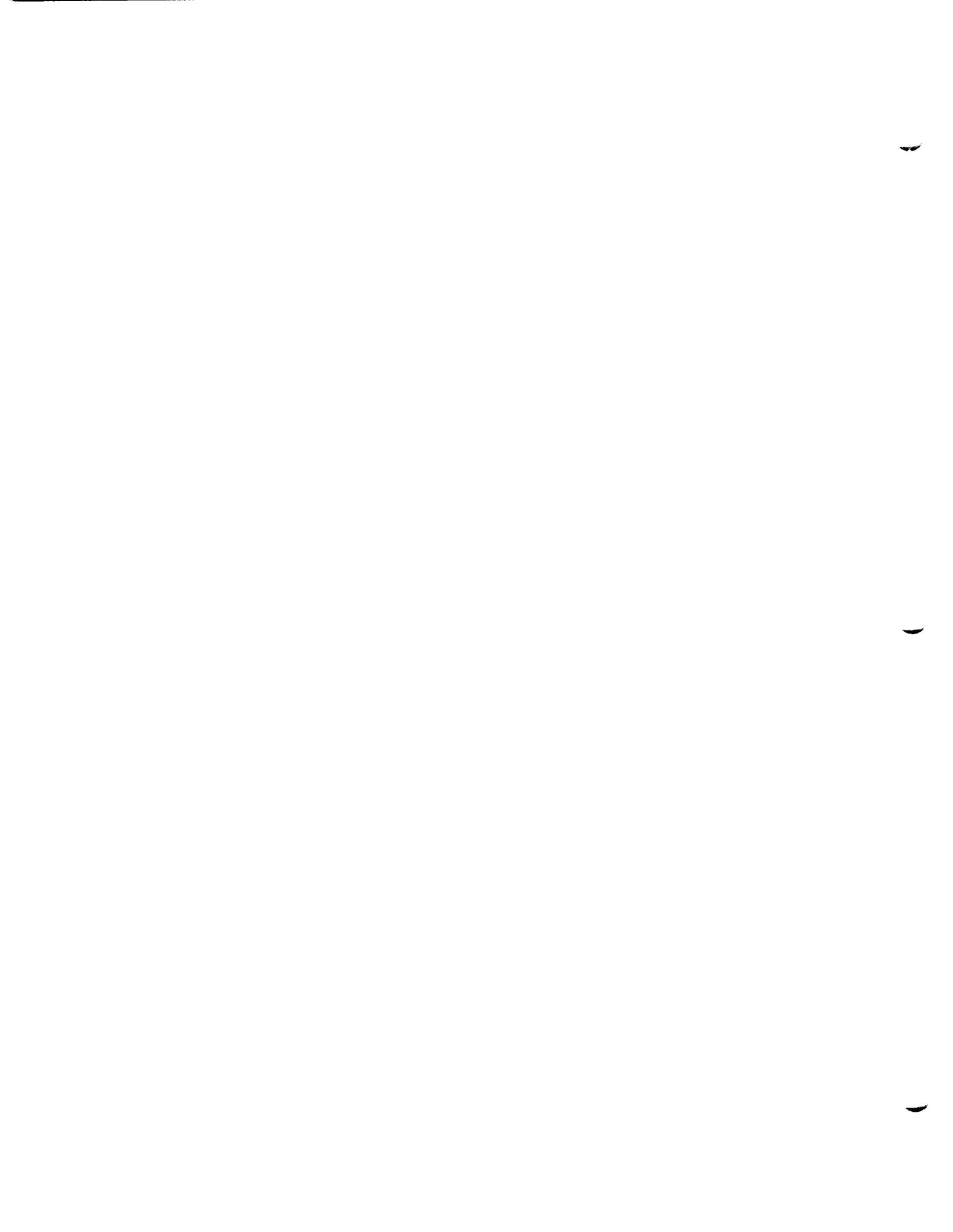
The District Office IT Department will test equipment for functionality. If it is determined that the network configurations for project do not perform to District specifications, the vendor will be required to reconfigure a device or devices until functionality and performance are in working order, no change orders will be accepted.

As part of this RFP, it is required that the VENDOR assigns a project manager as a single point of contact for all District communications including but not limited to technical support for system troubleshooting. The District Office IT Department and the Vendor Project Manager will meet once a week, every week until successful completion of scope of RFP. The project manager will develop a project schedule and timelines for KEY tasks, provide status updates, review the progress and provide a clear plan of implementation for the cut over.

Furthermore, after complete implementation has commenced, the single manufacturer solution must provide a toll free number that the District IT staff can contact for any technical support query for all Wireless Software and Hardware components.

### **LOCATIONS (School sites included in this project):**

- 1.) **CF Brown Elementary, 2024 Vera Cruz Drive, Modesto, CA 95355**
- 2.) **Crossroads Elementary, 5800 Saxon Way, Riverbank, CA 95367**
- 3.) **Freedom Elementary, 2101 Fine Ave, Modesto, CA 95355**
- 4.) **Mary Ann Sanders Elementary, 3101 Fine Ave, Modesto, CA 95355**
- 5.) **Orchard Elementary, 1800 Wisdom Drive, Modesto, CA 95355**
- 6.) **Sherwood Elementary, 819 E. Rumble Road, Modesto, CA 95350**
- 7.) **Standiford Elementary, 605 Tokay Ave, Modesto, CA 95350**
- 8.) **Stockard-Coffee Elementary, 3900 Northview Drive, Modesto, CA 95355**



- 9.) **Sylvan STEAM Academy, 2908 Coffee Road, Modesto, CA 95355**
- 10.) **Woodrow Elementary, 800 Woodrow Avenue, Modesto, CA 95350**
- 11.) **Savage Middle School, 1900 Maid Mariane Lane, Modesto, CA 95355**
- 12.) **Somerset Middle School, 1037 Floyd Ave, Modesto, CA 95350**
- 13.) **Ustach Middle School, 2701 Kodiak Drive, Modesto, CA 95355**

**CABLING:**

Fiber cable installation is to provide connection from buildings IDF connections to main MDF connection at each school site to provide 10 GBPS backbone network speed. Pricing must include all individual cabling components required for a viable solution: Cable, Conduit, J-Hooks, Straps, Raceways, etc.

Please refer to this information regarding fiber distance between multiple IDFs to the main MDF connection at each school to ensure proper optics are being recommended:

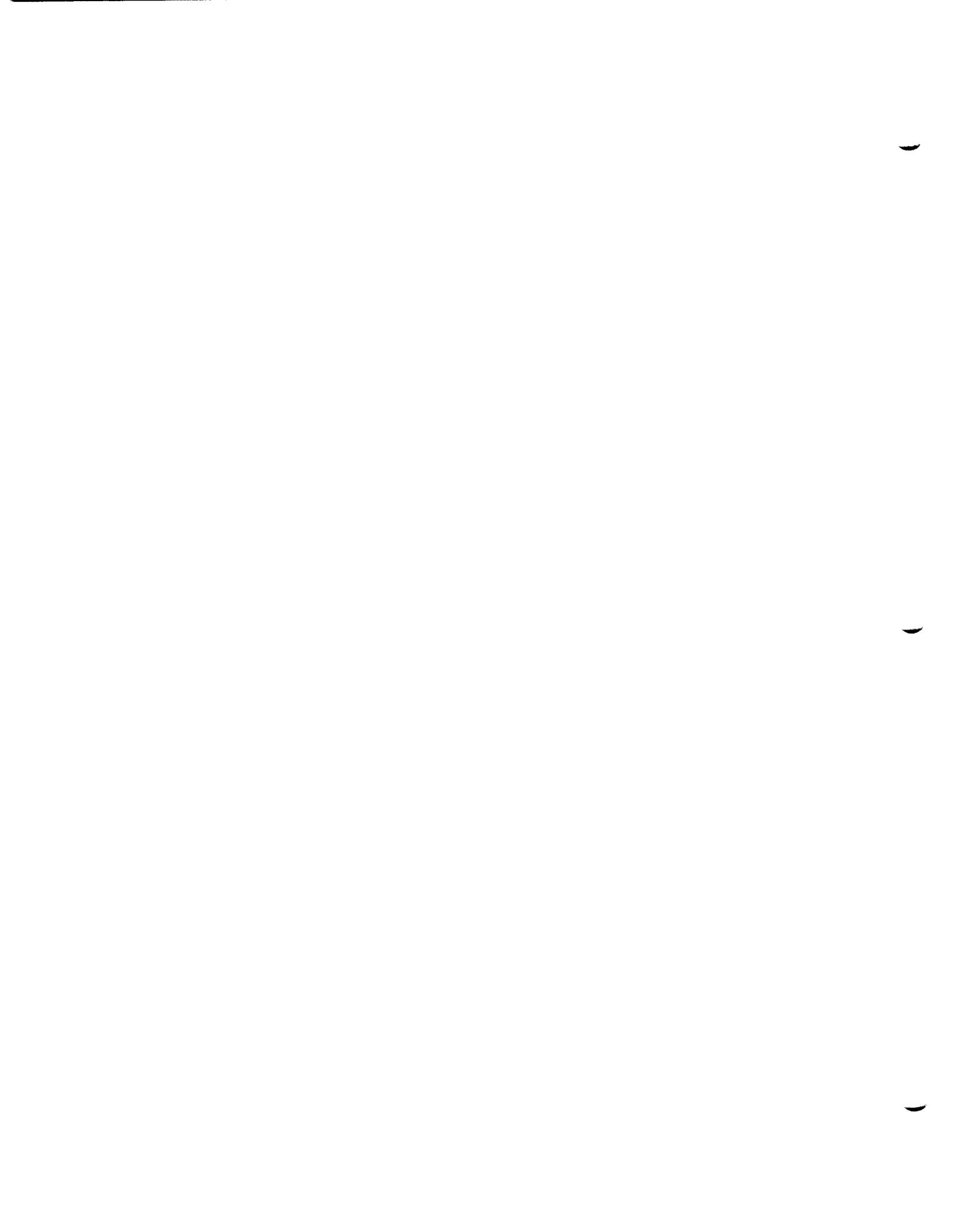
<b>School</b>	Fiber Distance IDFs to MDF (in feet)	UPS units (Priced separately from fiber)
CF Brown Elementary School	3,035	1
Crossroads Elementary School	2,130	1
Freedom Elementary School	2,390	1
Mary Ann Sanders Elementary School	1,495	1
Orchard Elementary School	2,000	1
Sherwood Elementary School	2,048	1
Standiford Elementary School	960	1
Stockard-Coffee Elementary School	1,230	1
Sylvan STEAM Academy	1,070	1
Woodrow Elementary School	1,440	1
Savage Middle School	3,440	1
Somerset Middle School	3,537	1
Ustach Middle School		1

Please see attached School Site Maps for more specific cabling needs (Attachment B – Pages 65-77)

**UPS Units:**

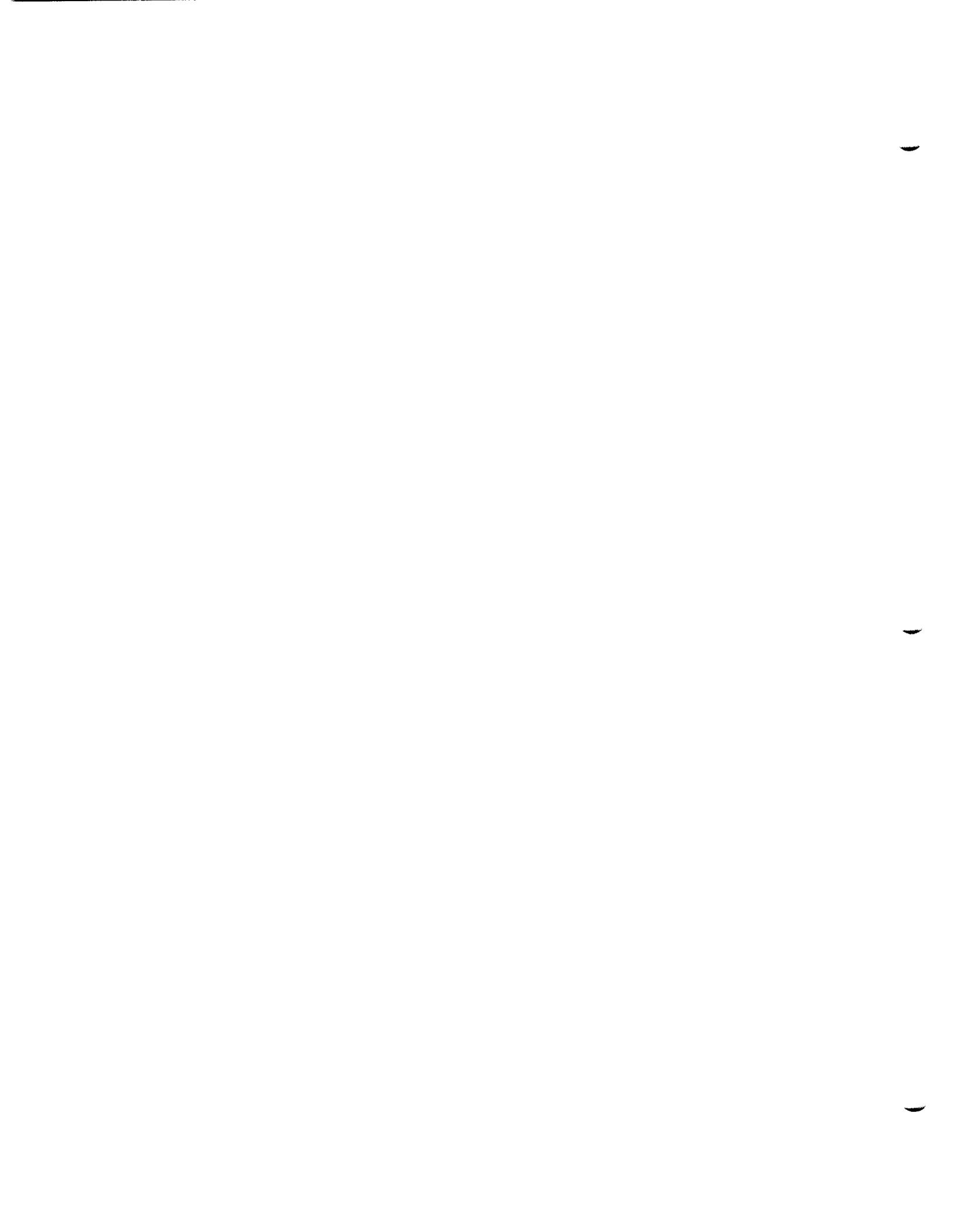
Manufacturer: APC SMTL1000RM2UC Model or equivalent

CLARIFICATION OF EQUIVALANCE –For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated



under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the response by the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time of bid response. Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty. The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

**End of Technical Specification**



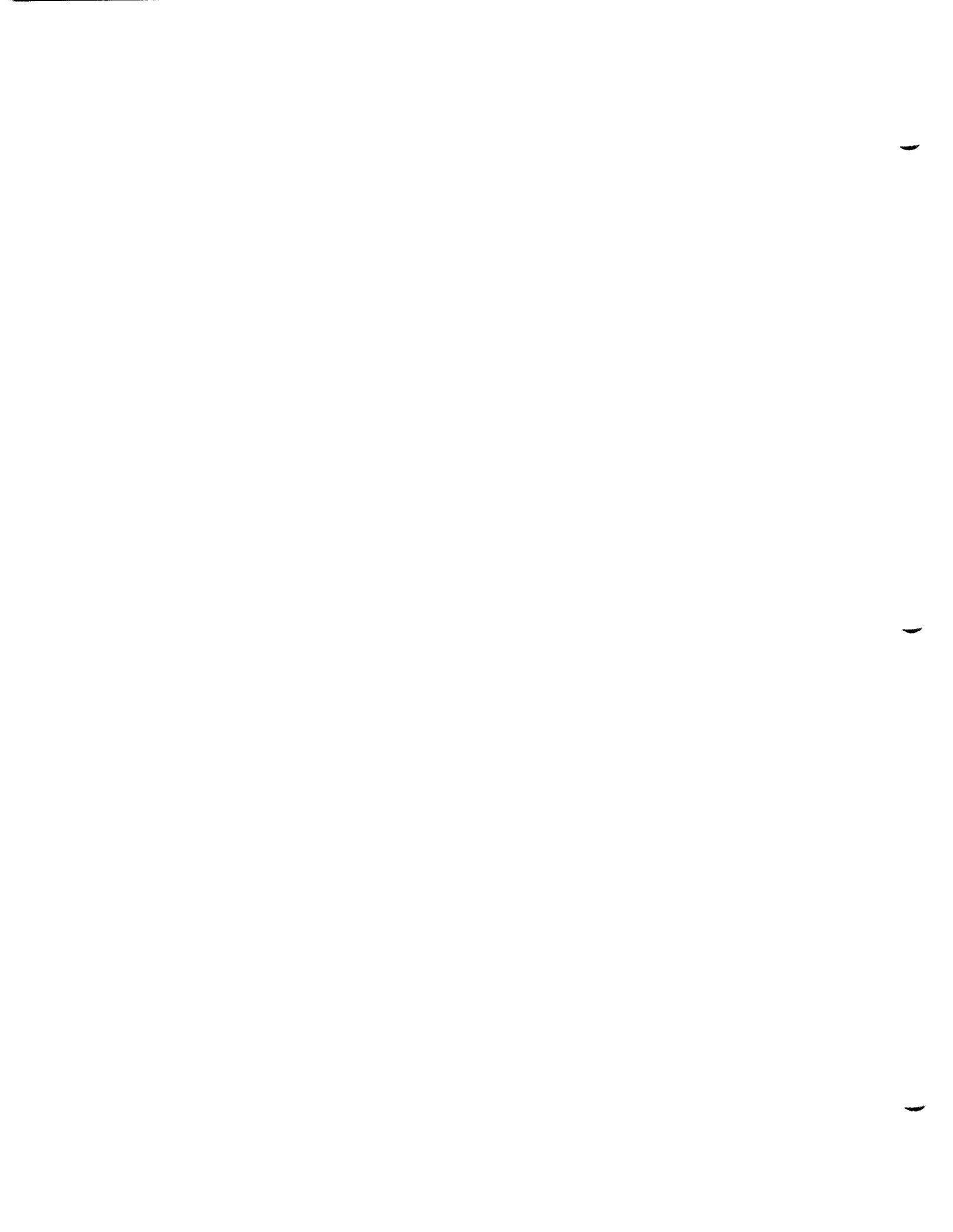
FIRM NAME: Telcion Communications  
ADDRESS: 140 W. MAIN  
TURLOCK CA 95380  
TELEPHONE: (209) 656-5740 FAX: ( ) N/A  
E-MAIL ADDRESS: d.rodrigues@telcion.com

## PROPOSAL FORM

FOR

### DISTRICT CABLING UPGRADE AND BACKUPS: INTERNAL CONNECTIONS E-RATE YEAR 2020

RFP NO. 2020/2021-01



**PROPOSAL FORM**

TO: Sylvan Union School District,

Acting by and through its Governing Board, herein call the "District":

- Pursuant to and in compliance with your Notice to Vendor's and the other documents relating thereto, the undersigned bidder, having familiarized himself with the terms of the contract, the local conditions affecting the performance of contract and the cost of the work at the place where the services are to de done and with the specifications and other contract documents, hereby proposes and agrees to perform, within the time stipulated, the contract, including all of its component parts, and everything required to be performed, and to provide and furnish any and all of the labor, materials, tools, expendable equipment, and all applicable taxes, utility and transportation services necessary to perform the contract and complete in a workmanlike manner all of the services required in connection with the following:

**DISTRICT CABLING UPGRADE AND BACKUPS:  
INTERNAL CONNECTION  
E-RATE YEAR 2020**

**RFP NO. 2020/2021-01**

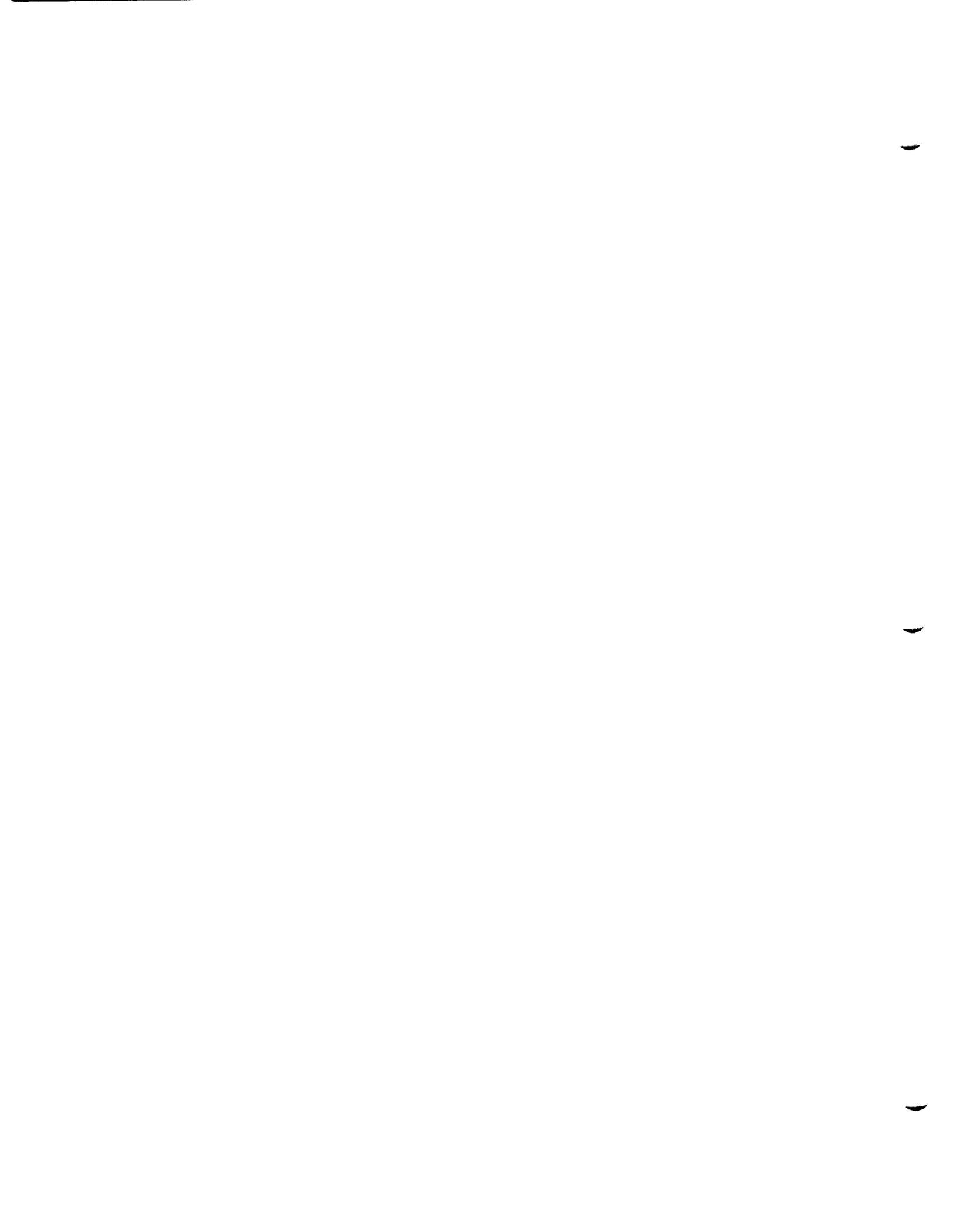
All in strict conformity with the specifications and other contract documents, the undersigned has thoroughly examined any and all addenda(s) issued during the proposal period and are thoroughly familiar with all contents thereof and acknowledges receipt of the following addenda[s]:

Addendum No. <u>  1  </u>	Date Received <u>  2/24  </u>
Addendum No. <u>      </u>	Date Received <u>      </u>
Addendum No. <u>      </u>	Date Received <u>      </u>

Bidder to list all addenda[s] (if any) on file at the office of the Business Department of said District.

**For the lump sum of:**

Two hundred and twenty five thousand and three and <sup>03</sup>/<sub>100</sub>  
 (in words) (\$ 225,003.03 )



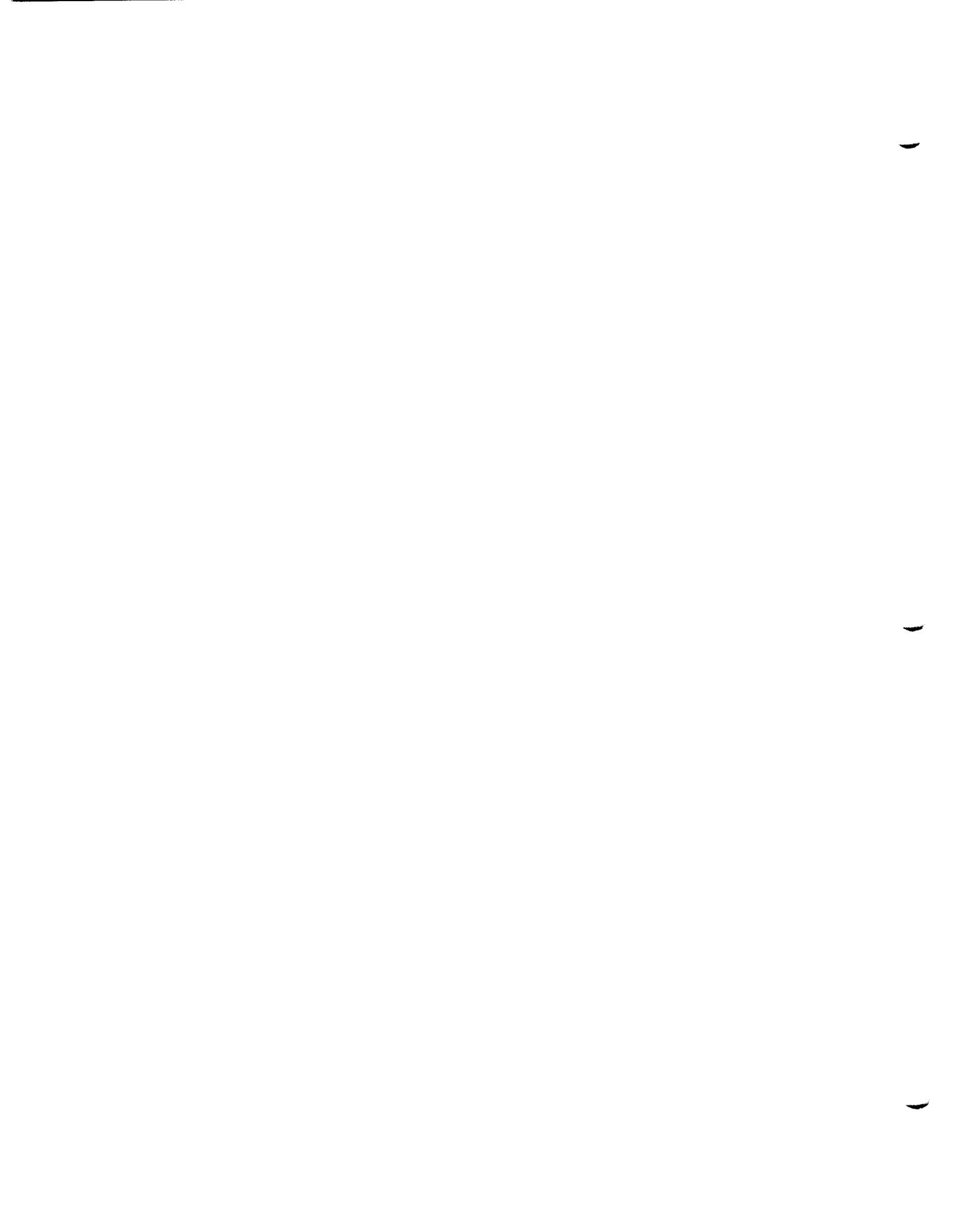
**Schedule of Hardware/Software/Equipment:**

School Site	Description	Price	Quantity	Total	Eligible Y or N
	Add additional lines as needed				
				Total Hardware/Software Eligible (including tax and shipping)	\$
				Total Hardware/Software Ineligible (including tax and shipping)	\$
	Total Labor				\$

\*Prices must include applicable taxes, fees and licenses.

See attached Telcion Quote broken down by site  
AND UPS backups in separate section.

Our understanding of e-rate rules, all product, cabling  
AND installation is Eligible.





Prepared for Sylvan Union School District

## 2020-3 Sylvan USD - E-Rate Cabling Upgrade and Backups

Quote#TCG006284 v1

PREPARED FOR

Carol Smith  
csmith@sylvan.k12.ca.us  
(209) 574-5000

PREPARED BY

Darren Rodrigues  
drodrigues@telcion.com  
209 656 5740





www.telcion.com - (209) 632-5700

## C.F Brown-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
--------	-------------	-----	------------	------------

Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (7) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (7) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (7) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room 50  
 2. MDF to room in POD 10 between 14 and 12.  
 3. MDF to room 25  
 4. MDF to room 54  
 5. MDF to Multi-purpose room  
 6. MDF to Instruc. Materials  
 7. MDF to in POD 40 next to room 44  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	70	\$160.00	\$11,200.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	42	\$30.69	\$1,288.98
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	170	\$13.33	\$2,266.10
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	14	\$76.97	\$1,077.58
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	7	\$159.56	\$1,116.92
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	14	\$7.44	\$104.16
				Subtotal:	<b>\$18,803.07</b>



www.telcion.com - (209) 632-5700

## Sherwood-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
--------	-------------	-----	------------	------------

Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (8) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (8) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (8) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room 1  
 2. MDF to room 21  
 3. MDF to Staff room  
 4. MDF to Library Media Center  
 5. MDF to room next to Kitchen  
 6. MDF to room between 45 and 41  
 7. MDF to room between 55 and 51  
 8. MDF to room between 34 and 30  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

s-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	74	\$160.00	\$11,840.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	32	\$30.69	\$982.08
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	200	\$13.33	\$2,666.00
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	16	\$76.97	\$1,231.52
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	8	\$159.56	\$1,276.48
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	16	\$7.44	\$119.04

Subtotal: **\$19,864.45**



www.telcion.com - (209) 632-5700

## Somerset-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
	Provide and install (1) FRME4 fiber LIU at MDF. Provide and install (10) 12 strand SM Bulkheads for MDF LIU. Provide and install (10) 3mtr LC-LC SM fiber patch cords at MDF. Provide and install (10) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout. 1. MDF to Boys locker room 2. MDF to GYM 3. MDF to room 86 4. MDF to Food services 5. MDF to room G 6. MDF to Men's restroom? 7. MDF to room 35 8. MDF to room Main Office 9. MDF to room 54 10. MDF to room between 60 and 62 Provide and install (1) 1u Fiber LIU at each IDF. Provide and install (1) 12 strand SM Bulkhead at each IDF. Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF. * As-builds, certified test results and 25 year warranty will be provided. * Terminate, test, label and certify using customer provided specifications.			
1	MISC <b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001 <b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	95	\$160.00	\$15,200.00
3	TCG-Copper-001 <b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E <b>Adventum Riser Cable, OS2, 12-Fiber, Black</b> -BK-BER-CUTREEL	45	\$30.69	\$1,381.05
5	FLCSSCBUY <b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	240	\$13.33	\$3,199.20
6	FAP6WBUDLCZ <b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	20	\$76.97	\$1,539.40
7	FRME1U <b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	10	\$159.56	\$1,595.60
8	FRME4 <b>Panduit OPTICOM Rack Mount Fiber Enclosure Rack</b> Shelf - 4U Rack Height - Black	1	\$250.01	\$250.01
9	LCLCDUPSM-3M <b>DUPLEX SM LC/LC 3M</b>	20	\$7.44	\$148.80



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## Somerset-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
			Subtotal:	\$24,844.06



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## Standiford-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME2 fiber LIU at MDF.  
 Provide and install (5) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (5) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (5) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to Kitchen  
 2. MDF to PTA  
 3. MDF to Library  
 4. MDF to room 30  
 5. MDF to room 41  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	56	\$160.00	\$8,960.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	14	\$30.69	\$429.66
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> <b>- 1 x LC Male - Blue</b>	130	\$13.33	\$1,732.90
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> <b>6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x</b>	10	\$76.97	\$769.70
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> <b>1U Rack Height - Black</b>	5	\$159.56	\$797.80
8	FRME2	<b>Panduit OPTICOM Fiber Enclosure Rack Cabinet - 2U</b> <b>Rack Height - Black</b> RACK MOUNT ENCLOSURES	1	\$198.63	\$198.63
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	10	\$7.44	\$74.40
				Subtotal:	<b>\$14,493.09</b>



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## Stockard-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME1U fiber LIU at MDF.  
 Provide and install (3) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (3) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (3) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to Multi-purpose room  
 2. MDF to room 21  
 3. MDF to room 31  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	46	\$160.00	\$7,360.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	16	\$30.69	\$491.04
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	72	\$13.33	\$959.76
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	6	\$76.97	\$461.82
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	4	\$159.56	\$638.24
8	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	6	\$7.44	\$44.64
				Subtotal:	<b>\$11,485.50</b>



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## Sylvan-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME2 fiber LIU at MDF.  
 Provide and install (4) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (4) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (4) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room K-2  
 2. MDF to room 20A  
 3. MDF to BGC 51  
 4. MDF to Library  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	50	\$160.00	\$8,000.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	15	\$30.69	\$460.35
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> <b>- 1 x LC Male - Blue</b>	100	\$13.33	\$1,333.00
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> <b>6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x</b>	8	\$76.97	\$615.76
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> <b>1U Rack Height - Black</b>	1	\$159.56	\$159.56
8	FRME2	<b>Panduit OPTICOM Fiber Enclosure Rack Cabinet - 2U</b> <b>Rack Height - Black</b> RACK MOUNT ENCLOSURES	5	\$198.63	\$993.15
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	8	\$7.44	\$59.52
				Subtotal:	<b>\$13,151.34</b>

## Woodrow-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (7) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (7) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (7) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room 20  
 2. MDF to room 35  
 3. MDF to Work room  
 4. MDF to Library  
 5. MDF to Multi-purpose  
 6. MDF to District storage  
 7. MDF to room K/AM  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	70	\$160.00	\$11,200.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	21	\$30.69	\$644.49
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	170	\$13.33	\$2,266.10
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	14	\$76.97	\$1,077.58
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	7	\$159.56	\$1,116.92
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	14	\$7.44	\$104.16
				<b>Subtotal:</b>	<b>\$18,158.58</b>



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## Orchard-installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (6) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (6) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (6) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room 27  
 2. MDF to Boys restroom  
 3. MDF to Girls restroom  
 4. MDF to Kindergarten area  
 5. MDF to room next to Kitchen  
 6. MDF to room Girls restroom  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	62	\$160.00	\$9,920.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	26	\$30.69	\$797.94
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> <b>- 1 x LC Male - Blue</b>	150	\$13.33	\$1,999.50
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> <b>6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x</b>	12	\$76.97	\$923.64
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> <b>1U Rack Height - Black</b>	6	\$159.56	\$957.36
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	12	\$7.44	\$89.28
				Subtotal:	<b>\$16,437.05</b>



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## Freedom-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
	Provide and install (1) FRME3 fiber LIU at MDF.			
	Provide and install (8) 12 strand SM Bulkheads for MDF LIU.			
	Provide and install (8) 3mtr LC-LC SM fiber patch cords at MDF.			
	Provide and install (8) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.			
	1. MDF to room 26			
	2. MDF to room 36			
	3. MDF to room 72			
	4. MDF to room 63			
	5. MDF to room 45			
	6. MDF to Nurse office			
	7. MDF to room 11			
	8. MDF to MPR			
	Provide and install (1) 1u Fiber LIU at each IDF.			
	Provide and install (1) 12 strand SM Bulkhead at each IDF.			
	Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.			

As-built, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	80	\$160.00	\$12,800.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	32	\$30.69	\$982.08
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> <b>- 1 x LC Male - Blue</b>	200	\$13.33	\$2,666.00
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> <b>6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x</b>	16	\$76.97	\$1,231.52
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> <b>1U Rack Height - Black</b>	8	\$159.56	\$1,276.48
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33



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## Freedom-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
9	LCLCDUPSM-3M <b>DUPLEX SM LC/LC 3M</b>	16	\$7.44	\$119.04
			Subtotal:	<b>\$20,824.45</b>



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## Daniel Savage-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (7) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (7) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (7) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to H bldg.  
 2. MDF to F bldg.  
 3. MDF to B bldg.  
 4. MDF to D bldg.  
 5. MDF to E bldg.  
 6. MDF to G bldg.  
 7. MDF to J bldg.  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	70	\$160.00	\$11,200.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	41	\$30.69	\$1,258.29
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	170	\$13.33	\$2,266.10
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	14	\$76.97	\$1,077.58
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	7	\$159.56	\$1,116.92
8	FRME3	<b>FIBER ENCLOSURE 3RU</b>	1	\$219.33	\$219.33



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## Daniel Savage-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
9	LCLCDUPSM-3M DUPLEX SM LC/LC 3M	14	\$7.44	\$104.16
			Subtotal:	<b>\$18,772.38</b>

## Mary Ann-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME3 fiber LIU at MDF.  
 Provide and install (4) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (4) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (4) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room D  
 2. MDF to room E  
 3. MDF to room C  
 4. MDF to room 21  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	42	\$160.00	\$6,720.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	20	\$30.69	\$613.80
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	72	\$13.33	\$959.76
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	8	\$76.97	\$615.76
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	4	\$159.56	\$638.24
8	FRME2	<b>Panduit OPTICOM Fiber Enclosure Rack Cabinet - 2U</b> Rack Height - Black RACK MOUNT ENCLOSURES	1	\$198.63	\$198.63



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## Mary Ann-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
9	LCLGDUPSM-3M <b>DUPLEX SM LC/LC 3M</b>	8	\$7.44	\$59.52
			Subtotal:	<b>\$11,335.71</b>

## Crossroads-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
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Provide and install (1) FRME2 fiber LIU at MDF.  
 Provide and install (5) 12 strand SM Bulkheads for MDF LIU.  
 Provide and install (5) 3mtr LC-LC SM fiber patch cords at MDF.  
 Provide and install (5) 12 strand Single Mode indoor/outdoor fiber runs as per customer provided layout.  
 1. MDF to room 61  
 2. MDF to room 30's  
 3. MDF to room 40's  
 4. MDF to room 50's  
 5. MDF to room 20's  
 Provide and install (1) 1u Fiber LIU at each IDF.  
 Provide and install (1) 12 strand SM Bulkhead at each IDF.  
 Provide and install (1) 3mtr LC-LC SM fiber patch cord at each IDF.

As-builds, certified test results and 25 year warranty will be provided.  
 Terminate, test, label and certify using customer provided specifications.

1	MISC	<b>Miscellaneous</b> Miscellaneous	1	\$250.00	\$250.00
2	TCG-Copper-001	<b>Rough-in, Dress, Terminations, Test , Admin</b> Copper Cabling Labor Standard Rate	54	\$160.00	\$8,640.00
3	TCG-Copper-001	<b>Removal of Old Cables</b> Copper Cabling Labor Standard Rate	8	\$160.00	\$1,280.00
4	S-RO-12-CL-A4E -BK-BER- CUTREEL	<b>Adventum Riser Cable, OS2, 12-Fiber, Black</b>	28	\$30.69	\$859.32
5	FLCSSCBUY	<b>Panduit OptiCam Simplex Network Connector - 1 Pack</b> - 1 x LC Male - Blue	120	\$13.33	\$1,599.60
6	FAP6WBUDLCZ	<b>Panduit Duplex Singlemode Fiber Optic Patch Panel -</b> 6 x LC - 6 Port(s) - 6 x RJ-11 - 6 x	10	\$76.97	\$769.70
7	FRME1U	<b>Panduit Opticom Rack Mount Enclosure Rack Frame -</b> 1U Rack Height - Black	5	\$159.56	\$797.80
8	FRME2	<b>Panduit OPTICOM Fiber Enclosure Rack Cabinet - 2U</b> Rack Height - Black RACK MOUNT ENCLOSURES	1	\$198.63	\$198.63
9	LCLCDUPSM-3M	<b>DUPLEX SM LC/LC 3M</b>	10	\$7.44	\$74.40



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## Crossroads-Installation

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
			Subtotal:	<b>\$14,469.45</b>

UPS Backups

LINE #	DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
1	SMTL1000RM2U C APC by Schneider Electric Smart-UPS Li-Ion, Short Depth 1000VA, 120V With SmartConnect - 2U Rack- mountable - 3 Hour Recharge - 120 V AC Input - 120 V AC Output - 6 x NEMA 5-15R	13	\$1,233.98	\$16,041.74
			Subtotal:	\$16,041.74



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## 2020-3 Sylvan USD - E-Rate Cabling Upgrade and Backups



**Prepared by:**

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**Quote Information:**

**TCG006284**  
 Version: 1  
 Quoted Date: 03/18/2020  
 Expiration Date: 04/02/2020

### Quote Summary

DESCRIPTION	AMOUNT
C.F Brown-Installation	\$18,803.07
Sherwood-Installation	\$19,864.45
Somerset-Installation	\$24,844.06
Standiford-Installation	\$14,493.09
Stockard-Installation	\$11,485.50
Sylvan-Installation	\$13,151.34
Woodrow-Installation	\$18,158.58
Orchard-installation	\$16,437.05
Freedom-Installation	\$20,824.45
Daniel Savage-Installation	\$18,772.38
Mary Ann-Installation	\$11,335.71
Crossroads-Installation	\$14,469.45
UPS Backups	\$16,041.74
	<b>Subtotal: \$218,680.87</b>
	<b>Estimated Tax: \$6,322.16</b>
	<b>Total: \$225,003.03</b>

C-7 Contractors License Number: 909973

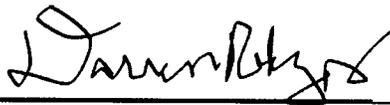
Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.



www.telcion.com - (209) 632-5700

Telcion

Sylvan Union School District

Signature: 

Name: Darren Rodrigues

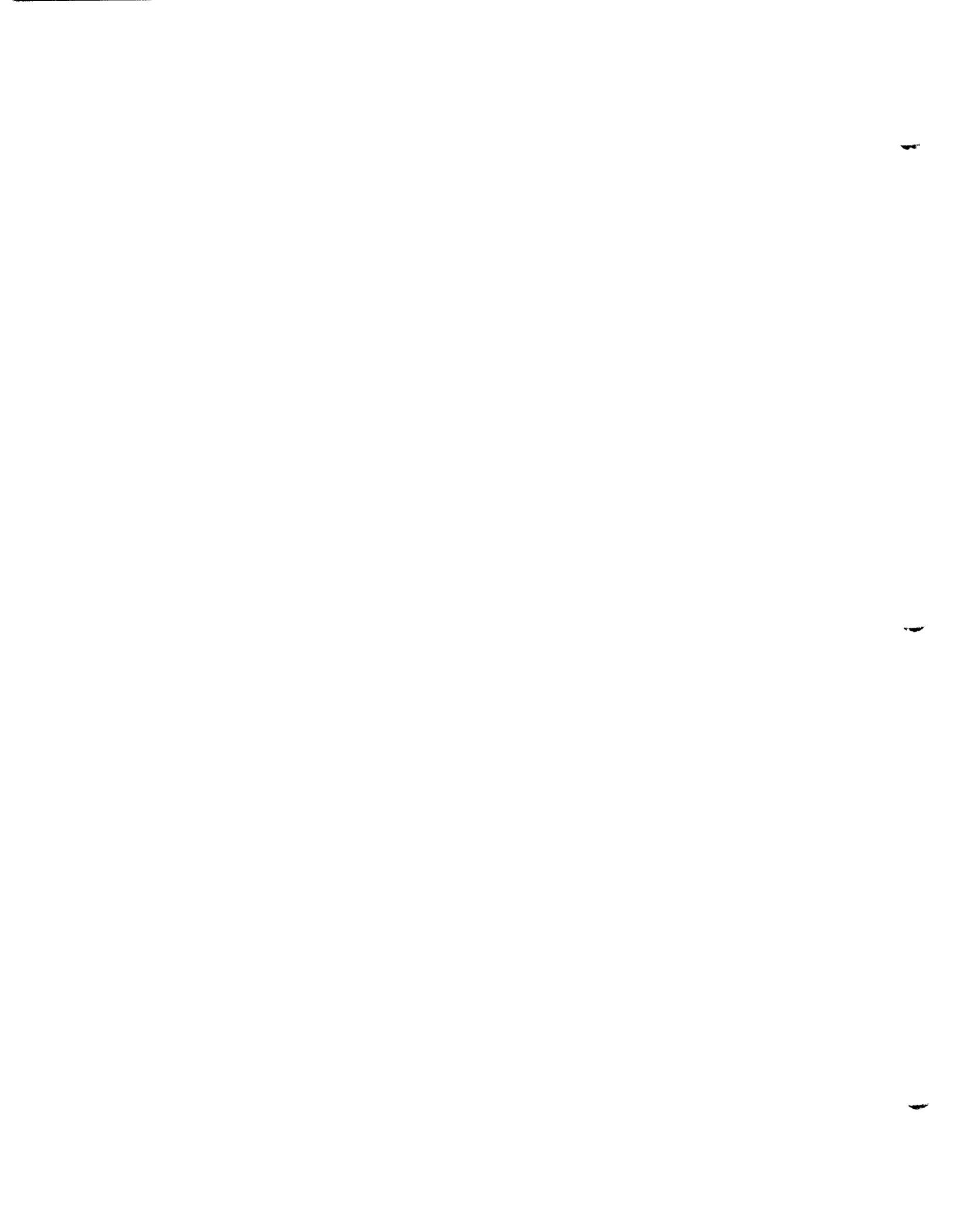
Title: SLED Account Manager

Date: 03/18/2020

Signature: \_\_\_\_\_

Name: Carol Smith

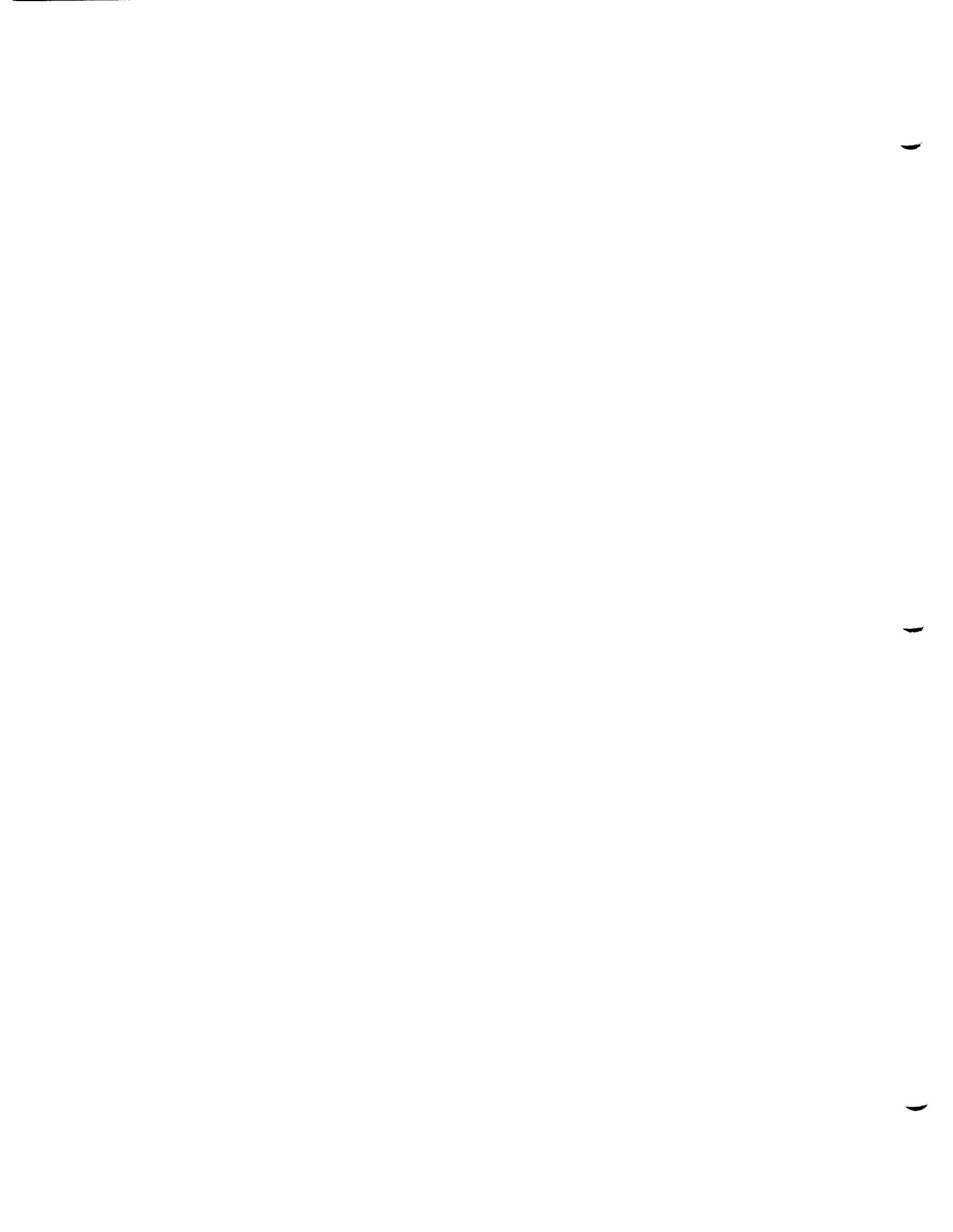
Date: \_\_\_\_\_



1. Signature of Bidder further confirms that the bidder is binding specified product with no exceptions.
2. It is understood that the District reserves the right to reject this proposal and that this proposal shall remain open and not be withdrawn for the period specified in the Notice to Vendor's - Request for Proposal.
3. Each individual proposal term shall be determined from the specifications, and all other portions of the proposal documents, and shall include all items necessary to complete the services, including the assumption of all obligations, duties, and responsibilities necessary for the successful completion of the contract and the furnishing of all materials and equipment required to be incorporated in and form a permanent part of the service: complete system consisting of software, hardware (Vendor required to supply minimum specifications on hardware), installation, data conversion, software customization, training, maintenance and software support, including standard District, State & Federal reports; and bonds and insurances; all as per the requirements of the proposal documents, whether or nor expressly listed or designated.
4. In submitting this proposal, the Vendor acknowledges that the General Terms and Conditions for the DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections are an integral part of the contract documents and that the General Terms and Conditions have been read, understood and accepted by bidder. The bidder understands and agrees not to disclaim knowledge of the meaning and effect of any term or provision of the General Conditions and agrees to strictly abide by their meaning and intent.
5. The required Bid Bond is hereto attached.
6. The required Non-Collusion Affidavit is hereto attached
7. The required Vendor's Certificate Regarding Workers' Compensation is hereto attached.
8. It is understood and agreed that if written notice of intent to award this proposal is mailed, telegraphed, or delivered to the undersigned after the evaluation of proposals within the time this proposal is required to remain open, or at any time thereafter before the proposal is withdrawn, the undersigned will execute and deliver to the District a contract in accordance with the documents as accepted, and that he will also furnish and deliver to the District the Performance and Payment Bond as specified, all within Five (5) days after receipt of notification of award, and that the work under the contract shall be commenced by the undersigned bidder, if awarded the contract, on the date to be stated in the District's notice to the Vendor to proceed, and shall be completed by the Vendor in the time specified in the contract documents.
9. All notices or other correspondence should be addressed to the undersigned at the address stated below.

140 W. MAIN

TURLOCK CA 95380



10. The names of all persons interested in the foregoing proposal as principals are as follows:

Darren Roodines

Todd Smith

(IMPORTANT NOTICE: If Vendor or other interested person is a **corporation**, state legal name of corporation, also names of the president, secretary treasurer, and manager thereof; if a **co-partnership**, state true name of firm, also names of all individual co-partners composing firm; if Vendor or other interested person is an **individual**, state first and last names in full).

11. If the Vendor is a corporation, the undersigned hereby represents and warrants that the corporation is duly incorporated and is in good standing in the State of CA and that whose title is Secretary and whose title is \_\_\_\_\_ is/are authorized to act for and bind the corporation.

12. The undersigned bidder shall be licensed and shall provide the following information:

Bidder's California Contractor's

License Number:

909973

License Expiration date:

2/29/2022

Name on License:

Telion Communications Group

Type of License:

C-7

13. It is understood and agreed that if requested by the District, the Vendor shall furnish a notarized financial statement, references, and other information sufficiently comprehensive to permit an appraisal of its current financial condition.

14. Service Provider Identification Number (SPIN) 143026155

Federal Registration Number (FCC-FRN) 0020641627



I, the below-indicated bidder, declare under penalty of perjury under the laws of the State of California, that the information provided and representations made in the proposal are true and correct.

Telcion Communications

Name of Bidder Firm- please print

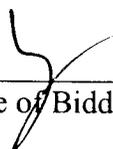
DARREN RODRIGUES

Proper Name of Bidder - please print

140 W. MAIN, TURLOCK CA 95380

Address

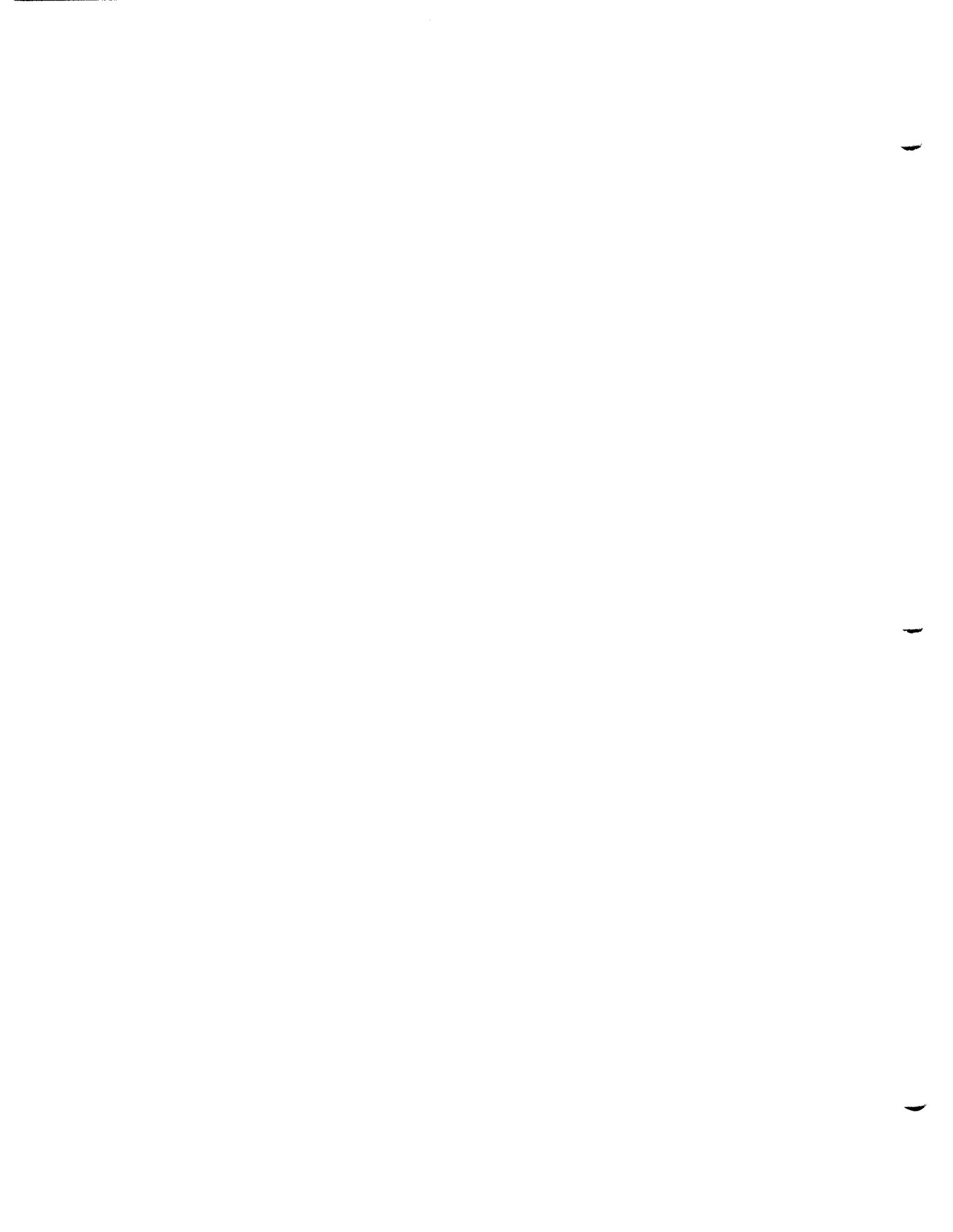
By:

  
Signature of Bidder

Date:

3/20/20

(Corporate Seal)



## BID BOND

**KNOW ALL MEN BY THESE PRESENT** that we, the undersigned, (hereafter called "Principal"), and Platte River Insurance Company (hereinafter called "Surety"), are hereby held and firmly bound unto the Sylvan Union School District (hereafter called "Owner"), in the sum of Ten Percent of Total Amount Bid (\$ 10% of Total Amount Bid ) which will and truly to be made, we hereby jointly and severally bind ourselves, successors, and assigns.

SIGNED this 18th day of March, 2020.

The condition of the above obligation is such that whereas the Principle has submitted to the Owner a certain Bid, attached hereto and hereby made a part hereof, to enter into a contract in writing for the construction of **DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections, RFP NO. 2020/2021-01.**

### **NOW, THEREFORE,**

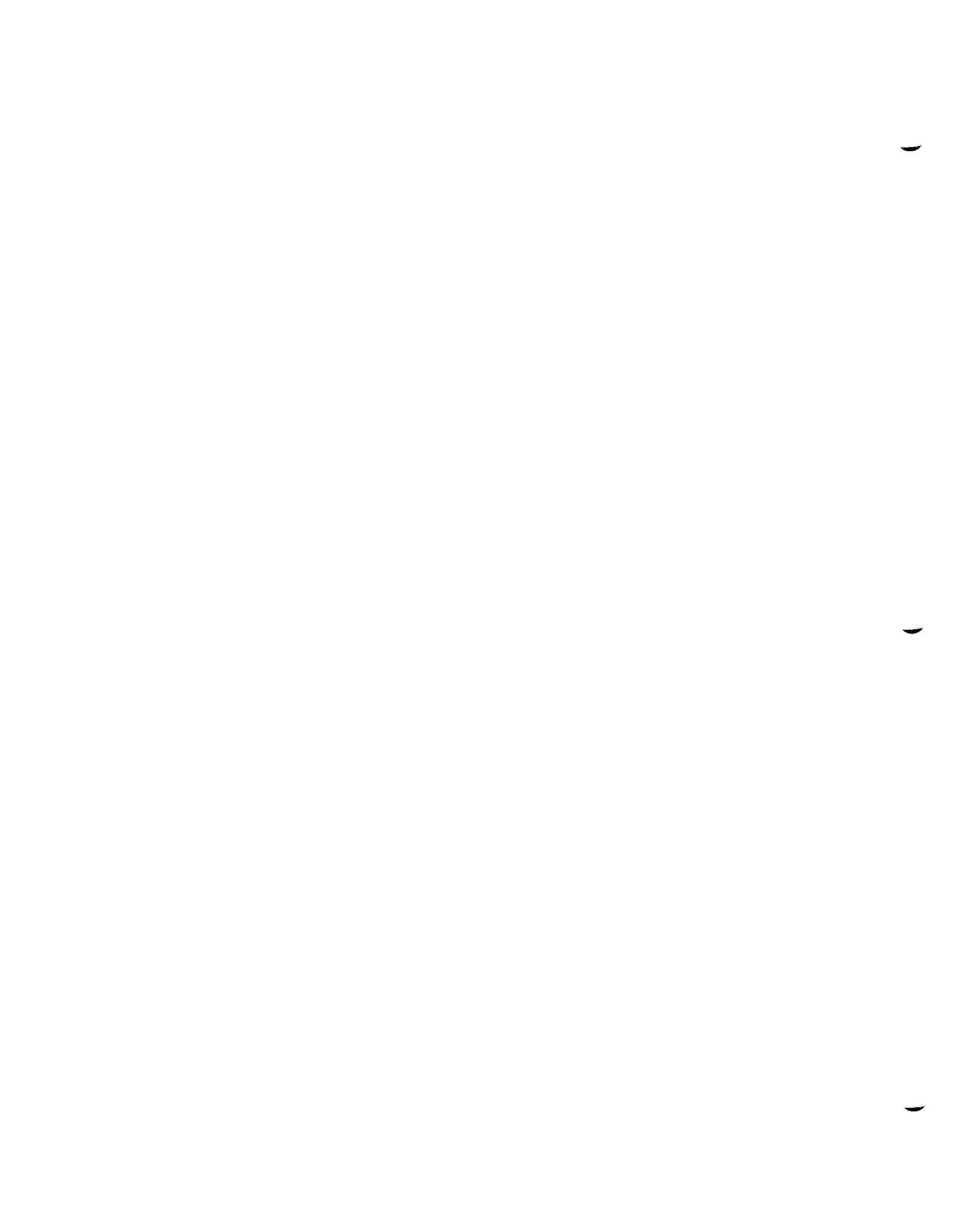
- a. If said Bid is rejected, or
- b. If said Bid is accepted and the Principal executes and delivers a contract or the attached Agreement form within **five (5) days** after acceptance (properly completed in accordance with said Bid), and furnished bonds for his faithful performance of said Contract and for payment of all persons performing labor or furnished materials in connection therewith,

Then this obligation shall be void; otherwise, the same shall remain in force and effect.

Surety, for value received, hereby stipulates and agrees that no change, extension of time, alteration, or addition to the terms of the contract, or the call for bids, or the work to be performed hereunder, or the specifications accompanying the same, shall in anyway affect its obligation under this bond, and it does hereby waive notice of any such change, extension of time, alternation, or addition to the terms of said contract, or the call for bids, or the work, or to the specifications.

In the event suit is brought upon this bond by the OWNER and judgment is recovered, the Surety shall pay all costs incurred by the OWNER in such suit, including without limitation, attorney's fees to be fixed by the court.

**IN WITNESS WHEREOF,** Principal and Surety have hereunto set their hands and seals, and such of them as are corporations have caused their corporate seals to be hereto affixed and these presents to be signed by their proper officers, on the day and year first set forth above.



PRINCIPAL: Telcion Communications Group

ATTEST: (if individual, two witnesses are required)

By: \_\_\_\_\_

By: [Signature]

Title: \_\_\_\_\_

Title: Secretary

ATTEST: (if corporation)

By: [Signature]

Title: Secretary

(Corporate Seal)

SURETY: Platte River Insurance Company

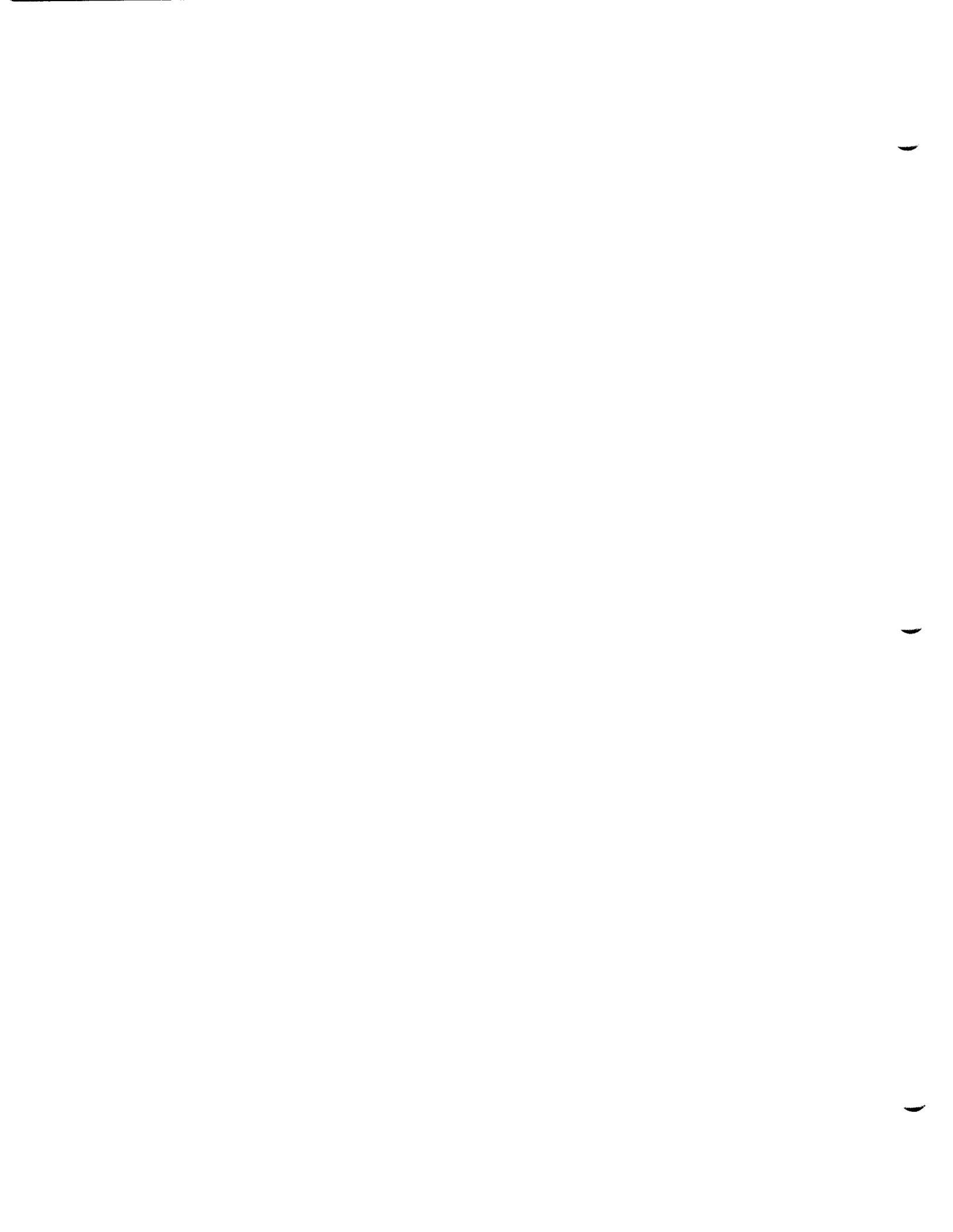
ATTEST: (if individual, two witnesses are required)

By: [Signature]

By: [Signature]

Title: Jenna Beavers, Agent  
(Corporate Seal)

Title: Ryan Tash, Attorney-In-Fact



**IMPORTANT:      THIS IS A REQUIRED FORM.**

Surety companies executing bonds must possess a certificate of authority from the California Insurance Commissioner authorizing them to write surety insurance defined in California Insurance Code Section 105, and if the work or project is financed, in whole or in part, with federal, grant, or loan funds, it must also appear on the Treasury Department's most current list (Circular 570 as amended).

Any claims under this bond may be addressed to:

**(Name and Address of Surety)**

Platte River Insurance Company

---

P.O. Box 5900

---

Madison, WI 53705 - 0900

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**(Name and Address of agent or representative for service of process in California if different from above)**

Surety Solutions Insurance Services, Inc.

---

3225 Monier Circle, Ste. 100

---

Rancho Cordova, CA 95742

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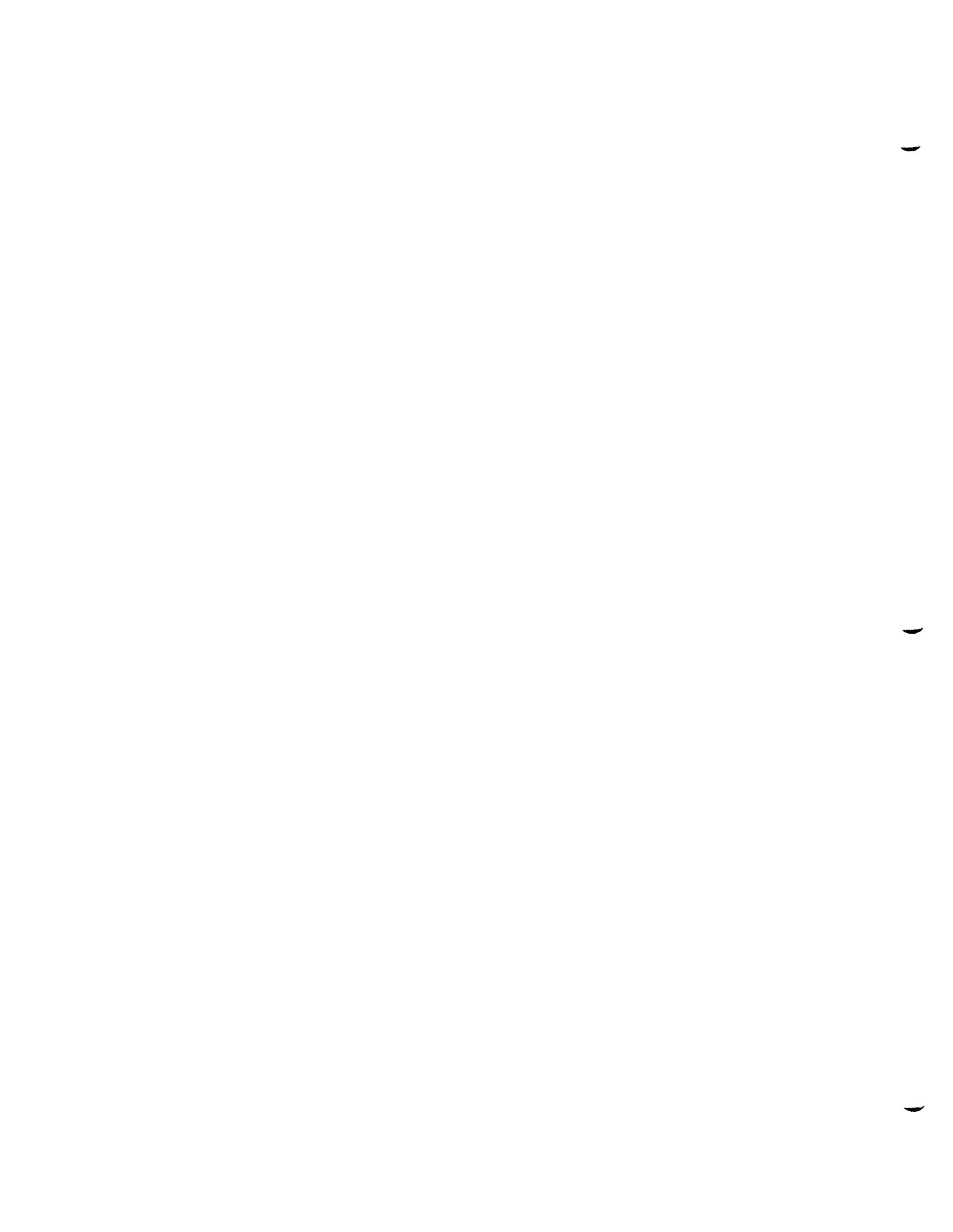
**(Telephone Number of Surety and agent/representative for service of process in California).**

Surety Solutions Insurance Services, Inc. - Attention: Ryan Lash

---

(916) 737-5723

---



# ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California  
County of Sacramento

On 3/18/20 before me, Katherine DuPont, Notary Public  
(insert name and title of the officer)

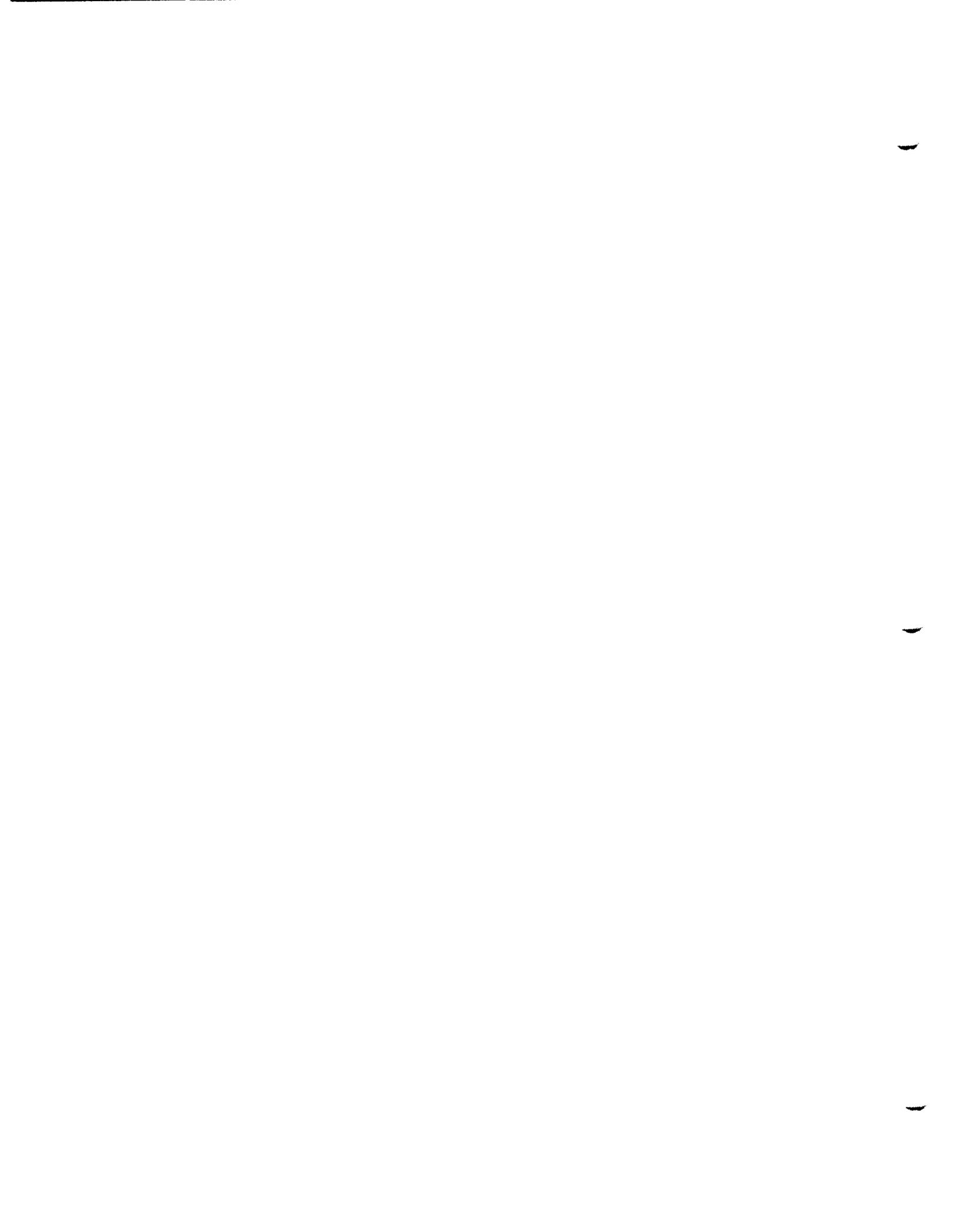
personally appeared Ryan Tash  
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature Katherine DuPont (Seal)





**PLATTE RIVER INSURANCE COMPANY  
POWER OF ATTORNEY**

41430881

**KNOW ALL MEN BY THESE PRESENTS.** That the **PLATTE RIVER INSURANCE COMPANY**, a corporation of the State of Nebraska, having its principal offices in the City of Middleton, Wisconsin, does make, constitute and appoint

-----**JOHN T. PAGE; RYAN TASH; SUSAN FOURNIER; STEPHANIE RAQUEL ARREOLA; MICHAEL BORG**-----

its true and lawful Attorney(s)-in-fact, to make, execute, seal and deliver for and on its behalf, as surety, and as its act and deed, any and all bonds, undertakings and contracts of suretyship, provided that no bond or undertaking or contract of suretyship executed under this authority shall exceed in amount the sum of

-----**WRITTEN INSTRUMENTS IN AN AMOUNT NOT TO EXCEED: \$20,000,000.00**-----

This Power of Attorney is granted and is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of **PLATTE RIVER INSURANCE COMPANY** at a meeting duly called and held on the 8th day of January, 2002.

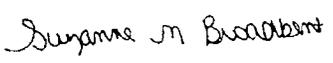
**"RESOLVED**, that the President, Executive Vice President, Vice President, Secretary or Treasurer, acting individually or otherwise, be and they hereby are granted the power and authorization to appoint by a Power of Attorney for the purposes only of executing and attesting bonds and undertakings, and other writings obligatory in the nature thereof, one or more resident vice-presidents, assistant secretaries and attorney(s)-in-fact, each appointee to have the powers and duties usual to such offices to the business of this company; the signature of such officers and seal of the Company may be affixed to any such power of attorney or to any certificate relating thereto by facsimile, and any such power of attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company, and any such power so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking or other writing obligatory in the nature thereof to which it is attached. Any such appointment may be revoked, for cause, or without cause, by any of said officers, at any time."

In connection with obligations in favor of the Florida Department of Transportation only, it is agreed that the power and authority hereby given to the Attorney-in-Fact includes any and all consents for the release of retained percentages and/or final estimates on engineering and construction contracts required by the State of Florida Department of Transportation. It is fully understood that consenting to the State of Florida Department of Transportation making payment of the final estimate to the Contractor and/or its assignee, shall not relieve this surety company of any of its obligations under its bond.

In connection with obligations in favor of the Kentucky Department of Highways only, it is agreed that the power and authority hereby given to the Attorney-in-Fact cannot be modified or revoked unless prior written personal notice of such intent has been given to the Commissioner - Department of Highways of the Commonwealth of Kentucky at least thirty (30) days prior to the modification or revocation.

**IN WITNESS WHEREOF**, the **PLATTE RIVER INSURANCE COMPANY** has caused these presents to be signed by its officer undersigned and its corporate seal to be hereto affixed duly attested, this 3rd day of May, 2017.

Attest:   
John E. Rzepinski  
Vice President, Treasurer & CFO

  
Suzanne M. Broadbent  
Assistant Secretary

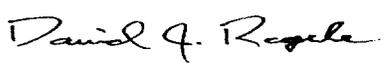


**PLATTE RIVER INSURANCE COMPANY**  
  
Stephen J. Sills  
CEO & President

STATE OF WISCONSIN } S.S.  
COUNTY OF DANE }

On the 3<sup>rd</sup> day of May, 2017 before me personally came Stephen J. Sills, to me known, who being by me duly sworn, did depose and say: that he resides in the County of New York, State of New York; that he is President of **PLATTE RIVER INSURANCE COMPANY**, the corporation described in and which executed the above instrument; that he knows the seal of the said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation and that he signed his name thereto by like order.



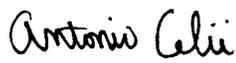
  
David J. Regele  
Notary Public, Dane Co., WI  
My Commission Is Permanent

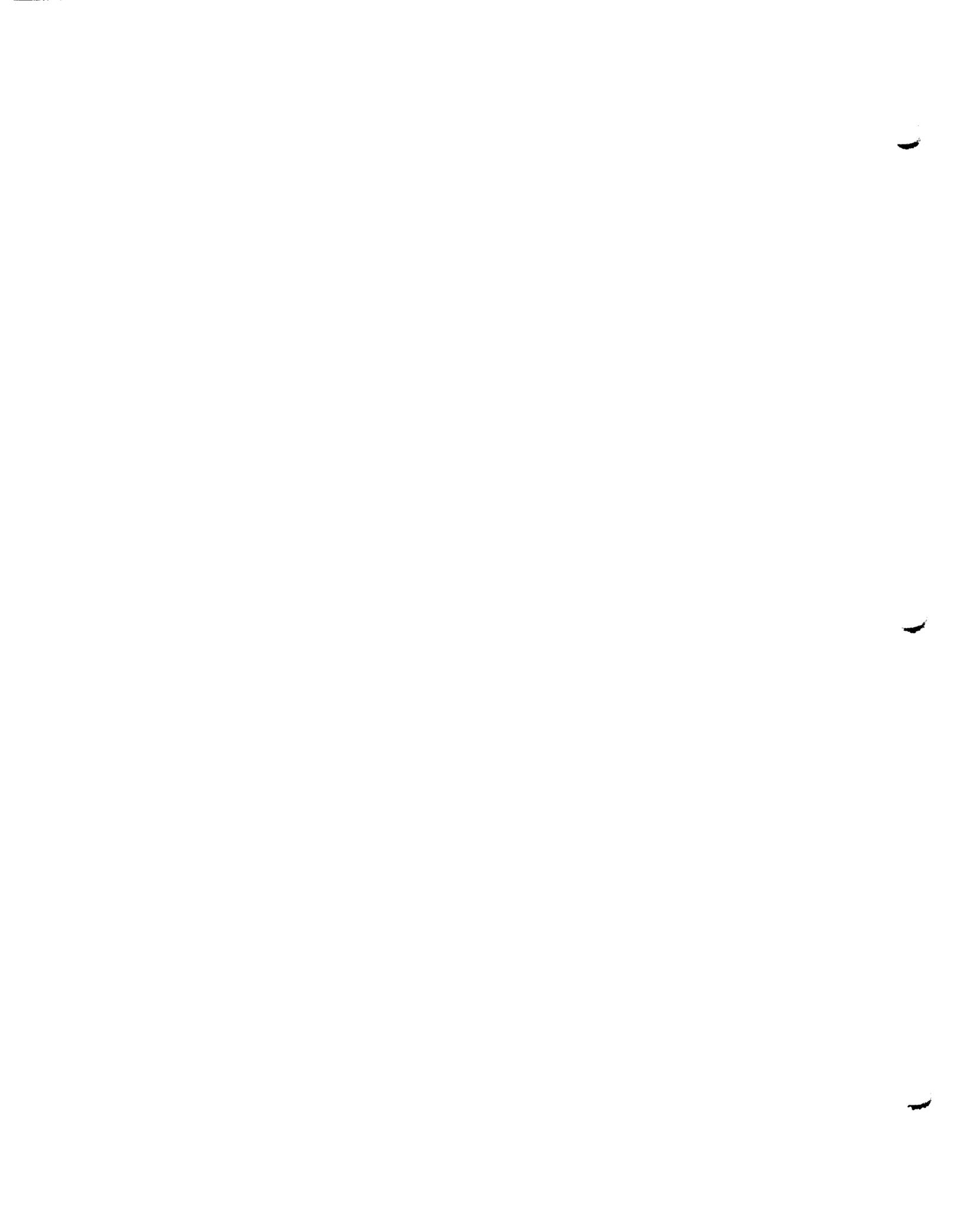
STATE OF WISCONSIN } S.S.  
COUNTY OF DANE }

I, the undersigned, duly elected to the office stated below, now the incumbent in **PLATTE RIVER INSURANCE COMPANY**, a Nebraska Corporation, authorized to make this certificate. **DO HEREBY CERTIFY** that the foregoing attached Power of Attorney remains in full force and has not been revoked; and furthermore, that the Resolution of the Board of Directors, set forth in the Power of Attorney is now in force.

Signed and sealed at the City of Middleton, State of Wisconsin this 18<sup>th</sup> day of March, 2020



  
Antonio Celii  
General Counsel, Vice President & Secretary



NON-COLLUSION AFFIDAVIT

STATE OF CALIFORNIA

County of Stanislaus, DARRIN RODRIGUES, being first duly  
(Print Name)  
sworn, depose and says that he or she is SECRETARY of the party  
(Title)

making the foregoing bid that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other overhead, profit, or cost element of the bid price, or of that any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and further, that the bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, of divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

I certify (or declare) under penalty or perjury under the laws of the State of California that the foregoing is true and correct.

Dated: 3/17/20

DARRIN RODRIGUES  
Print name

[Signature]  
Signature

State of California  
County of Stanislaus

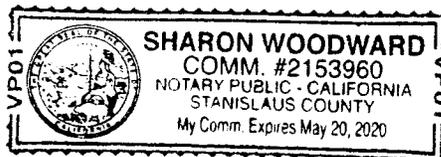
On March 17, 2020, before me, Sharon Woodward (Notary Public), personally appeared Darren Rodrigues, who proved to me on the basis of satisfactory evidence) to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

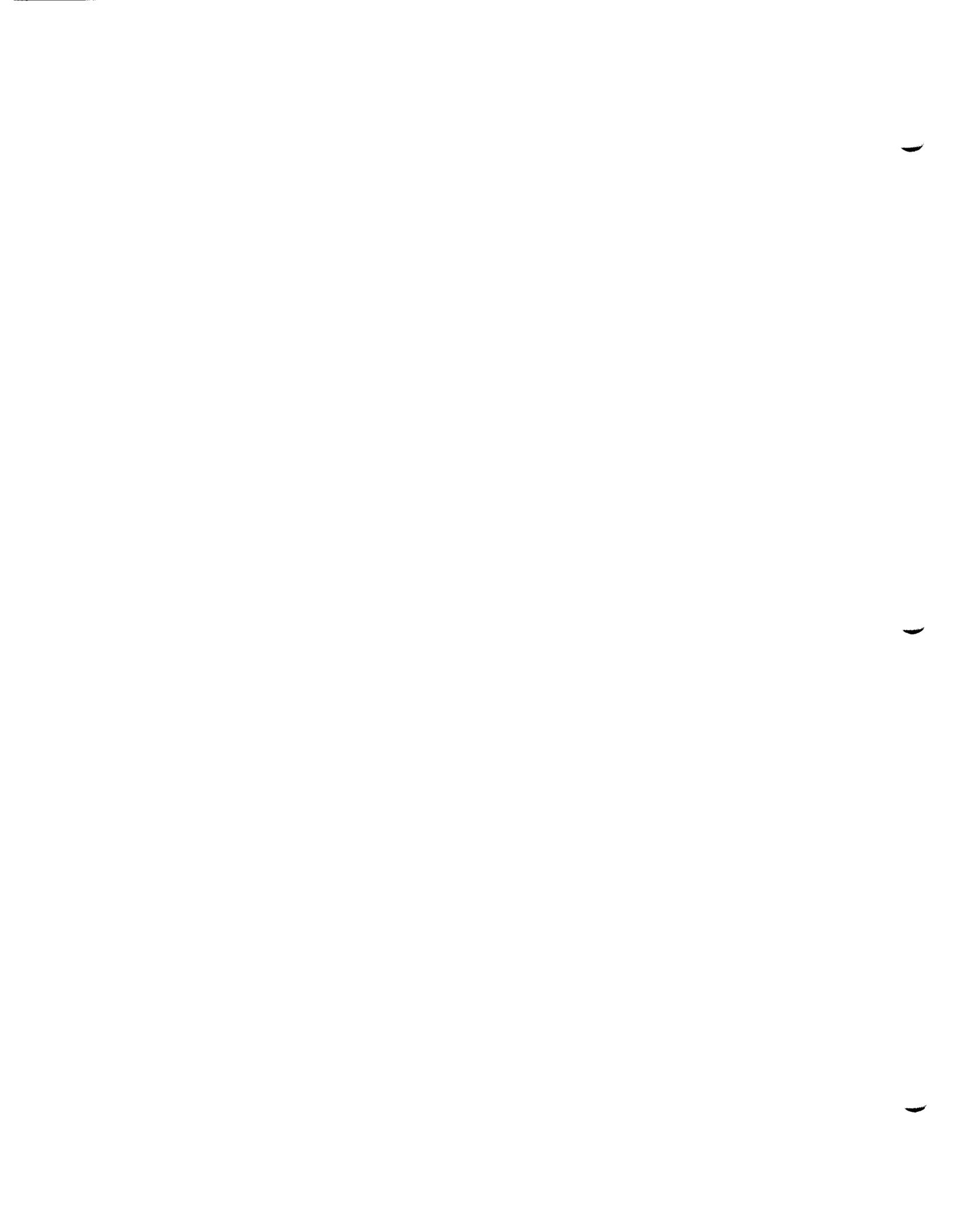
WITNESS my hand and official seal,

Sharon Woodward  
(Signature of Notary)

(Seal of Notary)



See attached



**CALIFORNIA JURAT WITH AFFIANT STATEMENT**

**GOVERNMENT CODE § 8202**

- See Attached Document (Notary to cross out lines 1-6 below)
- See Statement Below (Lines 1-6 to be completed only by document signer[s], not Notary)

~~\_\_\_\_\_  
Signature of Document Signer No. 1~~

~~\_\_\_\_\_  
Signature of Document Signer No. 2 (if any)~~

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California  
 County of Stanislaus

Subscribed and sworn to (or affirmed) before me  
 on this 17<sup>th</sup> day of March, 2020,  
 by Darren Rodrigues  
 (1) \_\_\_\_\_  
 Date Month Year



(and (2) \_\_\_\_\_),  
 Name(s) of Signer(s)

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

Signature Sharon Woodward  
 Signature of Notary Public

Place Notary Seal and/or Stamp Above

**OPTIONAL**

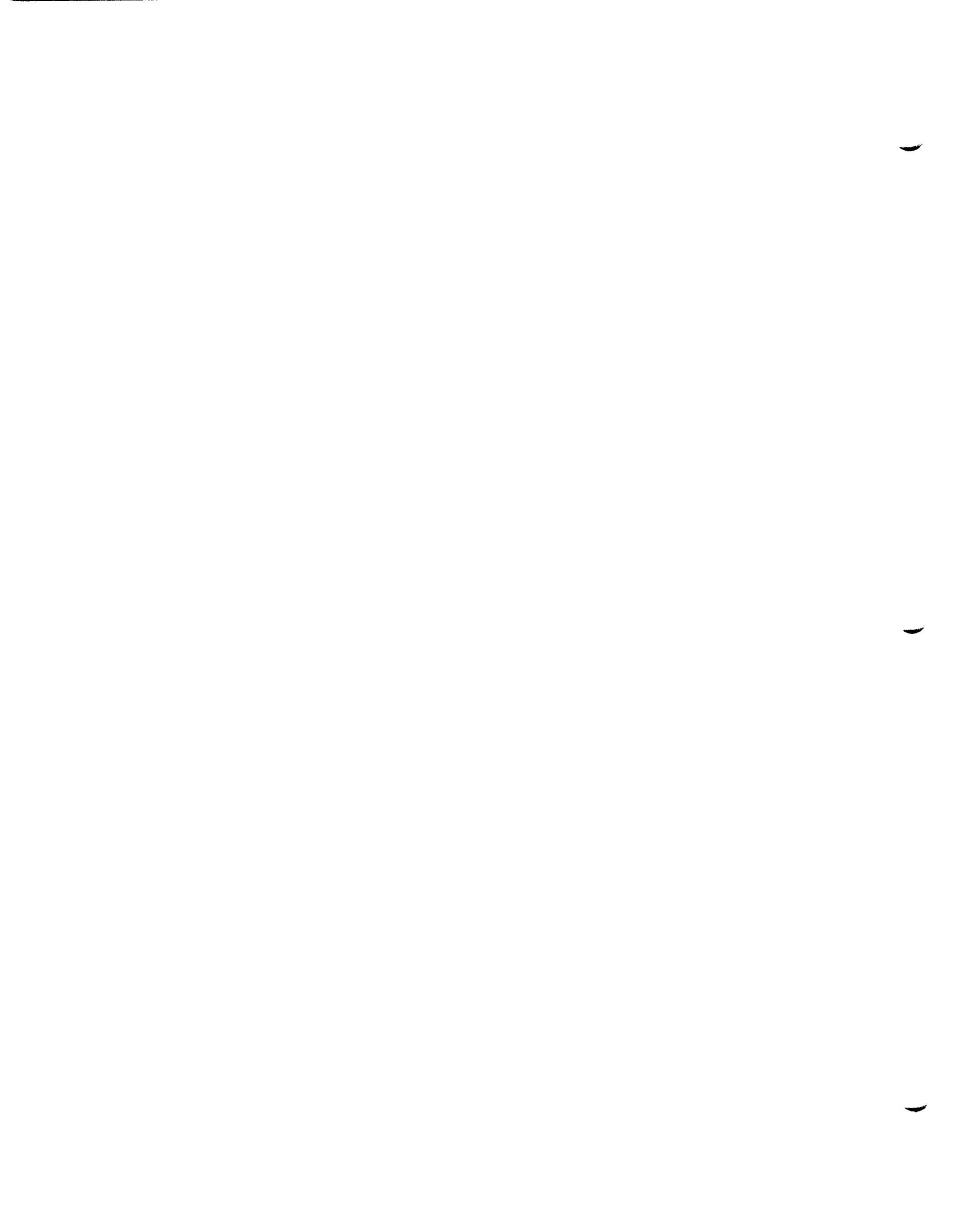
*Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.*

**Description of Attached Document**

Title or Type of Document: Non-Collusion Affidavit

Document Date: March 17, 2020 Number of Pages: 1

Signer(s) Other Than Named Above: \_\_\_\_\_



**VENDOR'S CERTIFICATE  
REGARDING WORKER'S COMPENSATION**

Labor Code Section 3700 in relevant part provides:

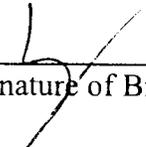
“Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in this State.
- (b) By securing from the Director of Industrial Relations a certificate, 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.

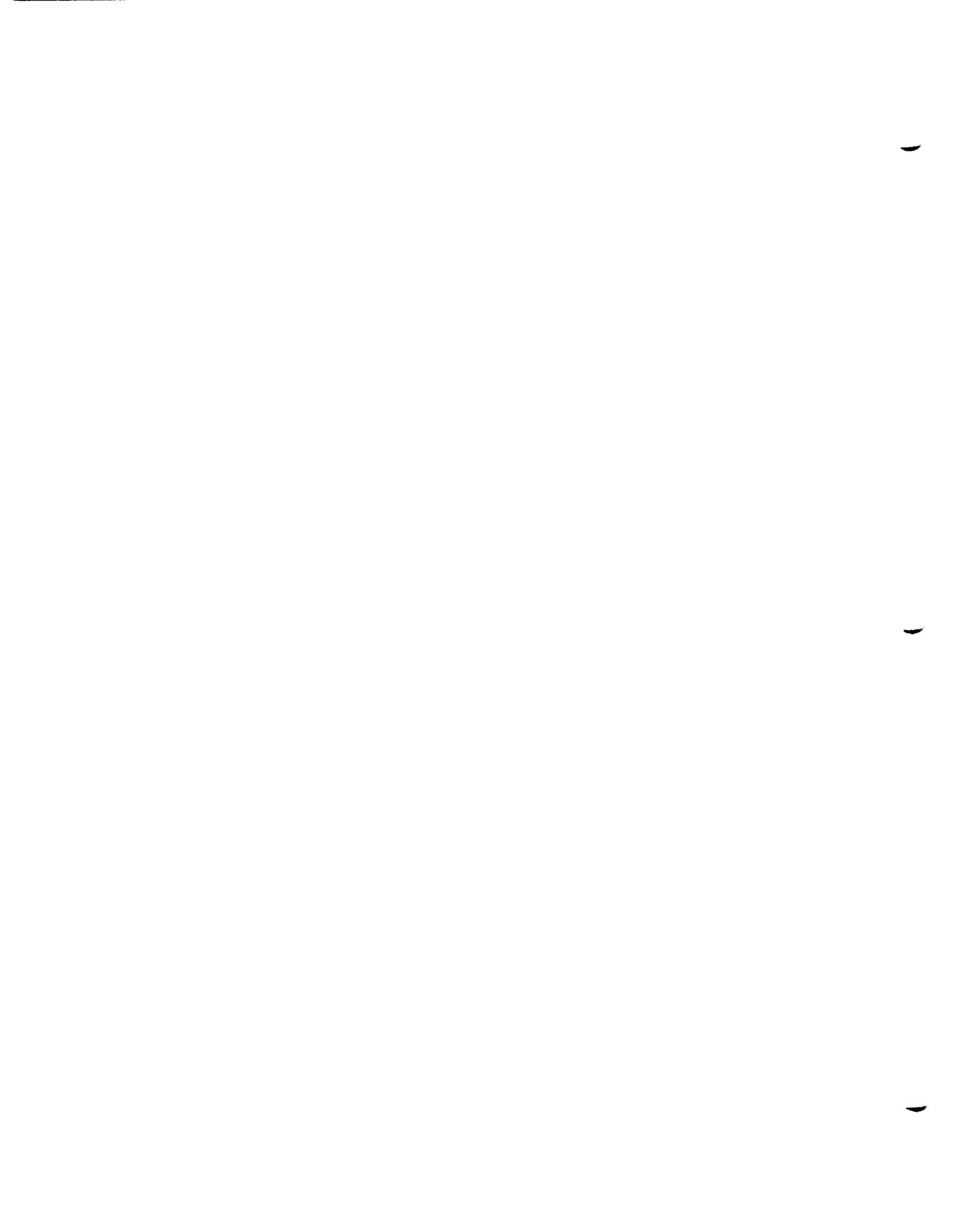
**I am aware of the provisions of Labor Code Section 3700 which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of this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

Telcion Communications  
Proper Firm Name of Bidder

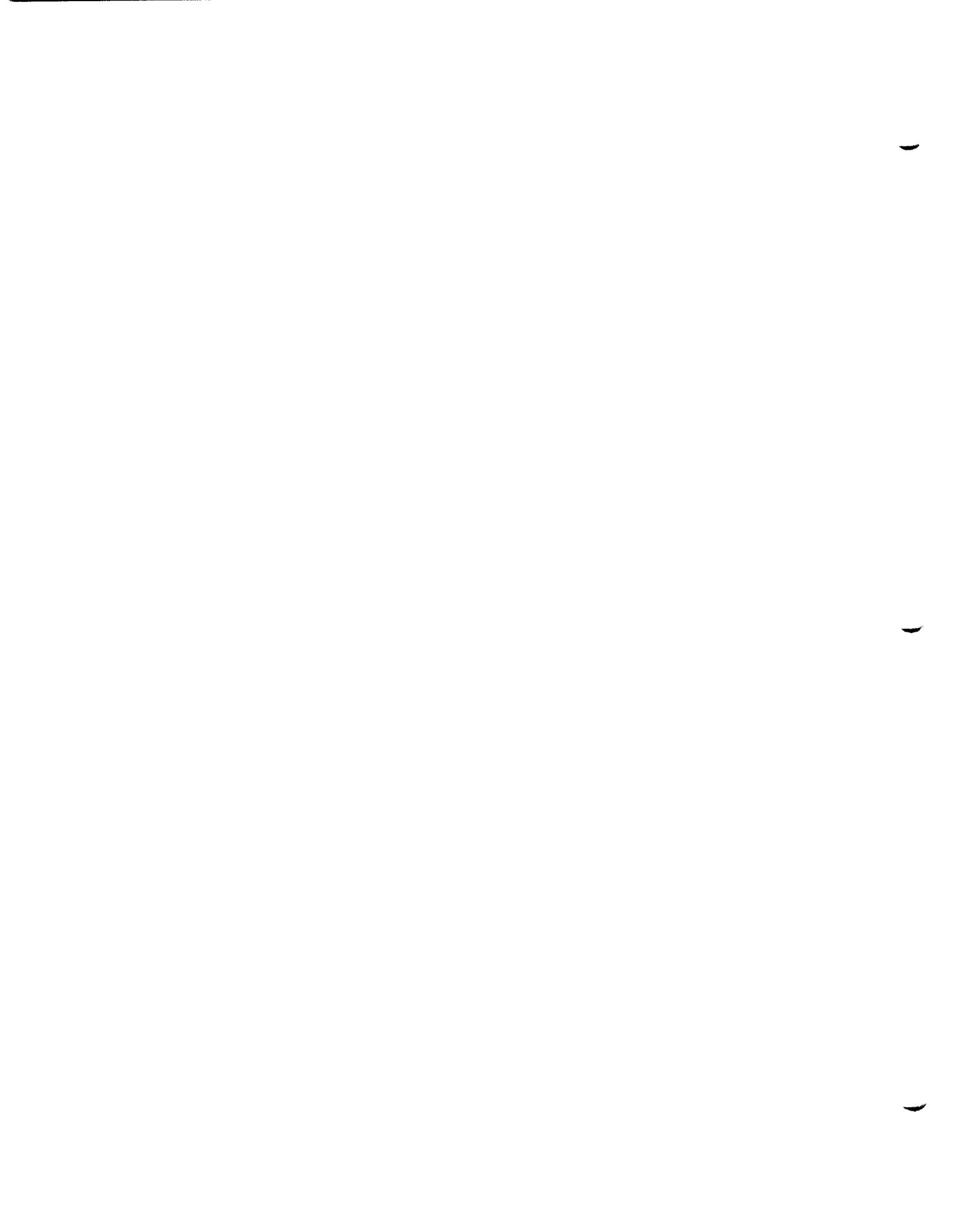
DARREN RODRIGUES  
Proper Name of Bidder – print name

By:   
Signature of Bidder

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.







## REFERENCES

Provide at least five (5) current references, which include comparable work that has been performed as specified in RFP NO. 2020/2021-01, preferably school districts utilizing the proposed DISTRICT CABLING UPGRADE AND BACKUPS: Internal Connections, include the following information:

1. Name of Site: Hilmar Unified School District
Name of Director of I.T.S. Contract: LARRY REBO
Business Address: 7807 LANORN AVE, Hilmar, CA
Telephone Number: 209-669-2905
Brief description of project including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP: Various Erate projects over 10+ years. Cabling and Cisco projects. met or exceeded expectations for the projects.

2. Name of Site: Modesto City Schools
Name of Director of I.T.S. Contract: Anthony Gattuso
Business Address: 426 Locust St. Modesto, CA 95351
Telephone Number: 209-704-0442
Brief description of project including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP: Multiple erate projects over 20 years. Cisco product. Exceeded expectations for IT department.

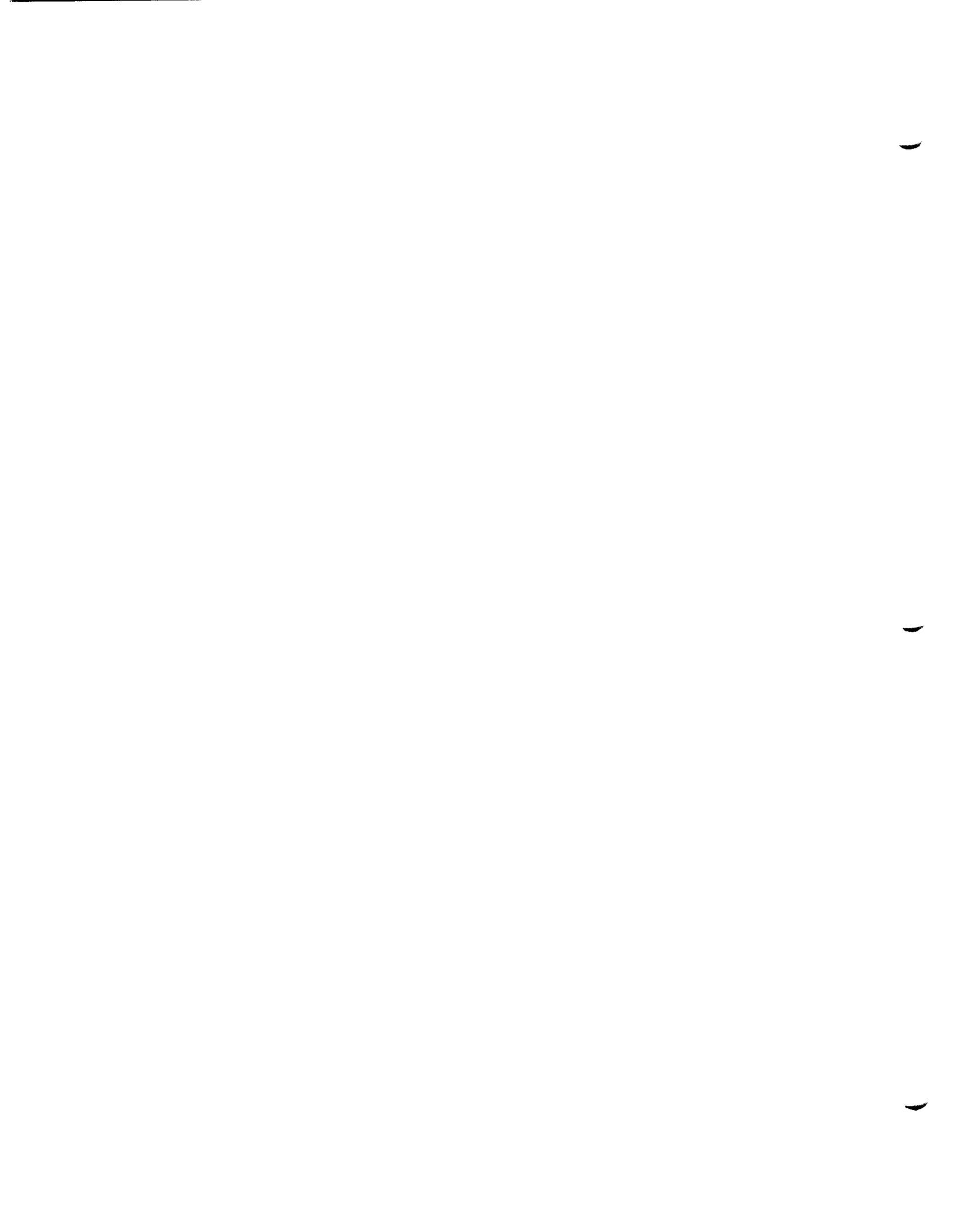


3. Name of Site: Stanislaus County Sheriff
Name of Director of I.T.S. Contract: Scott Campbell
Business Address: 205 E. Market Ave, Modesto, CA
Telephone Number: (209) 567-4435
Brief description of project including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP: Multiple cabling projects over 20+ years. met or exceeded Sheriff expectations for Quality and speed.

4. Name of Site: International Paper
Name of Director of I.T.S. Contract: Raul Serrano
Business Address: 620 Mariposa Rd, Modesto, CA
Telephone Number: 209-491-3236
Brief description of project including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP: Cabling projects up and down California over 15+ years. International Paper loves our work and insists we do work for them even in obscure Locations.

5. Name of Site: Valley First Credit Union
Name of Director of I.T.S. Contract: Catherine Rando
Business Address: P.O. Box 1411, Modesto CA
Telephone Number: 209-549-8511
Brief description of project including cost and demonstrate how the project met or exceeded all aspects of the Objective in Section B of this RFP: Various branch locations over 10+ years. All projects done on-time and quality work

See ~~attached~~ for more references  
following pages



## REFERENCES- CABLING

### **International Paper**

Raul Serrano, LAN Support Specialist  
209.491.3236  
[raul.serrano@ipaper.com](mailto:raul.serrano@ipaper.com)

Company background: global leader in the paper and packaging industry with worldwide operations; several manufacturing and warehouse locations in California.

#### Cabling Projects

There have been numerous LAN Remediation projects over the last 3 years, including:

- 2013: Tracy warehouse –4000 ft new fiber installation from 1MDF (Main Distribution Frame) to complete new buildout of 5 new IDFs (Intermediate Distribution Frame), including new cabinets, patch panels, with 500 copper cable drops
- 2014: Camarillo warehouse – 2000 ft fiber installation from MDF to 3 IDFs with 200 copper cable drops
- 2015: Compton warehouse – 1800 ft fiber installation from MDF to 5 IDFs with 300 copper cable drops
- 3 different warehouses in Visalia and Sanger, all similar size and scope

### **5.11 Tactical**

Tim Riner  
209.338.9420  
[TRiner@511tactical.com](mailto:TRiner@511tactical.com)

Company background: Niche clothing manufacturer with worldwide operations; several manufacturing and warehouse locations in California.

#### Cabling Project:

2014: Lathrop warehouse - Due to rapid growth, warehouse was expanded to 200,000 square feet, and adequate wireless coverage for the entire space was needed. 8,000 ft. fiber installation from MDF to 4 new IDFs, which were added to support multiple copper cable drops to new wireless access points, positioned at the furthest points of the warehouse for complete coverage.

### **Hilmar Unified School District**

Larry Rego, IT Director  
209.669.2905  
[lrego@hilmar.k12.ca.us](mailto:lrego@hilmar.k12.ca.us)

Company background: Hilmar Unified School District is a K-12 rural school district with approximately 2277 students, comprised of 5 schools.



**Telcion Communications Group**  
140 W. Main Street | Turlock, CA 95380  
209.632.5700 | [www.telcion.com](http://www.telcion.com)

Cabling Projects:

Various school fiber projects over last 5 years. Several thousand feet of fiber installed to replace and upgrade a damaged infrastructure caused by rodents chewing through the lines. Entire installation replaced with armor-plated shielded fiber and buried underground to prevent future destruction.

**Stanislaus County Sheriff Operation**

Mark Perry, Systems Engineer  
209. 525.7196  
[perrym@stanislaussheriff.com](mailto:perrym@stanislaussheriff.com)

Company background: Local agency charged with law enforcement duties within the boundaries of Stanislaus County, California, serving over 500,000 residents.

Cabling Projects:

2013: Modesto, Hackett Rd site. 1800 ft fiber installation with new cabinets and panels  
2014: Trailers @ Hackett Rd site. 1100 ft fiber new installation with new LIU enclosures

**R.F. MacDonald**

Sean Skiles  
209.576.0726  
[Sean.Skiles@RFMacDonald.com](mailto:Sean.Skiles@RFMacDonald.com)

Company background: A local company selling and servicing boilers and pumps for commercial and industrial applications.

Cabling Project

2014: new Fresno site copper installation with 2 new wiring cabinets and over 200 cable drops

**Valley First Credit Union**

Catherine Rando  
209.549.8511  
[crando@valleyfirstcu.org](mailto:crando@valleyfirstcu.org)

Company Background: Regional credit union that provides financial services to the counties of Calaveras, Fresno, Kings, Madera, Mariposa, Merced, San Joaquin, Stanislaus, Tulare, and Tuolumne.

Cabling Projects:

Various branch installations over the last 10 years, including new site/branch installs. Fiber was run from their MPOE (Minimum Point of Entry) for AT&T Fiber services.



**Telcion Communications Group**  
140 W. Main Street | Turlock, CA 95380  
209.632.5700 | [www.telcion.com](http://www.telcion.com)

## REFERENCES

**Stanislaus County Strategic Business Technology**  
**801 11th Street, Suite 4100, Modesto, CA 95354**  
**Paul Gibson, Director**  
(209) 525-6529  
[gibsonp@stancounty.com](mailto:gibsonp@stancounty.com)

### **Organizational background:**

Strategic Business Technology (SBT) provides information technology services and support for all Stanislaus County departments and divisions. SBT stays up-to-date on the latest technologies that ensure the most effective and competent forms of electronic communication.

### **Telcion Vendor of Choice for VoIP For Stanislaus County**

Telcion was awarded the contract to be the Stanislaus County Voice over IP vendor, supporting over 5,000 phones in the network, including Stanislaus County Health Services Agency (SCHSA), 911 Emergency Dispatch, Community Services Agency, and Sheriff. This selection occurred after extensive evaluation period including visiting references on location, interviewing Telcion personnel, evaluating the proposed Telcion design, and verifying the ability for Telcion to meet the support needs.

### **Telcion Deployments: Stanislaus County**

The initial project deployment for Stanislaus County included a 5 server Cisco Call Manager cluster, Cisco Unity voicemail system, and several high availability voice gateways. The dial-plan was integrated with their existing Centrex system by using a Centrex based PRI circuit to enable 5-digit dialing between systems. With the core system in place and tested, we began transitioning various agencies over to the new system. About 5 years ago, we added the Cisco Contact Center platform and created 5 different call centers with over 50 agents. And finally, three years ago we did a system-wide software upgrade. Over the course of several years, we have deployed more than 3,000 phones across more than 40 sites and continued to provide on-going support during this time frame.

### **Telcion Deployments: SCHSA**

One of the many projects from the county contract was the deployment of 1000+ phones over 10 locations for SCHSA. This solution is based on the County's core voice deployment that includes 5 Cisco Call Manager servers spread out geographically throughout the county in order to provide a robust high availability design. SCHSA opted for a non-Cisco call center product that was known to interoperate well with their medical software. Telcion integrated this call center platform into the Cisco voice solution for full interoperability between systems.



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## **Annual Support Contract**

The SCHSA voice deployment falls under a County-wide support contract with Telcion. Tier 1 troubleshooting is provided by local staff, Tier 2 is provided by County IT engineers, and Tier 3 issues are escalated to Telcion. This contract calls for Telcion to be available on a 24/7 basis. Our ability to provide fast response times has led the County to continue to renew the annual support agreement each year. Telcion has been providing this on-going support for more than 5 years.

## **Stanislaus County Sheriff Department**

**205 E. Hackett Ave, Modesto, CA**

**Mark Perry, IT Director**

(209) 525-7196

[perrym@stanislaussheriff.com](mailto:perrym@stanislaussheriff.com)

With over 700 employees, the Stanislaus County Sheriff department is dedicated to service and protect the community. Besides the main precinct and those throughout the county, the Sheriff also has employees at the County Jail, Coroner's Office, and Honor Farm.

The Sheriff Department is one of Telcion's longest standing customers, having started engaging with them in 2002. During the early years, we provided the solutions for all network and communication infrastructure, including all switching, routing, and firewalls.

In the 2009, Telcion migrated the entire department from a Fujitsu phone system to a Cisco Unified Communications solution across 10 sites, and started a 24/7 Premium Support Contract which is still in effect today.

In 2014, a core network infrastructure upgrade was implemented to support 10Gig with VMWare to create virtual servers to support multiple applications. Then in 2016, an upgrade to their Unified Communications deployment was done to provide more support for better collaboration. The Sheriff Department needed to include access for mobile devices, email to voicemail integration, instant messaging and presence on Cisco Jabber. Call Manager and Unity (voicemail) connections were migrated off of older servers to a new Cisco Unified Computing chassis, and then upgraded to the latest version. Cisco Jabber was deployed to all users. Cisco Expressway was installed and configured, providing a consistent experience for users inside and outside the enterprise. This mobile and remote solution provides a secure connection for Jabber without having to connect to the corporate network over a VPN.



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### **Modesto City Schools**

#### **Anthony Gattuso, Network Technician**

426 Locust Street

Modesto, CA 95351

(209) 704-0442

[gattuso.a@monet.k12.ca.us](mailto:gattuso.a@monet.k12.ca.us)

Modesto City School District is a public school district based in Stanislaus County, California, with an enrollment of approximately 32,000 students. The District maintains a staff of 1,650 certificated and 1,500 classified employees. Students are served in a total of 35 schools; 22 elementary schools, four junior high schools, eight standard high schools, and 1 alternative education school.

Telcion has been working with the district on Voice over IP (VoIP) solution design and installations since 2006, when we first worked with the MCS district office to upgrade their voice system for ~150 users. In 2009, Telcion developed the plan for a comprehensive VoIP rollout to all 35 schools; this acted as a roadmap for implementation over the next several years, including the VoIP buildout, and the underlying networking infrastructure needed to support it, at 2 brand new schools.

In 2014, we designed and provided the solution for a Core network upgrade, including moving all switches to Power over Ethernet Gigabit (to power all the phones), across all 35 schools. In 2015, we provided the solution and services to successfully migrate all 5- digit extensions off of the old Centrex service to an IP PBX solution for better management and feature set.

Finally, 2015 saw the beginning of a VoIP upgrade involving new voice gateways (routers) and new phones to all 35 schools and ~3,000 users, deployed in 3 phases over 3 years. The final phase is slated to be completed in the fall of 2017.

### **City of Davis**

#### **Jason Best, IT Director**

1818 5th St

Davis, CA 95616

(530) 747-8223

[JBest@cityofdavis.org](mailto:JBest@cityofdavis.org)

Davis is the most populous city in Yolo County. It has a population of over 65,000, not including the on-campus population of the University of California, Davis. The offices of the City of Davis have approximately 400 users.



**Telcion Communications Group**  
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209.632.5700 | [www.telcion.com](http://www.telcion.com)

In 2016, the City of Davis was in need of upgrading their existing Cisco voice solution to a more current version. The existing system consisted of 5 Cisco Media Convergence Servers (MCS) running Cisco Workplace (CUWL) applications (CallManager, Unity (voicemail), and Presence) with 7 Attendant Consoles. The MCS units were being retired, so all CUWL applications needed to be migrated over to the City's Cisco UCS Blade chassis with Nimble SAN storage.

Telcion began the project by migrating copies of the existing CallManager, Unity, and IM & Presence voice applications into virtual machines in the Telcion staging facility. A restore of all data was completed so that Telcion could completely replicate the existing voice environment.

Once replicated, upgrades of CallManager, Unity, and IM & Presence were performed to the latest 11.x version. With upgrades completed, the virtual machines were then moved to the customer's UCS blade chassis, verifying that the virtual machines were protected in VMWare from hardware blade failure with appropriate cluster settings. The Attendant console configurations were then updated to the new version.

Telcion verified and validated that all of the upgrades, migrations, and configurations worked, and met or exceeded all of the City of Davis' expectations.

**DEBARMENT AND SUSPENSION CERTIFICATION**

**Certification Regarding Debarment, Suspension, Ineligibility and Voluntary  
Exclusion Lower Tier Covered Transactions**

This certification is required by the U.S. Department of Education regulations implementing Executive Order 12549, Debarment and Suspension, 34 Code of Federal Regulations Part 85, for all lower tier transactions meeting the threshold and tier requirements stated at Section 85.110.

**(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTION ON REVERSE)**

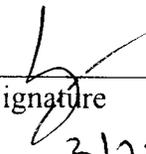
1. The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal Department Agency.
2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

**SYLVAN U.S.D.**

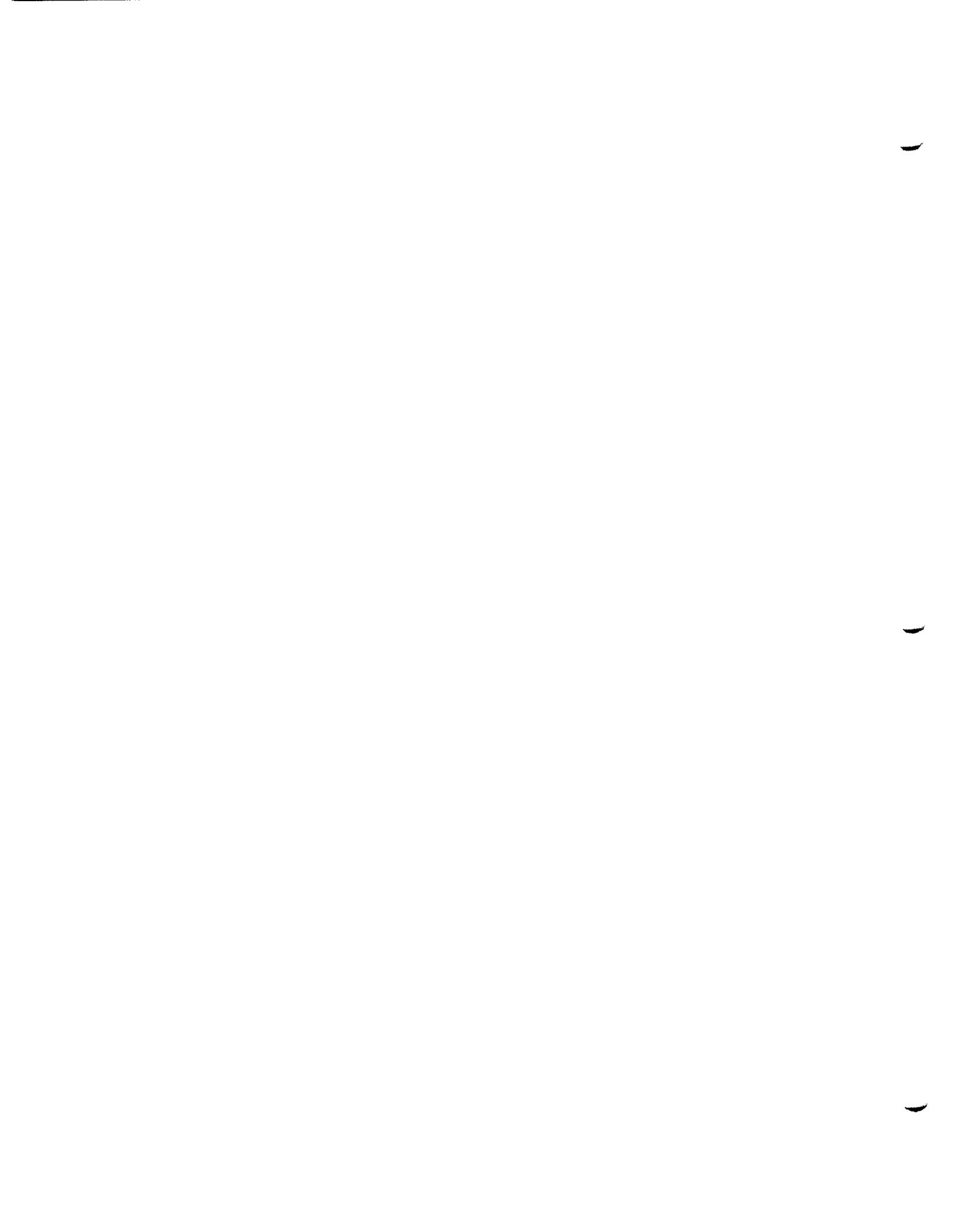
\_\_\_\_\_  
Sylvan Union School District

Potential Vendor or Existing Contractor (Lower Tier Participant):

DARRIN RODRIGUES      SECRETARY  
Printed Name                      Title  
Telcion Communications  
Name of Company

  
Signature  
3/20/20  
Date

**RETAIN WITH THE APPLICABLE CONTRACT OR PROPOSAL RESPONSES**



**Sylvan Union School District**

605 Sylvan Ave  
Modesto, CA 95350

FCC FORM 470 # 200020324

RFP # 2020\_2021\_01 – District Cabling Upgrade and Backups  
Addendum #1

Date: February 21, 2020

**NOTICE TO ALL BIDDERS**

This addendum is made a part of the above entitled specifications for Sylvan Union School District with an original proposal deadline of March 4<sup>th</sup>, 2020 at 2:00 PM PST.

The due date for this RFP is being extended as follows.

**REVISED RFP DUE DATE:** March 20<sup>th</sup>, 2020 at 10:00 AM PST.

**REQUEST FOR INFORMATION**

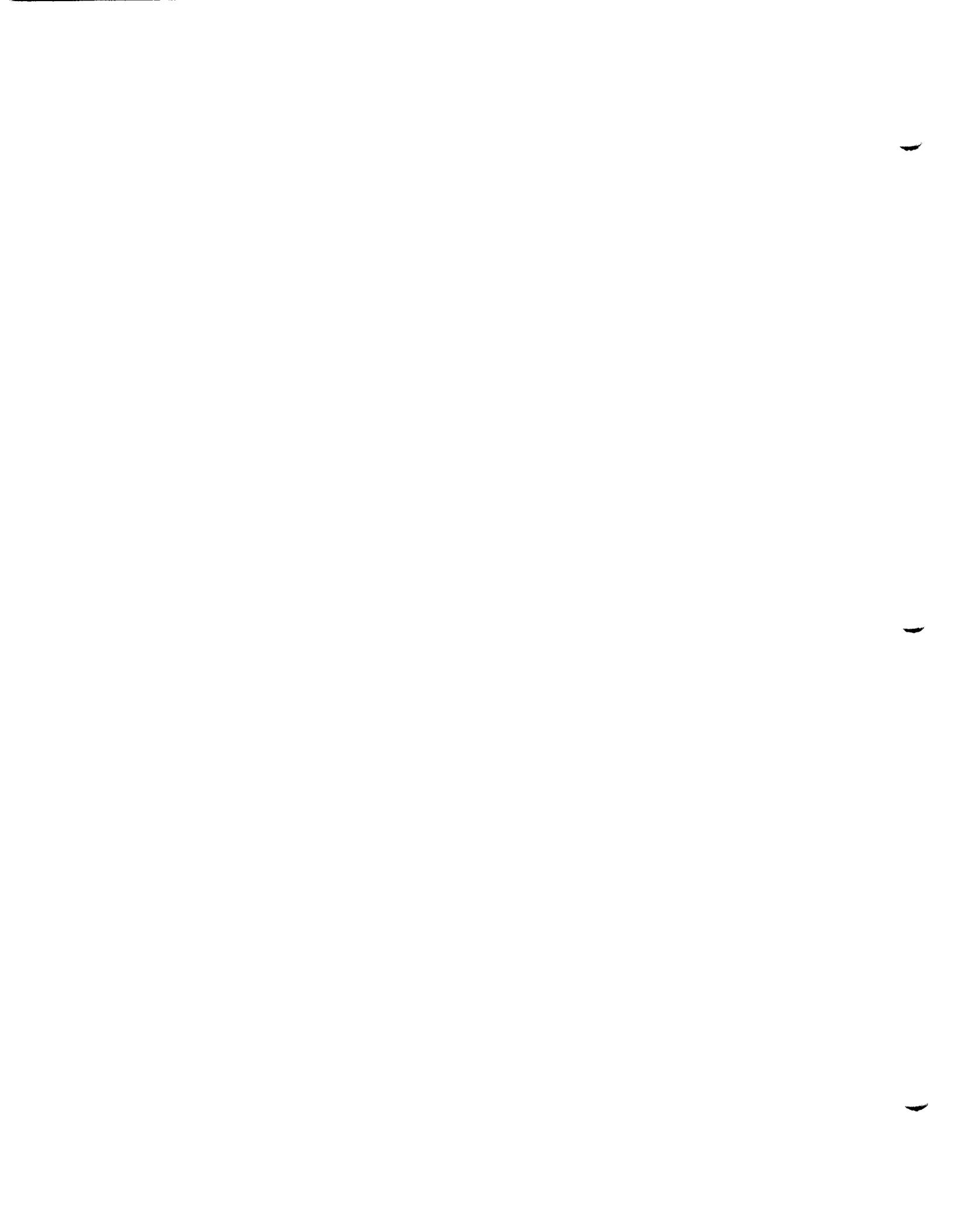
**Q:** Please let us know if there are any changes or additional details related to your posting, including Addenda, sites walks and EPC updates. According to SLD guidelines all changes, Addenda has to be posted on EPC site. As E-rate timing is very tight, we respectfully request the information via email, if available.

**A:** Thank you for reaching out and for your interest in our request. To ensure that all Service Providers receive the same RFP information, we ask that you download the RFP, and any subsequent addendum, directly from USAC's EPC website (<https://portal.usac.org/suite/>) or from the link in the posted Form 470.

**Q:** What type of fiber optic cable is required to be installed at all schools?

- a. Single Mode
- b. 62.5 multi-mode OM3
- c. 50 multi-mode OM4

**A:** Single Mode



**Q:** What type of connectors are required? Assume the same connectors for both ends of the fiber.

**A:** Requesting LC connector termination.

**Q:** Should we assume ALL measurements on the provided documents are correct?

- a. If so does the district assume responsibility for incorrect measurements that may result in the reordering and lost time created by having to reorder or replace fiber optic cable?

**A:** The District does not assume responsibility. Contractors were encouraged to utilize the mandatory site walk to verify all measurements.

**Q:** Pathways were not identified. Will the school district allow additional time for these pathways to be identified and vetted during the installation phase at each school?

- a. The quote will not allow for additional pathways to be created. If additional pathways must be created (such as placing new conduits) will the district allow for change orders to this effect.

**A:** Yes

- a. No

**Q:** Should we assume each rack/cabinet will allow for a 1u fiber optic LIU?

**A:** This is a valid assumption. Some rearrangement may be required at some IDF's. Somerset IDF in Room 35 will have an existing single mode LIU that should be used if possible.

**Q:** Are we replacing the existing fiber optic cable with the new fiber optic cable?

- a. If so are we permanently removing the old fiber cable?

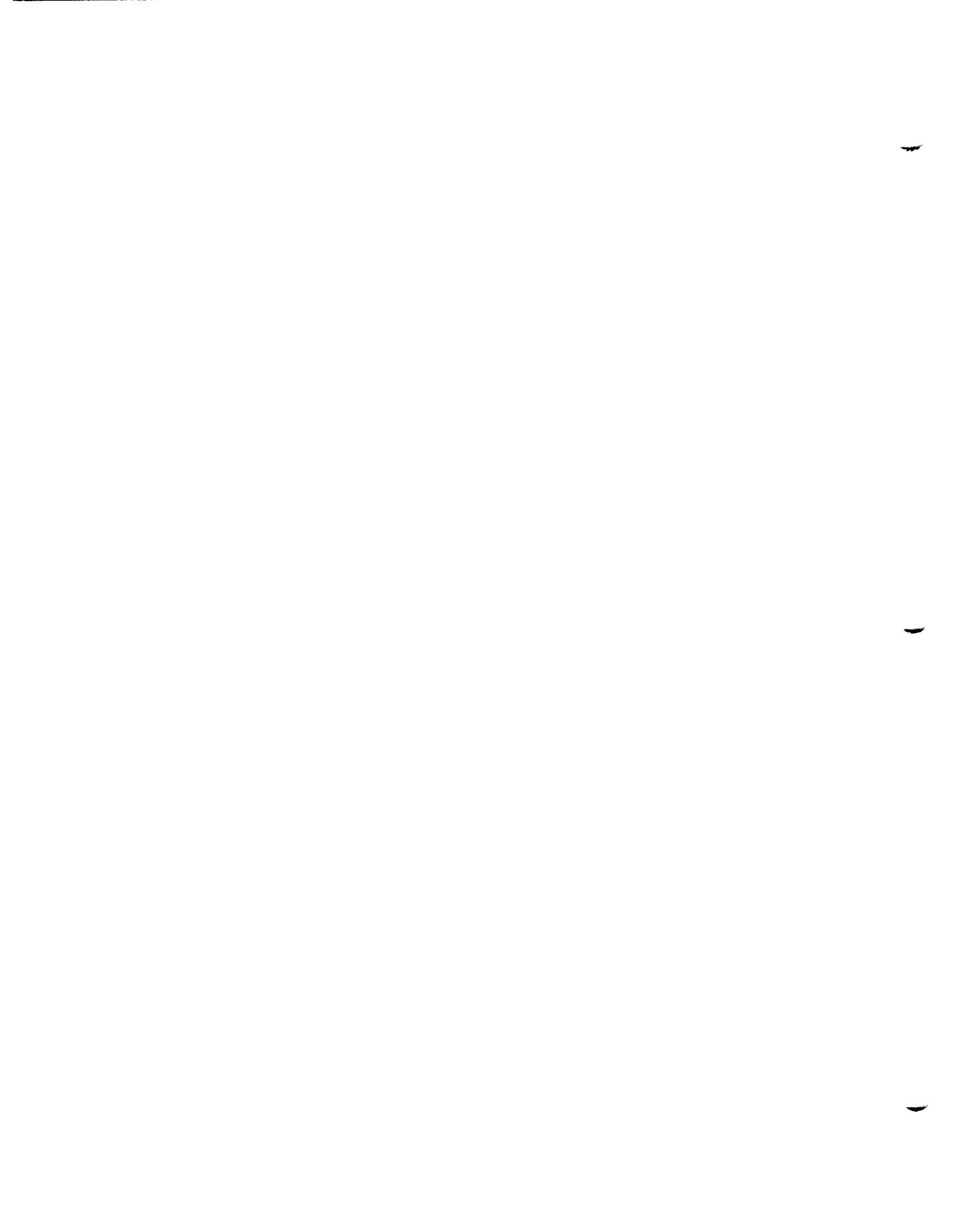
**A:** Yes

**Q:** We assume we will be providing new fiber optic patch cords. Is there a specific length required?

**A:** Yes, 3 meters.

**Q:** Installation time frame.

- a. Should we assume these projects will take place during the summer season when the schools are unoccupied for the most part?



- b. Access is critical at all times. Who will coordinate the project schedule to ensure there are no delays during the installation at every school?
- c. Should a disruption of any network be required who will this be coordinated with?
- d. Confirm working hours as stated in the RFP are 0730 to 1630?
- e. What is the expected start and completion dates for all 13 schools?

**A:** Please see below:

- a. Summer (June-July) would be ideal, but per the RFP the District would also prefer to wait for funding approval from USAC. Some sites will still have students/staff on campus and will need to be scheduled when those programs conclude in July.
- b. This can be established upon award and prior to start of project.
- c. This can be established upon award and prior to start of project.
- d. Custodial hours are 6:30AM to 3PM. Access before / after those hours can be coordinated through Sean Smith, M&O Director.
- e. Please refer to the Contract Term language stated within the RFP

**Q:** What are the test requirements for the new fiber optic cable verification?

**A:** IEC 61280-4-2

**Q:** Could the district please comment on any asbestos issues at each school.

**A:** Any asbestos issues in the district have been abated / resolved through modernization projects over the years.

**Q:** Is there any particular type of warranty requirement?

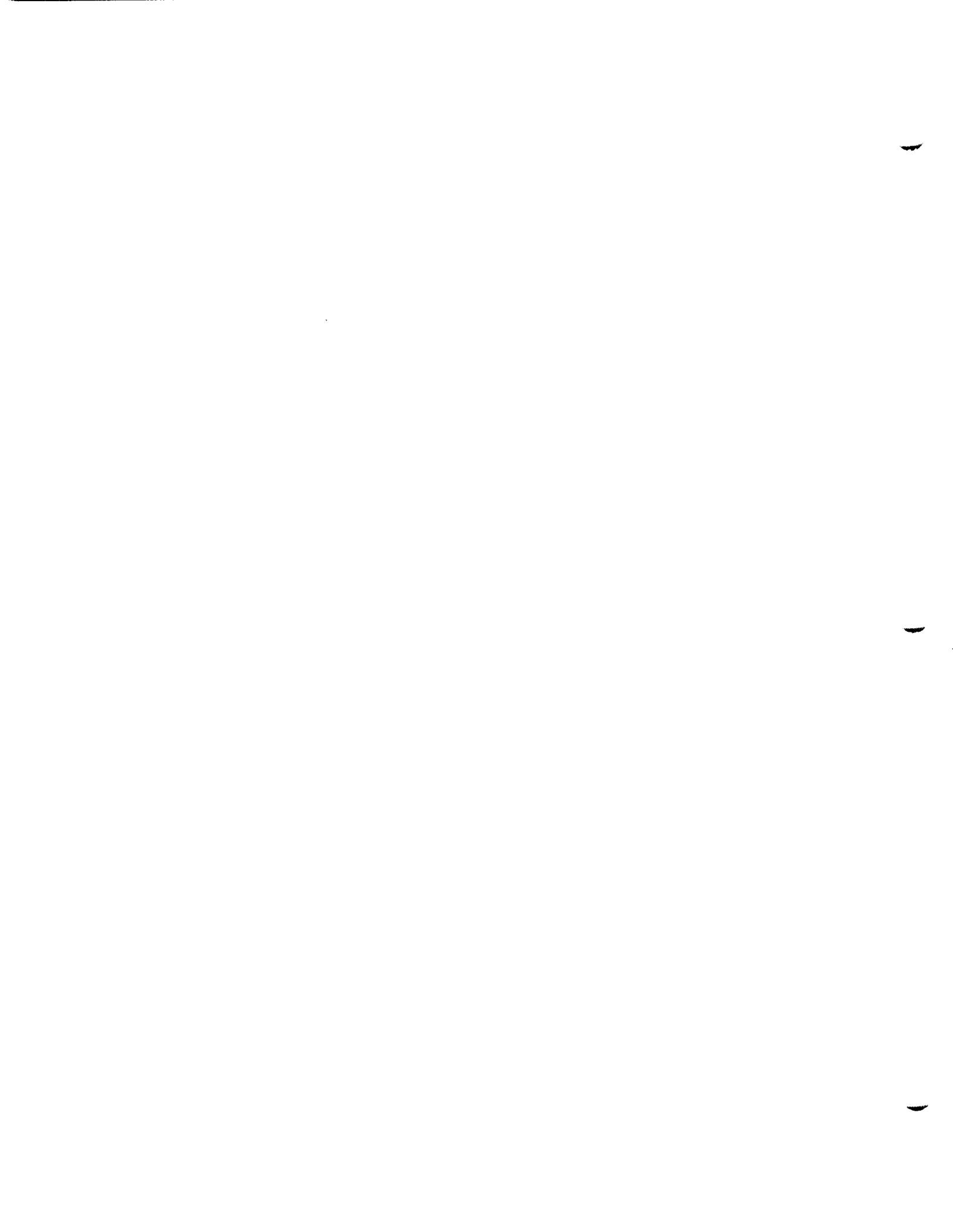
**A:** The district would like the proposers to make a recommendation on what they feel would be the best warranty to augment the cabling project.

**Q:** Will a 6 strand be sufficient to each IDF or 12 strand?

**A:** 12 strand

**Q:** Will we be replacing every LIU in each IDF? And MDF?

**A:** Yes, with the exception of the existing LIU at Somerset Room 35 IDF



**Q:** The RFP states working hours Monday through Friday 8 AM to 4:30 PM, in the event that work absolutely needs to be performed outside of these hours will there be a contingency fund to apply the different prevailing wage rate for nights and weekends?

**A:** No

**Q:** 18. Is there any asbestos in any of the schools, in particular in areas that will be used as pathways for the new fiber?

**A:** See response to question above.

**Q:** Are there any fire rated walls that will require a new penetration?

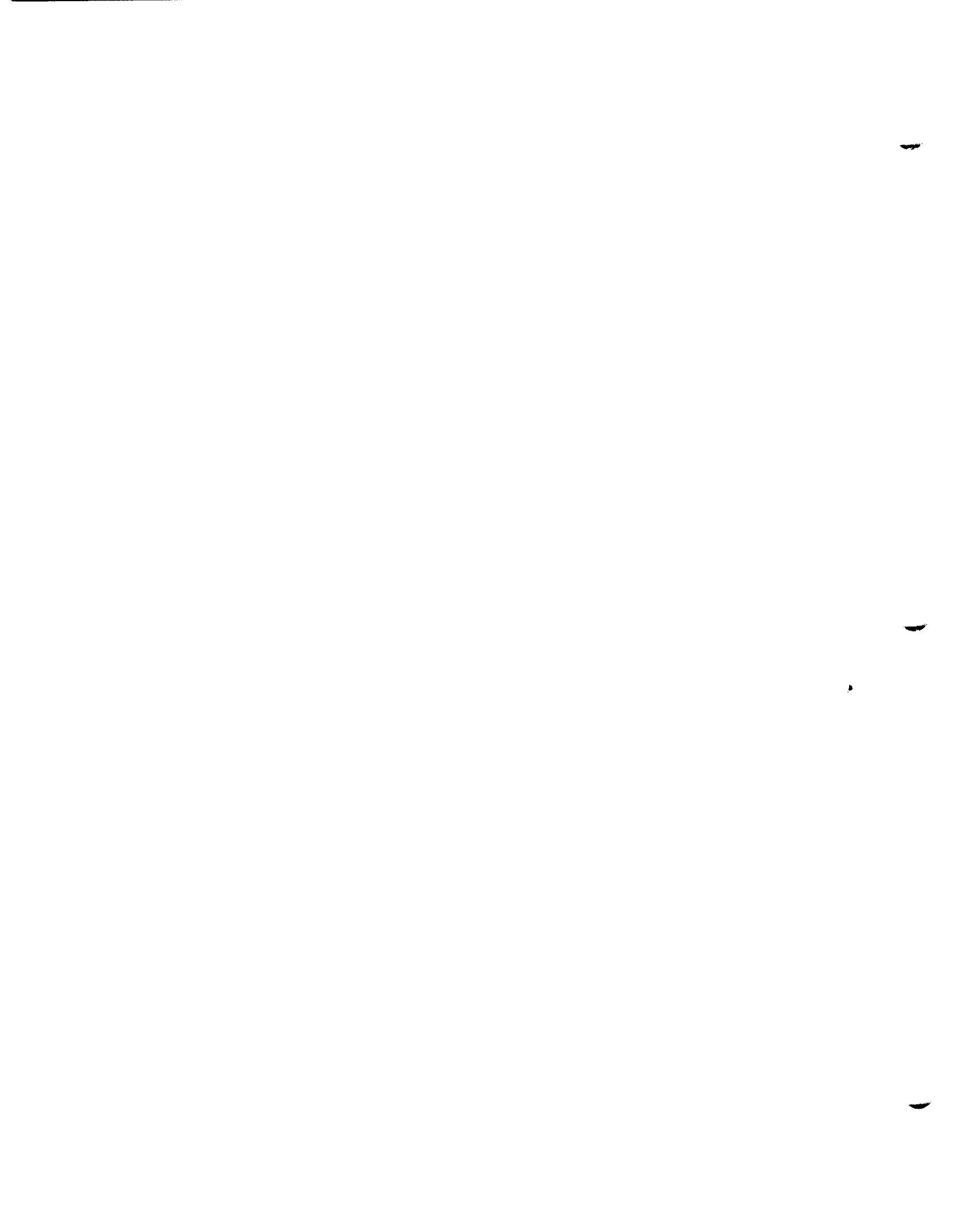
**A:** If using existing pathways, new wall penetrations should not be required.

**Q:** Will it be the contractors responsibility to provide appropriate length/connector type fiber patch cords?

**A:** Per the RFP, vendors are required to provide a comprehensive solution including all necessary cabling components. Please see the Scope of Work section.

**Q:** Does the District have fiber from the District to sites?

**A:** YES, but we want to increase the speed from 1GB to 10GB





To Whom It May Concern:

Panduit is pleased to provide the following information regarding the Certification Plus<sup>SM</sup> System Warranty program for your upcoming network installation.

The Certification Plus<sup>SM</sup> System Warranty is a 25-year standards-based performance warranty covering both copper and fiber cable; components and labor to repair or replace cable and/or components as noted in the certificate and Warranty Guide. This warranty provides a single point-of-contact for registrations and system issues. All cable and components must be installed only by skilled Panduit ONE<sup>SM</sup> Enterprise Structured Cabling Partners accredited with the Deploy competency and who have a RCDD or Panduit-approved equivalent on staff and the required amount of trained technicians.

The Certification Plus<sup>SM</sup> System Warranty registration requirements are as follows:

1. Must accept the Panduit Enterprise Structured Deployment Partner Agreement, Guidelines and Terms and Conditions in The Hub.
2. An RCDD or Panduit recognized equivalent on staff.
3. A completed warranty application in The Hub.
4. Standards based test results, taken with an approved field tester and test leads and must be in compliance with the ANSI/TIA-606-B or the ISO/IEC 14763-2-1 Standards. If the network is not in compliance with these standards then floor plans will need to be submitted.

The Certification Plus<sup>SM</sup> System Warranty certificate for a registered project is issued directly to the customer, providing them with confidence and security with their newly installed structured cabling system. This program is flexible in allowing eligible adds, moves and changes to be submitted for registration either at the time of completion or at a later date, when the changes have accumulated.

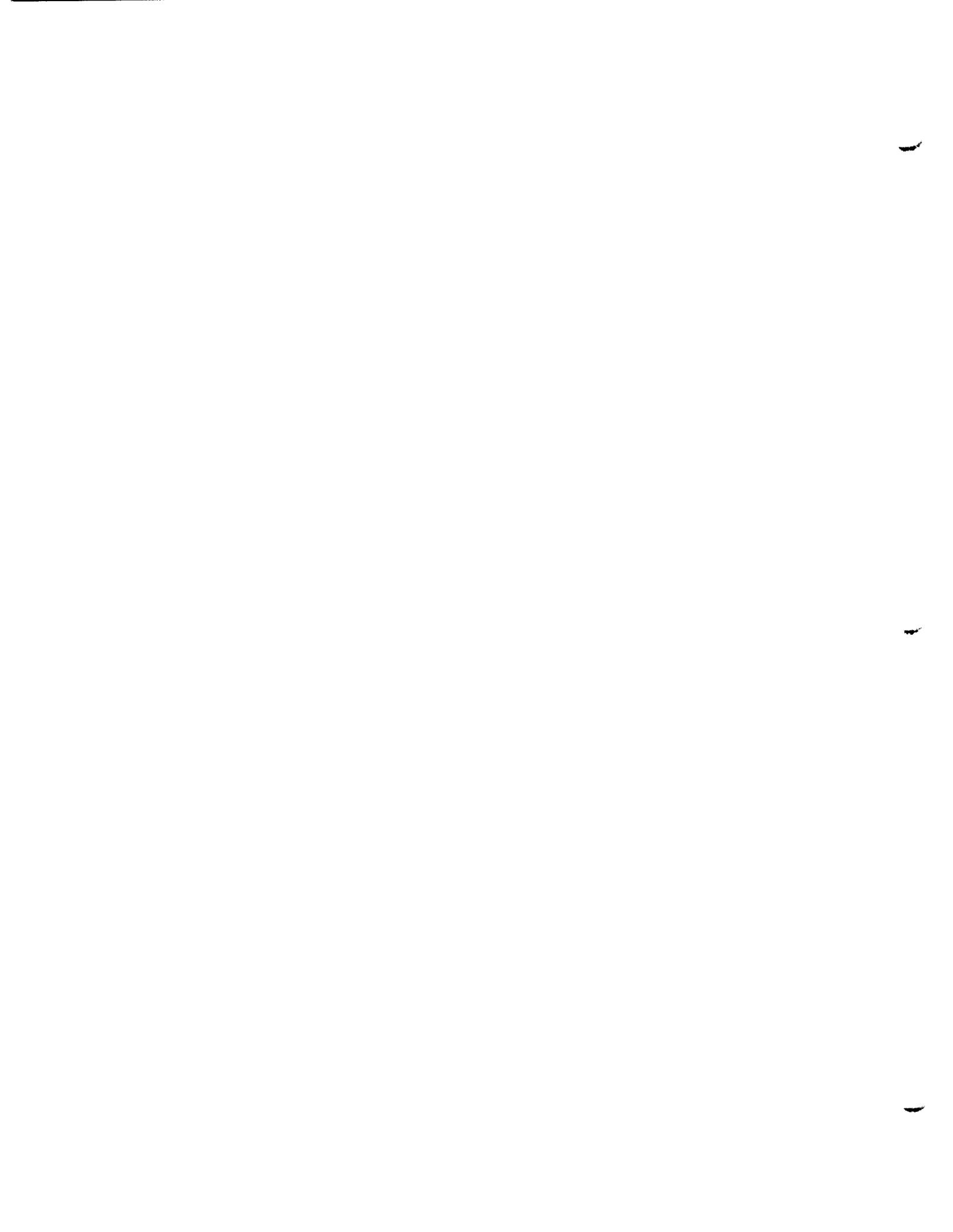
Eligible installations are warranted as follows:

1. That each registered link and/or channel will meet or exceed the performance requirements of the designated link and/or channel classification defined in the Commercial Building Telecommunications Cabling Standards listed on the warranty certificate.
2. That each registered link and/or channel will support all current and all future network applications designed to run on the designated link and/or channel classification defined in the Commercial Building Telecommunications Cabling Standards listed on the certificate.
3. That all connectivity hardware and cable used in the structured cabling system will be free of defects in material and workmanship under normal handling and use.

If you have any questions, please feel free to e-mail me at [dmro@panduit.com](mailto:dmro@panduit.com) or to contact me at 888 506-5400 ext. 81350. Thank you for considering Panduit and the Certification Plus<sup>SM</sup> System Warranty for this project.

Sincerely,

Donna Roehl  
Channel Partner Program Operations Specialist



# PanGen® SYSTEM WARRANTY

STRUCTURED CABLING SOLUTIONS

Panduit Corp. ("Panduit") and General Cable Corp. ("General Cable") warrant for a period of 25 years from the date of registration to

*Stanislaus County Child Support Services @ 251 Hackett Road, Modesto, CA 95358 United States*

herein after known as "customer", for the structured cabling system designated as

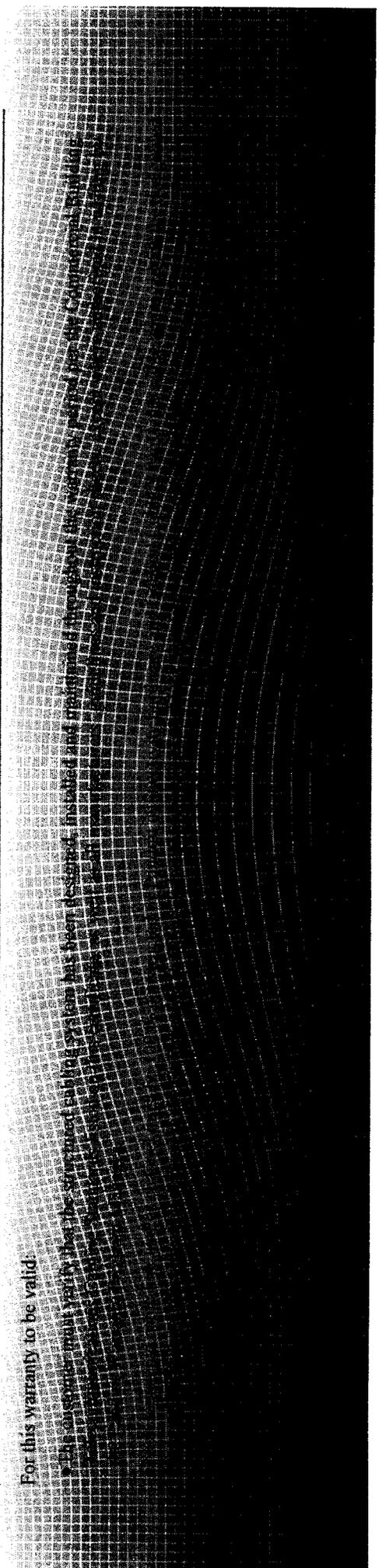
*Department of Child Support Services - Stanislaus County @ 251 Hackett Road, Modesto, CA 95358 United States*

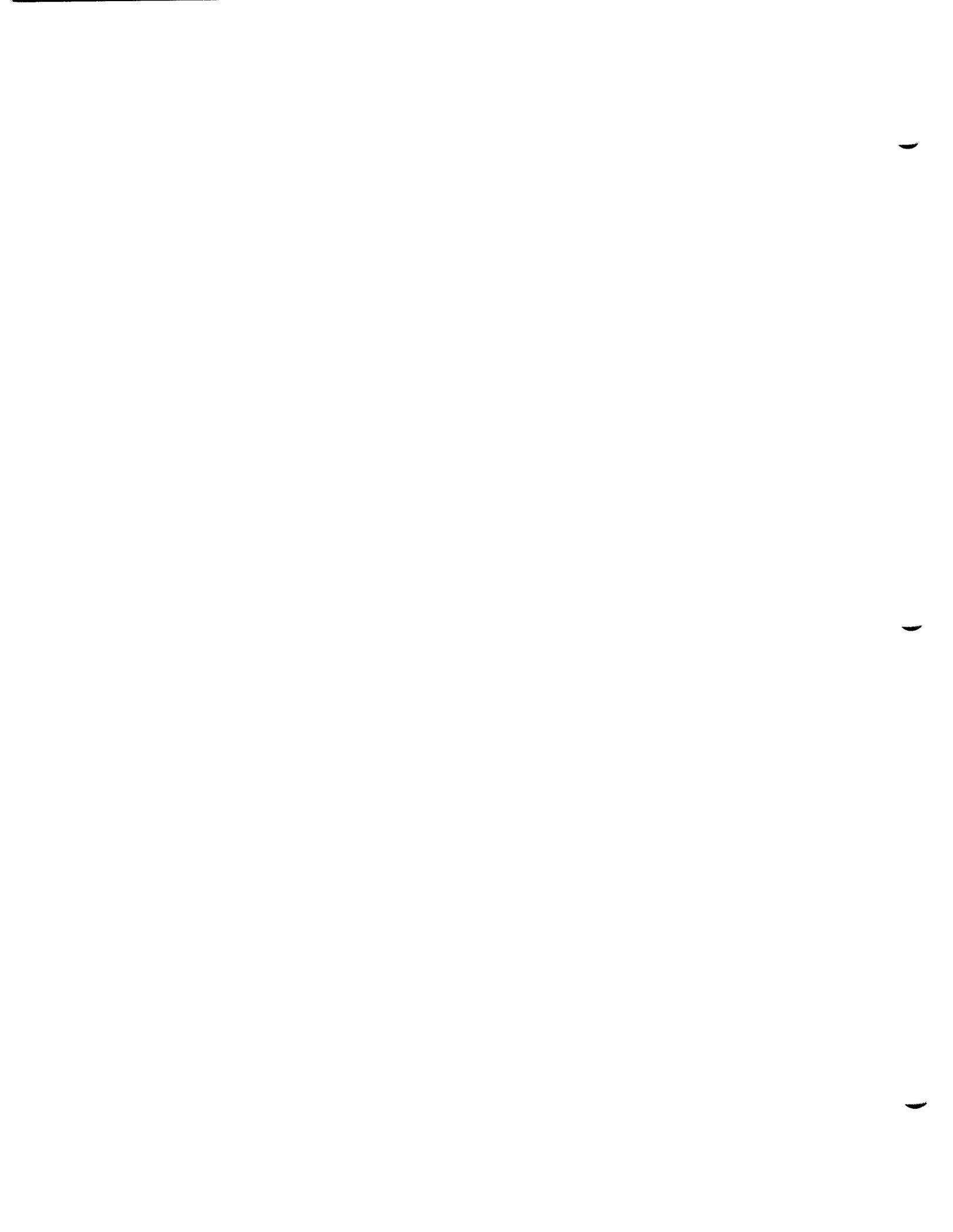
1. That each registered link and/or channel will meet or exceed the performance requirements of the designated link and/or channel classification defined in the Commercial Building Telecommunications Cabling Standards listed on this certificate, provided that it is installed in accordance with the designated standard classification.
2. That each registered link and/or channel will support all current and all future network applications designed to run on the designated link and/or channel classification defined in the Commercial Building Telecommunications Cabling Standards listed on this certificate, provided the network equipment operates in accordance with the designated standards and the connectivity hardware, the cabling, and the installation meet the performance specification of the designated standards classification.
3. That all Panduit connectivity hardware and General Cable's PanGen® cable used in the structured cabling system will be free of defects in material and workmanship under normal handling and use.

In the event that any of Panduit's connectivity hardware or General Cable's PanGen® cable used in the structured cabling system fails to perform as specified above in #'s 1-3, Panduit/General Cable will repair and/or replace the defective connectivity hardware and/or cable ourselves or will contract a Panduit ONESM Enterprise Structured Cabling Deployment Partner (hereinafter, "Partner") or a Panduit Registered Company to complete this work in accordance with the limitations set forth in this PanGen® System Warranty.

For this warranty to be valid:

The customer must verify that the structured cabling system has been designed, installed and maintained in accordance with the standards listed on this certificate.





# PanGen® SYSTEM WARRANTY

STRUCTURED CABLING SOLUTIONS

**SYSTEM PROFILE** - Date Test Reports were submitted for warranty: November 6, 2019

## COPPER LINKS SUBMITTED FOR WARRANTY

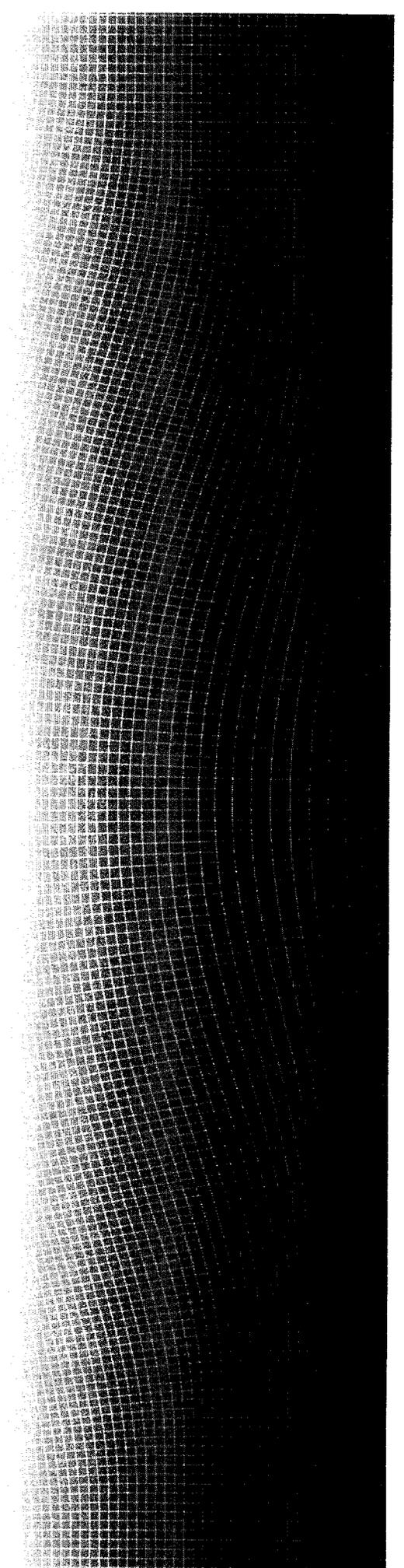
Profile Type:	Quantity:	Classification:
Backbone	415	Category 6

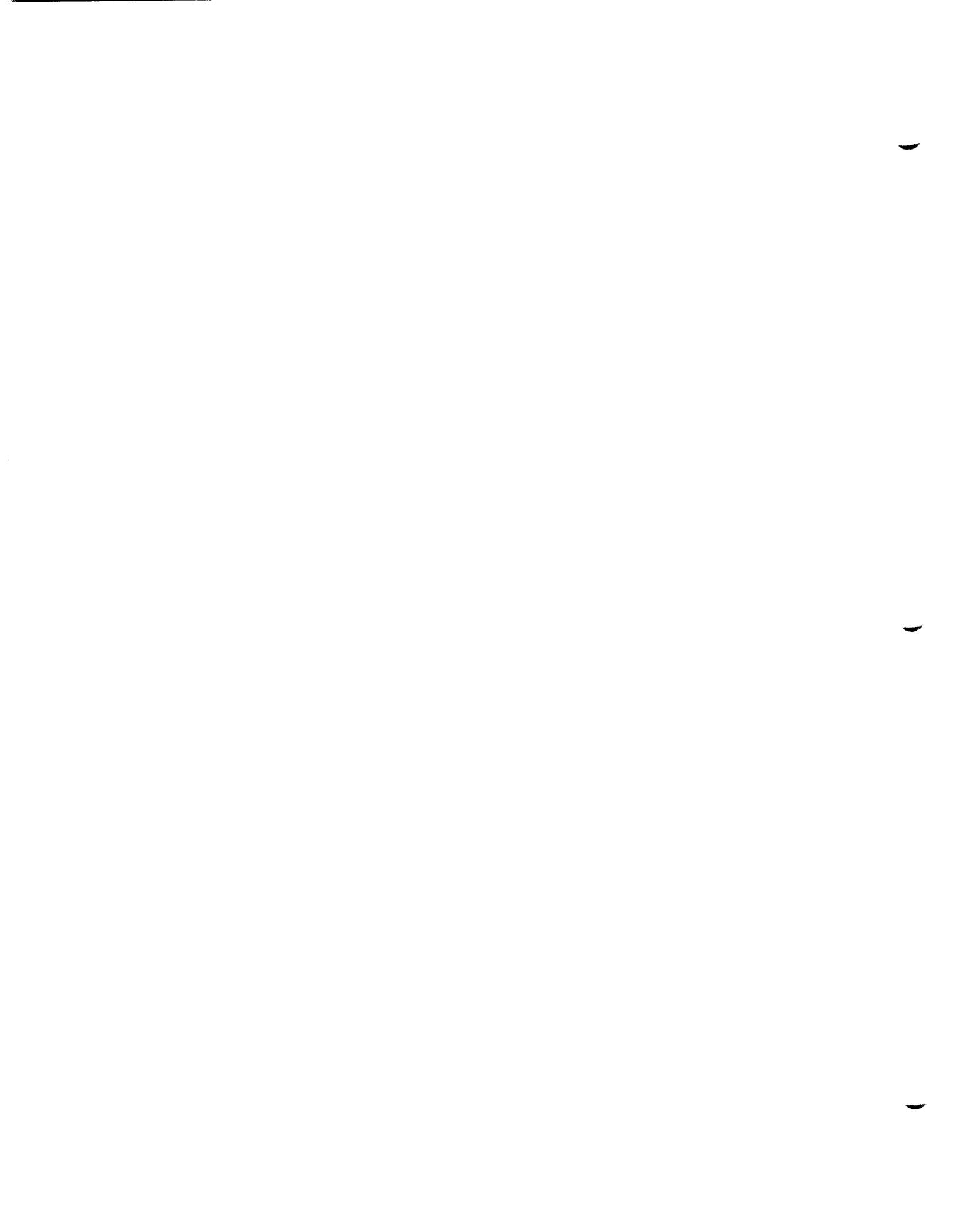
## FIBER LINKS SUBMITTED FOR WARRANTY

Profile Type:	Quantity:	Classification:

GROUP 1 - TIA/EIA, North America and Other International Regions are the only controlling Commercial Building Telecommunications Cabling Standards for this structured cabling system performance warranty.

- In order for the structured cabling system or additional links to be eligible for warranty coverage, they must be installed by a Partner or a Panduit Registered Company who is trained and approved by Panduit at the time of installation of the project and on the date this warranty was issued.
- In order for the structured cabling system or additional links and/or channels to be eligible for warranty coverage, a valid copy of a certified passing test report as defined in the PanGen® System Warranty Guide (Form #C2-1027) must be submitted to and received by the Panduit Warranty Program Manager prior to the date of registration of each link. The exact quantity of registered links may differ from the quantity stated above.
- Any link or channel, which is not identified in a certified passing test report, is not covered by this warranty. This warranty only covers Panduit connectivity hardware and General Cable's PanGen cable as defined in the Certification Plus™ System Warranty Guide (Form #C2-1027) in effect on the date this warranty is issued. All other products used in the registered structured cabling system are excluded.



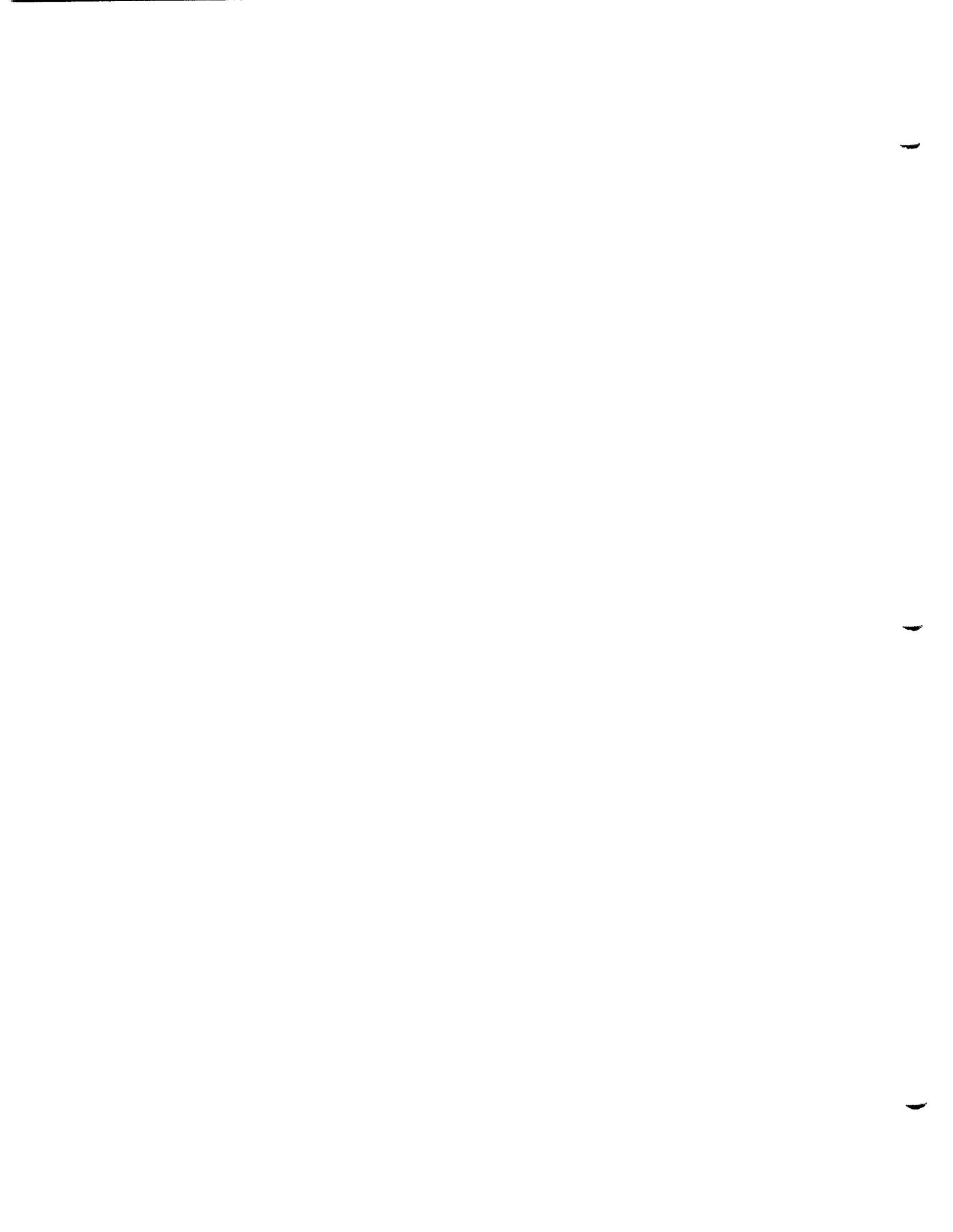


# PanGen<sup>®</sup> SYSTEM WARRANTY

STRUCTURED CABLING SOLUTIONS

- In the event of a performance problem the customer must resolve all non-connectivity hardware and non-cable related causes and contact the original Partner or a Panduit Registered Company to verify that the system has been designed, installed and maintained per the applicable Commercial Building Telecommunications Cabling Standards except where the Panduit Warranty Program Manager has previously authorized exceptions to these standards in writing. If the performance problem persists, the customer should contact the Panduit Warranty Program Manager for corrective action within 10 days of the original performance problem.
- Failure of the customer to submit any warranty claim by filling out a claim form and submitting it to the Panduit Warranty Program Manager at [warranty@panduit.com](mailto:warranty@panduit.com) within thirty (30) days following the expiration of the warranty period shall be an admission by the customer and conclusive proof that the connectivity hardware and cable is in every respect as warranted and shall release Panduit, General Cable and the installation company trained and approved by Panduit from any and all claims for damage or loss sustained by the customer.
- This warranty does not cover defects where the structured cabling system has been subjected to any misuse, abuse, neglect, accidental damage, fire, flood, water submersion, explosion, acts of God, war or terrorism, improper repair, alteration, installation or design, or any other events outside of Panduit's or General Cable's control.
- **THIS WARRANTY DOES NOT COVER THE INSTALLATION OR MAINTENANCE OF THE SYSTEM OR PRODUCTS NOT SPECIFICALLY DESIGNATED FOR USE UNDER THE TERMS OF THE PANGEN<sup>®</sup> SYSTEM WARRANTY. THIS WARRANTY IS VOID IF THE DEFECTIVE LINKS AND/OR CHANNEL IS COMPRISED OF COUNTERFEIT PRODUCTS.**
- Panduit's maximum liability under this warranty or otherwise with respect to the structured cabling system will be limited to the original amount paid by the customer for the Panduit connectivity hardware used in the affected link and/or channel of the structured cabling system and Panduit will have no liability except to the extent the performance failure is due to Panduit connectivity hardware. Subject to foregoing and to the other terms and limitations of this warranty, repair and/or replacement of the connectivity hardware used in the affected link and/or channel of the structured cabling system is Panduit's sole and exclusive obligation and customer's sole and exclusive remedy.
- General Cable's maximum liability under this warranty or otherwise with respect to the structured cabling system will be limited to the original amount paid by the customer for the General Cable's PanGen<sup>®</sup> cable used in the affected link and/or channel of the structured cabling system and General Cable will have no liability except to the extent the performance failure is due to General Cable's PanGen<sup>®</sup> cable. Subject to foregoing and to the other terms and limitations of this warranty, repair and/or replacement of the cable used in the affected link and/or channel of the structured cabling system is General Cable's sole and exclusive obligation and customer's sole and exclusive remedy.
- **THIS WARRANTY IS MADE IN LIEU OF AND EXCLUDES ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, ARISING BY LAW OR CUSTOM, INCLUDING WITHOUT LIMITATION, IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR PARTICULAR USE, NON-INFRINGEMENT OR ANY OTHER MATTER. NEITHER PANDUIT, GENERAL CABLE NOR ANY PARTS SUPPLIER OR DISTRIBUTOR SHALL BE LIABLE FOR ANY OTHER INJURY, LOSS OR DAMAGE, WHETHER DIRECT OR CONSEQUENTIAL, ARISING OUT OF THE USE OF, OR THE INABILITY TO USE, THE SYSTEM. IN NO EVENT WILL PANDUIT OR GENERAL CABLE BE LIABLE FOR ANY INCIDENTAL, EXEMPLARY OR CONSEQUENTIAL DAMAGES, INCLUDING, BUT NOT LIMITED TO DAMAGES FOR LOST DATA, TIME, PROFITS, REVENUES OR ANY OTHER ECONOMIC DAMAGES ARISING OUT OF THE USE OF OR THE FAILURE OF A SYSTEM. THIS CLAUSE SHALL SURVIVE FAILURE OF AN EXCLUSIVE REMEDY.**

• This Agreement shall be governed by and construed in accordance with the laws of the State of Illinois, USA and any disputes hereunder or relating hereto shall be subject to the jurisdiction of the courts of the State of Illinois, USA.





Work Smarter. Maximize Resources.

# About Us



## Who We Are

- An IT company that specializes in voice, video, virtualization, and data center solutions
- A team of highly qualified engineers and support professionals
- A private employer based in the heart of California's Central Valley

## What We Do

- Design, install, and support all aspects of our solutions
- Help our clients achieve higher productivity and cost savings
- Focus on superior service over the longest possible term
- Forge partnerships with our technology partners and clients alike

## What We Believe

- Communication defines every business, non-profit, and government entity.
- Good internal communication facilitates teamwork; good external communication is the cornerstone of superior service.
- Our technology partnerships with Cisco, VMWare, and Nimble Storage form the bedrock of our business. Their product lines give the broadest possible range of options, from simple to complex, focused to robust.
- We are successful when our client's operations improve and they become more effective at what they do.

***Work Smarter.***

***Maximize Resources.***

**Telcion Communications Group®**

Founded in 2002, Telcion Communications Group offers solutions to businesses and organizations in the Central California region that connect people by integrating voice, video, and data, enabling users to work when, where, and how they need.

Whether a current or a prospective customer, Telcion's highly experienced staff is committed to meeting your business communication and technology needs while exceeding your service expectations.

Telcion is dedicated to the continued success and growth of your company.



Work Smarter. Maximize Resources.

## Why Choose Telcion?

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### Our History

- 12+ years of dedicated service to California's Central Valley
- Since the company's inception, tens of thousands of IP phones have been deployed and supported
- Our staff collectively has over 75 years of experience in design, engineering, installation, and support in telecommunications

### Our Expertise

- We have CCIE, CCNP, and PMP certified individuals on staff to ensure the right quality solution is developed for your organizational needs
- We design it right the first time, helping our customers avoid project overruns in time and budget
- We are an engineering-focused company that is driven to quickly respond, assess, and troubleshoot any situation or network-down emergency
- We are a Cisco Premier Partner with certifications in Advanced Collaboration Architecture, Advanced Borderless Network Architecture, and Advanced Unified Computing Technology

### Our Commitment

- We pledge to help our clients embrace new technologies so they can reap the cost savings and benefits
- We focus on delivering and installing projects on time and on budget
- We strive to exceed customer expectations for service and support

## We Can Help!

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With all the differing technologies and solutions available today, we know that going through the assessment of whether you should upgrade or start from scratch can be daunting. We at Telcion would be happy to work with you through the selection process and help you design a solution that will work best for your organization.

### About Lance Reid



Lance Reid is the CEO and co-founder of Telcion Communications Group, driving the company's mission "to embrace the latest technology and inspire our customers so they can reap the benefits." Besides managing the company, he works closely with clients to architect new solutions that solve their specific needs.

Lance has worked in the technology industry for over 20 years and has a history of building successful companies, as well as long-standing partner and client relationships. He has been a longtime advocate of Cisco technologies and was recently named to Cisco's SMB Advisory Board. Lance is a Cisco Certified Internetwork Expert (CCIE) in Collaboration.

For more information, contact

**Darren Rodrigues**  
**[drodrigues@telcion.com](mailto:drodrigues@telcion.com)**  
**209-656-5740**

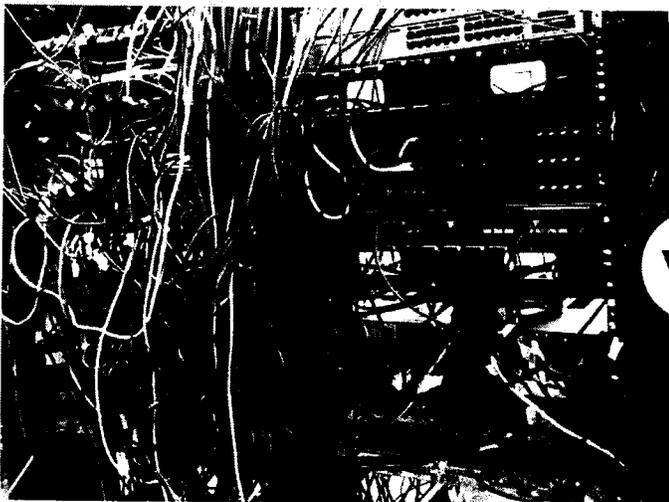
or visit our website at  
**[telcion.com](http://telcion.com)**

# Telcion Structured Cabling

**IN THIS FAST-PACED ERA, where everything is connected to someone or something, your cabling infrastructure supporting your network is more important than ever.**

- ▶ Telcion deploys a broad range of structured cabling solutions throughout California. Our solutions assure customers that their network environment has the foundation for high reliability and availability.
- ▶ Telcion is Panduit/General Cable (PAN/GEN) certified and held to the strict standards and guidelines required to for a proper structured cabling installation. Because of this certification, we can provide a 25-year warranty on the cable upon completion of a project.
- ▶ **Structured Cabling** is an integral part of the Telcion offerings for networking, data center, and security solutions. Being able to offer a point-to-point solution, and everything in between, alleviates some of the costs and headaches associated with dealing with multiple vendors for a network buildout.

## ADHOC CABLING (*before*)



VS

## STRUCTURED CABLING (*after*)



Tangled mess of wires with reduced- to no-visibility of equipment and ports, causing reduced productivity and slower response times when troubleshooting

Damaged or incorrectly terminated cables, causing slow networks speeds and/or downtime

Difficult to update/upgrade existing network or deploy new technology

Clear line of site to equipment and cable pathways allows for much easier port tracing, resulting in higher productivity and quicker resolution of issues



Reduced downtime, maximum network availability enabled by correctly installed and tested cabling



Enables quicker move/add/changes, and allows for quick installs of future network requirements with reduced change errors



# Why Telcion Structured Cabling?

**1 WE'RE LOCAL**  
serving the California region for over 15 years.

**2 WE'RE PAN/GEN CERTIFIED**  
giving you peace-of-mind of a 25-year warranty.

**3 WE'RE COMMITTED**  
Our staff works tirelessly to deliver best-in-class installations that will meet or exceed your expectations.

TELCION OFFERS THE FOLLOWING CABLING SERVICES



We deploy the broadest-possible spectrum of structured cabling standards, including:

- Single Mode and Multimode (OM1, OM3, and OM4)
- Backbone connections, Outside Plant, and Data Center
- Splicing (Fusion and Mechanical)
- End Terminations, including ST/SC/LC (Anaerobic, Mechanical, and Fusion)
- Cat 3, Cat 5 (Cat 5e), Cat 6, & Cat6a (10G)
- Coaxial CCTV/CATV
- Outside Plant (aerial and underground)
- Copper Backbone/Feed
- Copper Splicing
- P.A. Public Address/Paging
- Installation of network racks and cabinets
- Runway infrastructure
- Entrance Protection; Grounding and Bonding
- Cable Management—Support
- Copper Splicing
- Fiber Optic Splicing (Fusion)
- Inner Duct Installation
- Fire Stopping and Penetrations
- Wireless Survey—Passive and Active
- Installation of Wireless Access Points (Indoor and Outdoor, and Point-to-Point)
- Moves, Adds, Changes
- Cabling Remediation and Cleanup
- ISP Extension and Troubleshooting
- ANSI/TIA/EIA Compliant Testing and Labeling
- As Build Drawings Featuring CAD/PDF
- Project Doc
- Bonding and Certification Payroll
- Warranty (PanGen 25 years)
- Site surveys
- Consulting, including Request for Proposal and Request for Quote preparation, evaluation, and compliance

Telcion holds C-7 Contractors License #909973

FOR MORE INFORMATION, CONTACT US AT [SALES@TELCION.COM](mailto:SALES@TELCION.COM)

Telcion Communications Group

**Work Smarter. Maximize Resources. Stay Secure.**

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