



"OUR CHILDREN – OUR FUTURE"

## **Ravenswood City School District**

2120 Euclid Avenue, East Palo Alto, California 94303  
(650) 329-2800 Fax (650) 327-7004

*Board Members:*

Ana Maria Pulido, President  
Sharifa Wilson, Vice President  
Stephanie Fitch, Clerk  
Marielena Gaona-Mendoza, Member  
Tamara Sobomehin, Member

Gina Sudaria  
*Interim Superintendent*

### **NOTICE INVITING PROPOSALS** **School and District Office IT Infrastructure Upgrades**

Notice is hereby given that the Ravenswood City School District (hereinafter referred to as "District"), is requesting proposals for the School and District Office IT Infrastructure Upgrades.

No offer of intent should be construed from this legal notice that the District intends to enter into a contract with the interested company for the acquisition of classroom A/V systems and site paging/intercom/clocks unless, in the sole opinion of the District, it is in the best interest of the District to do so. The District reserves the right to negotiate final contractual terms with the successful company.

Written proposals must be sealed and filed with the Ravenswood City School District, 2120 Euclid Avenue, East Palo Alto, CA 94303 no later than 3:00PM on May 25, 2020. Proposals will not be opened in the public. Proposals will be opened in a non-public opening.

Non-mandatory site walkthroughs will convene on May 11, 2020 at 10:00 AM at the District Office, 2120 Euclid Avenue, East Palo Alto, CA 94303 and on May 12, 2020 at 10:00 AM at 2695 Fordham St, East Palo Alto, CA 94303. The first walkthrough will be through the District Office and Los Robles McNair sites. The second walkthrough will be through the Costaño and Belle Haven school sites.

The Board of Trustees reserves the right to reject any and all proposals and to waive any irregularity therein. Proposals will be studied, and a recommendation will be made to the Board of Trustees at its regular board meeting.

Interested companies may download the RFP #RCSD-P5AV from the District's website at [www.ravenswoodschools.org/rfps](http://www.ravenswoodschools.org/rfps). Questions should be directed to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org).



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*Interim Superintendent*

**April 27, 2020**

To All Interested Parties:

Enclosed, please find this Request for Proposal (RFP) for the School and District Office IT Infrastructure Upgrades, RFP #RCSD-P5AV. Please review the conditions of the RFP and if you have questions, please submit them in writing to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org). All submitted questions and responses will be compiled and posted onto the district website.

**The RFP response is due by May 25, 2020 at 3:00 PM.** Original signature documents must be mailed, or hand delivered to Business Services, 2120 Euclid Ave, East Palo Alto, CA 94303 ATTN: Solomon Hill. Due to the current COVID-19 pandemic, proposers are permitted to submit an electronic searchable PDF of the proposal to the District. The PDF should be secured from the ability to edit the file in the final format. The submission attachment is not to exceed 40MB. If file size is larger than 40MB, submissions are to be split into multiple parts to not exceed the 40MB limit. The electronic version is provided for the District's review and is considered final on the date received. The proposals should be emailed directly to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org). Respondent is responsible for ensuring accurate and timely delivery of proposal.

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**The following must be completed, signed, and returned with RFP Proposal; incomplete packets will not be considered:**

- 1. Response to RFP (see Bidder and Proposal Requirements)**
- 2. Completed Equipment Itemization Checklist**
- 3. List of Billable Materials and Labor Costs**
- 4. Three Client References**
- 5. Documentation of Network or Cabling Certifications**

Thank you for your interest in the Ravenswood City Elementary School District.

Sincerely,

Solomon P. Hill  
Director of Technology  
Ravenswood City Elementary School District  
2120 Euclid Ave  
East Palo Alto, CA 94303  
[rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org)



# Ravenswood City School District

Technology Department  
2160 Euclid Avenue  
East Palo Alto, CA 94303-1799

(650) 329-2800 x60166 – phone

(650) 327-7004 - fax

## **Request for Proposal School and District Office IT Infrastructure Upgrades**

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## **2 Introduction**

The Ravenswood City Elementary School District (RCSD) is inviting proposals from qualified vendors to submit a proposal for site upgrades to four of District locations, where classroom A/V systems and site paging/intercom/clocks will be replaced. The sites where the upgrades will occur are Costaño Elementary (CO), Los Robles McNair Academy (LR), Belle Haven School (BH), and the District Offices (DO). Please submit pricing on items to be furnished by the interested party in accordance with all conditions and specifications.

The #RCSD-P5AV is part of Bond Measure H and S funds that were passed in 2018-19 for modernizing the school district. These funds for IT modernization were split into the following five phases:

**Phase 1:** Phone System Upgrade - District phone system upgrade.

**Phase 2:** RMS IT Infrastructure Upgrades – Ravenswood Middle School IT infrastructure modernization and consolidation of multiple school sites into one site.

**Phase 3:** Backup Datacenter – creation of backup datacenter for servers and connectivity to keep IT systems running during outages.

**Phase 4:** Primary Datacenter Upgrades - modernize and upgrade district servers and services.

**Phase 5:** School and District Office IT Infrastructure Upgrades - IT infrastructure upgrades for all remaining schools.

The Phase 5 project has been divided into multiple RFP's, but are all part of the same project. They have been divided into the following components:

1. Classroom A/V, Clocks and Paging– #RCSD-P5AV
2. IT Infrastructure - #RCSD-P5IT
3. Electrical - #RCSD-P5ELEC
4. Low Voltage Cabling - #RCSD-P5CBL

The RFP response shall be returned to the attention of: Solomon Hill by 3:00PM on May 25, 2020. Original signature documents must be mailed, or hand delivered to Business Services, 2120 Euclid Ave, East Palo Alto, CA 94303 ATTN: Solomon Hill. Due to the current COVID-19 pandemic; proposers are permitted to submit an electronic searchable PDF of the proposal to the District. The submission attachment is not to exceed 40MB. If file size is larger than 40MB, submissions are to be split into multiple parts to not exceed the 40MB limit. The PDF should be secured from the ability to edit the file in the final format. The electronic version is provided for the District's review and is considered final on the date received. The proposals should be emailed directly to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org). Respondent is responsible for ensuring accurate and timely delivery of proposal.

### **2.1 RFP Selection Process**

The selection process will include review and evaluation of proposals by school district staff. Cost will be the primary factor for evaluation, and other criteria include understanding of needs as expressed in the submitted bids, and vendor experience with providing requested services. The

district may bring in outside consultants and/or members of the community to assist with the review of the proposals. A breakdown of evaluation criteria is documented in section the Basis of Award section.

## **2.2 Background**

The District serves about 2,000 students, Pre-kindergarten through eighth grades, from East Palo Alto and East Menlo Park, California. The ethnic make-up of the population is predominantly Hispanic 81%, followed by Pacific Islanders 10%, African American 6%, and other 3%. The district has embarked upon an aggressive initiative to improve the educational opportunities provided to students and their families. The District consistently strives to improve the academic, social, as well as the overall health and economic conditions for the entire Ravenswood community. Ravenswood District has about a 90% free and reduced school lunch rate.

The District currently supports 6 educational sites and a District Office including nearly 2,000 students and an employee base of approximately 500 staff, including 120 classroom teachers. These offices and education sites are connected by a district-supported Local Area Network (LAN) and Wide Area Network (WAN) utilizing 2 Gbps fiber EPL lines to each school site. The current use of our District LAN/WAN can be characterized as follows:

- Transmitting administrative data for managing our staff, schools and students.
- Providing resources for distributing educational content to the classroom.
- Providing access to the Internet for educational purposes.

All of these LAN sites currently have a professionally installed data network infrastructure with Internet access available in every classroom. Our network is setup in a star configuration, where sites are connected via 2 Gbps fiber EPL to the remote sites. All pre-IT upgraded classrooms contain a Cisco 2960CX or Cisco 3560 PoE switch connected to a fiber backplane. Every classroom has 6 strands (3 pairs, all 62.5 micron) of fiber and 1 CAT5e cable that connects the classroom switch to one of the school IDFs (Intermediate Distribution Frame). Because we need to have 1 access point and 1 PoE telephone in each classroom, but only have one CAT 5 going to each classroom, each room with an access point currently has a PoE switch. Each school has between one and nine professionally installed IDFs that are connected to the school MDF with fiber. Existing networked switches and routers are from Cisco Systems, (about 420 total). We have a Cisco CallManager 12.1 VOIP Telephone system.

The District has recently adopted SingleWire InformaCast as its IP-based paging system. InformaCast is a mass notification system that sends messages to on-premises devices and mobile users. We are using InformaCast Fusion 12.7.1 which is tied to our Cisco CallManager phone system.

The district currently utilizes two Cisco 5508 Wireless LAN Controllers running IOS v8.0.110.0 that connects 282 Cisco 1702i, 3502i, 1142N, and 2602i access points to provide 802.11n wireless service. Additionally, a new Cisco 5520 WLC was installed in the Data Center for all newly upgraded and installed WAPs at the Ravenswood Middle School.

The district utilizes both wired desktops and mobile Chromebook carts in classrooms. There are

approximately 3,000 wireless laptops and tablets in use by teachers and students at RCSD. These are by various manufacturers and include 802.11a/g/n/ac capable devices. Models in use include about 200 Apple iPads, various Windows 10 HP staff laptops, and Dell and HP Chromebooks.

The district currently utilizes Windows 2008 Servers for DNS, DHCP, print, file and other network services. Each site has two or more servers to provide primary Active Directory 2008 R2 network services, with a backup server. Staff e-mail is currently provided by a self-hosted Microsoft Exchange 2010 server.

### ***2.3 Qualifications/Minimum Requirements***

The District may award a contract to the firm(s) that, in its sole opinion, is the most capable of providing the range of services described in the RFP and in the long-term best interests of the District. To participate in the District's RFP process and to be considered for this project, the respondent must meet the following minimum requirements:

- Active general contractor's license in California.
- Minimum of \$1 million in bonding capacity for a single project.
- Adequate financial resources to support the range of alternatives anticipated.
- An established record of technical performance on typical projects within California.
- A proven record of on-time and on-budget performance.
- Excellent safety record.
- Established records of the firm's ability to perform the work.
- Qualified, trained, and knowledgeable staff.
- Ability to effectively communicate with the District Governing Board, administration, staff, students, and community, as needed.

The District reserves the right to investigate the qualifications of all firms under consideration and to confirm any part of the information furnished, or to require other evidence of managerial, financial, or technical capabilities that are considered necessary for the successful performance of the services requested as part of this RFP.

### ***2.4 Bidder Requirements***

1. The scope of this contract may be scaled up or down to meet both the amount of received funding and the Ravenswood City School District budget.
2. This Project will be a deliverable-based engagement.
3. RFP responses should be reviewed for accuracy before submission to RCSD since they may not be amended after submission to RCSD. RCSD will not be responsible for errors or omissions in any RFP responses. RCSD reserves the right to reject any and all RFP responses, or to waive any irregularities, or informalities in the RFP process.
4. The Ravenswood City School District reserves the option to terminate service, without penalty and full expectation of refund of any and all proceeds paid prior to date of termination of contract or services for balance of services not rendered.
5. The work of this project will not affect nor interfere with the functionality of the existing infrastructure or live systems until the new implementation has been thoroughly tested and documented and is ready to go into production.

6. Upon selection of a vendor, the District will provide access to various documents and key District personnel relevant to this project, as needed by the selected vendor.
7. The bidder must state their assumptions for this project, including how pricing was calculated and on what it was based. Include any other assumptions used to determine the amount of work necessary to ensure success.
8. Questions should be submitted in writing (preferably e-mail, see address below). Responses will be posted on the RFP webpage at the following address: <http://www.ravenswoodschools.org/rfps> and e-mailed to questioner.
9. The District reserves the right to review resumes, credentials, and approve or disapprove the assignment or reassignment of Vendor personnel.
10. Vendor must:
  - Be authorized in California to supply all requested products and services
  - Have current liability and workers compensation insurance
  - Vendor and subcontractors shall comply with all applicable provisions of the California Labor Code sections 1720-1861, including prevailing wage.
  - Provide three client references for projects of a similar size and scope, preferably in K-12 schools.
11. All work will be in accordance with drawings, specifications, and general contract conditions and subject to funding at a level deemed acceptable by RCSD.
12. The vendor must maintain compliance with any and all legal requirements set forth under the California Public Utilities Commission and the Federal Communications Commission (FCC).
13. The vendor 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.
14. Any RFP responses received after 3:00 PM on May 25, 2020 may be rejected and returned to the firm unopened.
15. The selected vendor will be responsible for managing this project and be expected to use the PMBOK, Project Management Body of Knowledge Best Practices standard.
16. Default by Bidder
  - The District shall hold the vendor/s responsible for any damage that may be sustained because of failure or neglect to comply with any terms or conditions listed herein.
  - If the successful vendor/s fails to furnish or deliver any of the materials, supplies or services listed herein at the prices named and at the time and place herein stated or otherwise fails or neglects to comply with the terms of the RFP, the District may, upon written notice to the vendor/s, cancel the contract/purchase order in its entirety or cancel or rescind any or all items affected by such a default, and may, whether or not the contract is cancelled in whole or in part, purchase the materials supplies or services elsewhere without further notice to the vendor.
17. Hold Harmless Clause
  - The successful vendor agrees to indemnify, defend and save harmless the District, its governing board, its officers, agents, and employees from and against any and all claims, demands, losses, defense costs, or liability of any kind or nature which the District, its offers, agents and employees may sustain or incur or which may be imposed upon them for injury to or death of persons, or damage to property as a result of, arising out of or in subcontractor's performance under the terms of this contract, excepting only liability arising out of the sole negligence of the District.

18. Prevailing Law

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

19. Taxes and Insurance:

- All insurance that may be required shall be included in all bid response quotations. The District is not exempt from California State sales and use taxes. The District is exempt from paying Federal Excise Taxes. California sales tax shall be included in the bid response quotations as a separate line item.

20. Governing Law and Venue

- In the event of litigation, the RFP documents, specification and related matters shall be governed by and construed in accordance with the laws of the State of California. Venue shall be with the appropriate state or federal court located in Santa Clara County.

21. Permits and Licenses

- The successful vendor/s and all of his employees or agent shall secure and maintain in force such licenses and permits as are required by law, in connection with the furnishing of materials, articles or services herein listed. All operations and materials shall be in accordance with the law.

22. Insurance

- The successful vendor/s shall be prepared to provide proof of the required insurance documented in the contract in *Section 16.1* or required by state and federal law. Including the proof of bonding and insurance. If the status of any insurance changes the vendor is required to report this to the district immediately.

23. Performance and Payment Bond

- In order to ensure that any Change Order work will be as fully bonded as work envisioned under the original Contract Documents, the Contractor shall provide, within five (5) days of the Execution Date, written proof, satisfactory to the District, that (1) it has pre-reserved bonding capacity in the amount of One Hundred Fifteen Percent (115%) of the Contract amount; or (2) its bonding company will bond any Change Order work which may be added to the Contract.
- During the period covered by the Contract, if any of the sureties upon the bonds shall become insolvent or unable, in the opinion of the District, to pay promptly the amount of such bonds to the extent to which surety might be liable, the Contractor, within ten (10) days after notice given by the District to the Contractor, shall provide supplemental bonds or otherwise substitute another and sufficient surety approved by the District in place of the surety becoming insolvent or unable to pay. If the Contractor fails within such ten (10) day period to substitute another and sufficient surety, the Contractor shall, if the District so elects, be deemed to be in default in the performance of its obligations hereunder and upon the payment bond, and the District, in addition to any and all other remedies, may terminate the Contract or bring any proper suit or other proceedings against the Contractor and the sureties or any of them, or may deduct from any monies then due or which thereafter may become due the Contractor under the Contract, the amount for which the surety, insolvent or unable to pay as aforesaid, shall have justified

on the bonds, and the monies so deducted shall be held by the District as collateral security for the performance of the conditions of the bonds.

- Corporate sureties on these bonds and on bonds accompanying bids must be admitted sureties as defined in California Code of Civil Procedure section 995.120(a), legally authorized to engage in the business of furnishing surety bonds in the State of California. All sureties and bond forms must be satisfactory to the District. Bond forms are furnished herewith.

#### 24. Proposal Terms and Conditions

- Nothing in this proposal shall be construed to prohibit either party from proposing additional terms and conditions during negotiation of the resulting Contract.
- Any contract that may be developed as a result of this proposal will not become legally binding until it has been approved by the Ravenswood City School District Board of Trustees and signed by the Superintendent or designee.

### ***2.5 Bid Bond***

Accompanying each proposal shall be an original Bid Bond equivalent to 5% of the total RFP project bid. Bond must be in the form provided (see Attachment 16.4), and must be executed by a surety company, which has obtained a Certificate of Authority (Admitted) from the California Department of Insurance. Any condition of limitation placed upon said form of bond, or imperfection in the execution thereof, as herein required, may result in the rejection of that proposal under which said bond is submitted. Said bond shall guarantee that the vendor, if awarded the contract will execute and deliver required Contracts, Bonds and Insurance requirements. Unsuccessful bidder's bid bond will be returned within thirty (30) days upon approval of the Board to the successful bidder. Successful bidder's bid bond will be returned within thirty (30) days upon full execution of all contract documents.

### ***2.6 Completion Date / Notice to Proceed***

Contractor agrees that all work required to be performed by the Contract Documents shall be completed by the milestone dates specified in the "Scope of Work" documents and above in the "Project Timeline". Contractor acknowledges that it shall be liable for liquidated damages as set forth in this Agreement if the Project is not completed by these dates.

### ***2.7 Liquidated Damages***

The completion date and date of milestones is the essence of the Agreement. The Contractor shall complete the Project by the dates specified in the Project Timeline section unless the District agrees in writing to an extension of time through the documented Change Order Process.

Failure to complete the Project within the time and in the manner provided for by the Contract Documents shall subject the Contractor to liquidated damages. The actual occurrence of damages and the actual amount of the damages which the District would suffer if the Project were not completed within the specified times set forth are dependent upon many circumstances and conditions which could prevail in various combinations and, from the nature of the case, it is impracticable and extremely difficult to fix the actual damages. Damages which the District would suffer in the event of delay include, but are not limited to, loss of the use of the Project, disruption of school activities, costs of administration, inspection, costs incurred for project

management, supervision and the loss suffered by the public within the District.

Accordingly, the parties agree that the amount herein set forth shall be presumed to be the amount of damages which the District shall directly incur upon failure of the Contractor to complete the Project within the time specified: Five Hundred Dollars (\$500.00), plus 50% of all project management costs, during or as a result of each calendar day by which the substantial completion of the Project is delayed beyond the date specified in Project Timeline.

If the Contractor becomes liable for liquidated damages under this section, the District, in addition to all other remedies provided by law, shall have the right to withhold any and all retained percentages of payments, and to collect the interest thereon, which would otherwise be or become due the Contractor until the liability of the Contractor under this section has been finally determined. If the retained percentage is not sufficient to discharge all liabilities of the Contractor incurred under this Article, the Contractor and its sureties shall continue to remain liable to the District until all such liabilities are satisfied in full.

If the District accepts any work or makes any payment under this Agreement after a default by reason of delays, the payment or payments shall in no respect constitute a waiver or modification of any Agreement provisions regarding time of completion and liquidated damages.

## ***2.8 Disqualification of Bidder***

A bidder may be disqualified for such reasons as:

1. Having defaulted on a previous contract.
2. Having performed unsatisfactorily on a previous contract, including failure to fulfill the warranty obligations of a previous contract with the District.
3. Failure to include documentation for required proposal certifications
4. Failure to provide at least three client references for projects of a similar size and scope
5. Failure to comply with general proposal specifications as stated below.
6. Failure to meet the dates documented in the Project Timeline without an agree upon change order

## ***3 Project Timeline***

Due to the scale of this project extending across multiple school sites at once, we have decided to split the work schedule and milestones into two distinct phases.

- **Phase 1 work:**
  - Equipment purchasing for all schools and the DO.
  - Costaño (CO) and Bell Haven (BH) to be completed before the start of the new school year, 8/15/20.
  - Proposed order of operation:
    - Cabling and Electrical begin work together. This would be demo of the existing cabling, wall cabinets, removal of whiteboards. Running of new conduit and pathways for electrical and low voltage.
    - AV will need to be in coordination with Cabling for cable pathways and runs for the AV equipment.

- AV and IT come in next to begin work on completed areas if possible.
  - Further planning and infrastructure preparation at Los Robles McNair (LR) and the District Office (DO). (Conduit runs, trenching and possible mounting of IDF cabinets).
- **Phase 2 work:**
  - During the winter and spring breaks of the schools, begin running electrical to the new locations of the IDFs and classrooms at Los Robles McNair (LR).
  - Final preparation of the equipment and site work in preparation to begin full project commencement at LR and DO.
  - The District Office work can begin in April 2021 and must be completed before the end of June 2021.
  - Los Robles McNair to be completed between 6/7/21 and 8/6/21.
- 4/27/20 - RFP Posted
- 5/11/20 – 10:00 am - Site Walk for District Office and Los Robles McNair
- 5/12/20 – 10:00 am - Site Walk for Costaño and Belle Haven
- 5/25/20 – 3:00 pm - Proposal Submittal Deadline
- 6/1/20 - Expected Proposal Selection
- 6/8/20 - Project Commencement – Phase 1
  - 7/20/20 - Milestone 1: Cabling and Electrical work to be completed. (#RCSD-P5CBL and #RCSD-P5ELEC)
  - 8/7/20 - Milestone 2: AV and IT installation to be completed. (IT will be done in #RCSD-P5IT)
  - 8/15/20 - Milestone 3: Final testing and sign-off at CO and BH.
- 8/31/20 - Project Completion Date – Phase 1
- Winter break 2020
  - Determine conduit and trenching requirements at LR and DO locations.
  - Begin electrical work to new receptacle locations.
- Spring break 2021
  - Finalize low voltage and electrical pathways at the LR and DO sites.
  - Order any remaining supplies and equipment.
  - Begin equipment and system prep for the construction to begin in June 2021.
- 4/12/21 – District Office - Project Commencement – Phase 2
  - 4/23/21 - Milestone 1: Remodel of the MDF to be completed.
  - 5/7/21 - Milestone 2: Cabling and Electrical pathways and new conduit in place. (#RCSD-P5CBL and #RCSD-P5ELEC)
  - 5/17/21 - Milestone 3: All IDF racks and cabinets installed. (#RCSD-P5CBL)
  - 5/31/21 - Milestone 4: Cabling to all IDFs, MDF and other locations complete. (#RCSD-P5CBL)
  - 6/11/21 - Milestone 5: Installation of all IT and AV equipment.
  - 6/25/21 - Milestone 6: Final testing and sign-off at the DO.
- 6/7/21 – LR Project Commencement – Phase 2
  - 7/12/21 - Milestone 1: Cabling and Electrical work to be completed
  - 7/30/21 - Milestone 2: AV and IT installation to be completed. (IT will be done in #RCSD-P5IT)
  - 8/6/21 - Milestone 3: Final testing and sign-off at LR
- 8/31/21 - Project Completion Date – Phase 2

#### **4 Project Executive Summary**

The Ravenswood City School District will be performing site upgrades to four of their locations, where classroom A/V systems and site paging/intercom/clocks will be replaced. The sites where the upgrades will occur are at Costaño Elementary, Los Robles McNair Academy, Belle Haven School, and the District Offices. During these upgrades there will also be upgrades to the cabling, electrical and network infrastructure, included on separate RFPs. The Ravenswood City School District has retained Think Connected to assist with design and procurement of upgrades to all classroom A/V and paging systems at these sites.

#### **5 Project Key Objectives**

1. Replace and upgrade A/V systems for about 103 total classrooms, offices, and libraries across all four sites.
2. All classrooms and other areas on the four campuses will need to have a new clock/intercom/paging speaker installed. There is estimated to be 162 total classrooms.
3. Outdoor areas will need a speaker installed so that paging can be heard around the campuses. The count of outdoor speaker locations is estimated to be 36 total.

#### **6 Project Scope of Work**

The below sections describe the scope of work for the project.

##### **6.1 General Requirements/Information**

1. Vendor's proposed solution should include any necessary training, technical support, equipment installation and configuration, taxes, shipping costs, cabling and trash removal to complete installation and integration with the existing network systems.
2. All equipment in vendor's proposal must be new equipment purchased from an authorized seller. No grey market or used equipment will be considered.
3. All equipment must be locally controllable. No purely cloud-based solutions will be considered.
4. Warranties and support for all items should have the longest possible terms included.
5. During the site walk with vendors, the exact locations of all clocks, phones and A/V equipment will be identified and documented.
6. All equipment should be ordered and arrived on time within the timeline of the project.
7. Equipment purchasing and storage
  - a. We are requesting all equipment to be ordered in the current fiscal year (before June 30, 2020) to maintain consistency with product models.
  - b. The priority of equipment should accommodate the CO and BH location as priority if there is a delay in ordering the full quantity at once.
  - c. It will be the requirement of the chosen vendor to store the equipment planned for deployment in 2021. Include any storage fees in your proposal if necessary.

##### **6.2 Clock/Paging/Intercom**

1. Proposal should include the equipment and installation of indoor classroom clocks and speakers compatible with InformaCast. Model should be similar in functions to the Advanced Network Devices – IPSWD clock/speaker.
  - a. Features need to include:

- i. Digital clock format.
  - ii. Ability for InformaCast to send scrolling messages.
  - iii. Powered by PoE+
  - iv. Microphone included for talkback.
  - v. Should include all mounting kits and hardware needed for installation.
  - vi. Include all required licensing for InformaCast.
  - vii. Speakers are to be configured on the existing InformaCast system.
  - viii. Include other software licenses or support (7 years or equivalent).
- b. All clock locations will need to have speakers that are loud and clear with an occupied classroom of students.
- i. Clocks are to be mounted over in-wall legacy speakers where applicable. The goal is to hide no longer used speakers for aesthetic purposes.
- c. Each of the four sites will need clocks shown on the maps below. **Figures 1-4**
- i. 45 indoor clock/speakers at Costaño
  - ii. 33 indoor clock/speakers at Los Robles McNair
  - iii. 53 Indoor clock/speakers at Belle Haven
  - iv. 31 Indoor clock/speakers at RCSD District Offices

# Costano Indoor Clock and Speaker Locations

45 Clock/Speakers



***Figure 1: 45 Indoor Clock Locations at Costano***



Los Robles McNair  
 Indoor Clock and Speaker  
 Locations

33 Clock/Speakers

*Figure 2: 33 Indoor Clock Locations at Los Robles McNair*



## Belle Haven Indoor Clock Locations



53 Total Indoor Clocks

*Figure 3: 53 Indoor Clock Locations at Belle Haven*



## District Office Indoor Clock Locations



31 Total Indoor  
Clocks

***Figure 4: 31 Indoor Clock Locations at the District Office***

- d. Cabling for the clocks will be provided by RFP – #RCSD-P5CBL and not needed for this bid.
- e. 162 clock/speakers total will be needed at the locations identified.
- f. Patch cables to connect each clock to the network are needed for this proposal.
- g. Additional notes about the clock locations:
  - i. Classroom Clocks
    - 1. Each classroom will have one clock. The clock will be generally located above the TV in each classroom where there is space. In areas such as portables, the clocks are to be mounted on the

- opposite wall facing the door.
  - 2. During the walkthrough, each of these locations will be pointed out and documented.
  - 3. The speakers on the clocks need to be loud enough to be heard throughout the room full of students.
- ii. Offices
    - 1. Some offices will need a clock and these are marked on the maps.
    - 2. These exact locations will also be identified during the walkthrough.
  - iii. Gyms / Libraries / Kitchens / Misc. areas
    - 1. The speakers will need to be loud enough to fill the room.
    - 2. The locations are identified on the maps.
    - 3. These exact locations will also be identified during the walkthrough.
2. Solution will include outdoor speakers and paging for the areas shown on the maps below (Figure 5-9):
- a. 10 outdoor speakers at Costañó
  - b. 8 outdoor speakers at Los Robles McNair
  - c. 10 outdoor speakers at Belle Haven
  - d. 8 outdoor speakers at RCSD district offices



***Figure 5: 8 Outdoor Speaker Locations at Costaño***



Los Robles McNair  
Outdoor Sound  
Areas

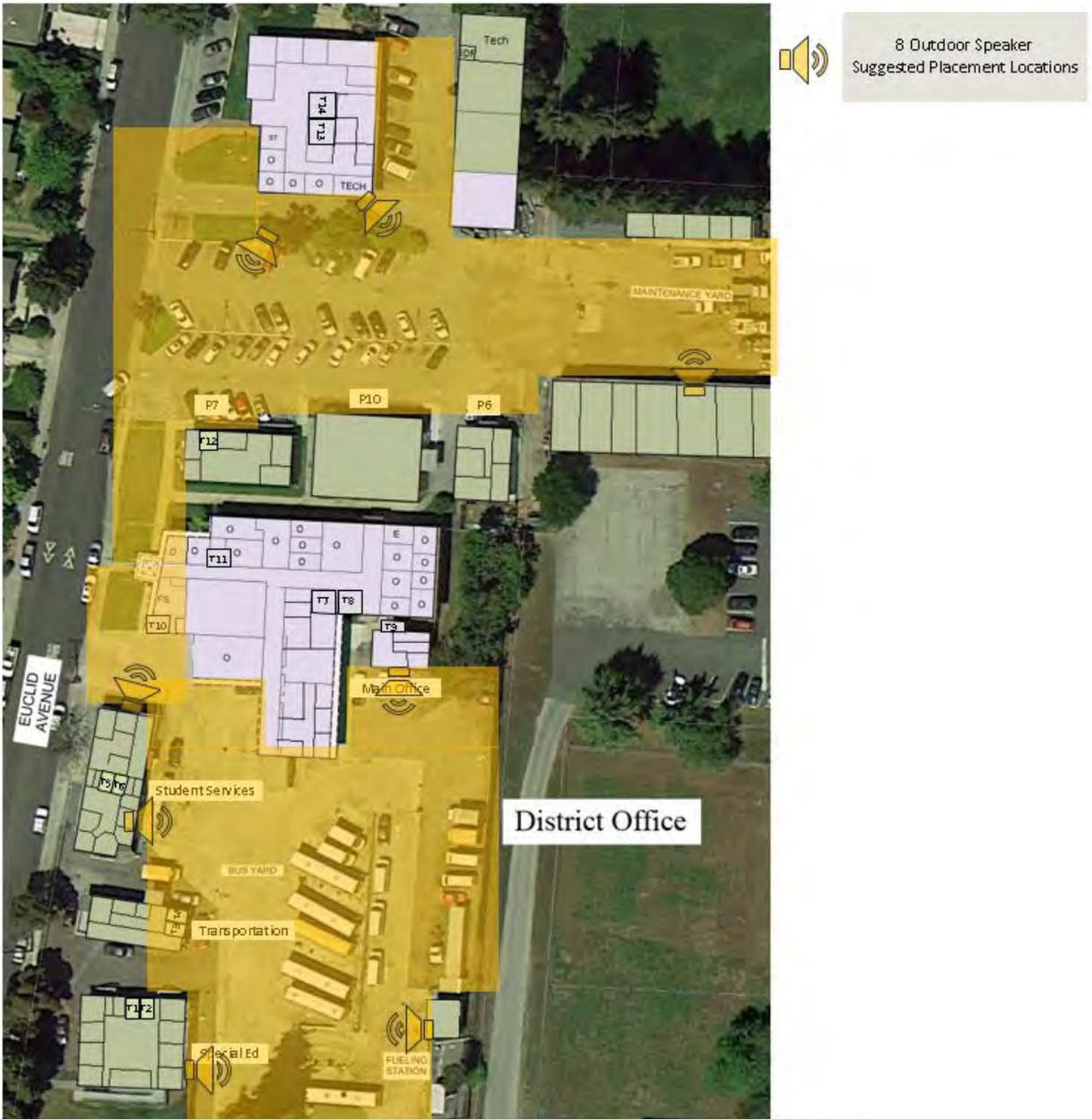


***Figure 6: 8 Outdoor Speaker Locations at Los Robles McNair***



10 Outdoor Speakers  
Suggested Placement Locations

**Figure 7: 10 Outdoor Speaker Locations at Belle Haven**



**Figure 8: 8 Outdoor Speaker Locations at the District Office**

- a. Speaker model should similar in functions to Advanced Network Devices Model – IPSWS-SM-0.
- b. Solution will include outdoor speakers compatible with InformaCast software.
- c. Map shows locations for mounting the speakers. Proposed solution will need to recommend models of speakers that are loud enough to fill each area marked on the map.
- d. Cabling to the locations will be provided by RFP #RCSD-P5CBL
  - a. Patch cables to connect each speaker to the network are needed for this proposal.
  - e. Each speaker should have the ability to adjust volume independently.
  - f. All mounting and installation will be required. Any hardware needed for mounting

the speaker should be included in the proposal.

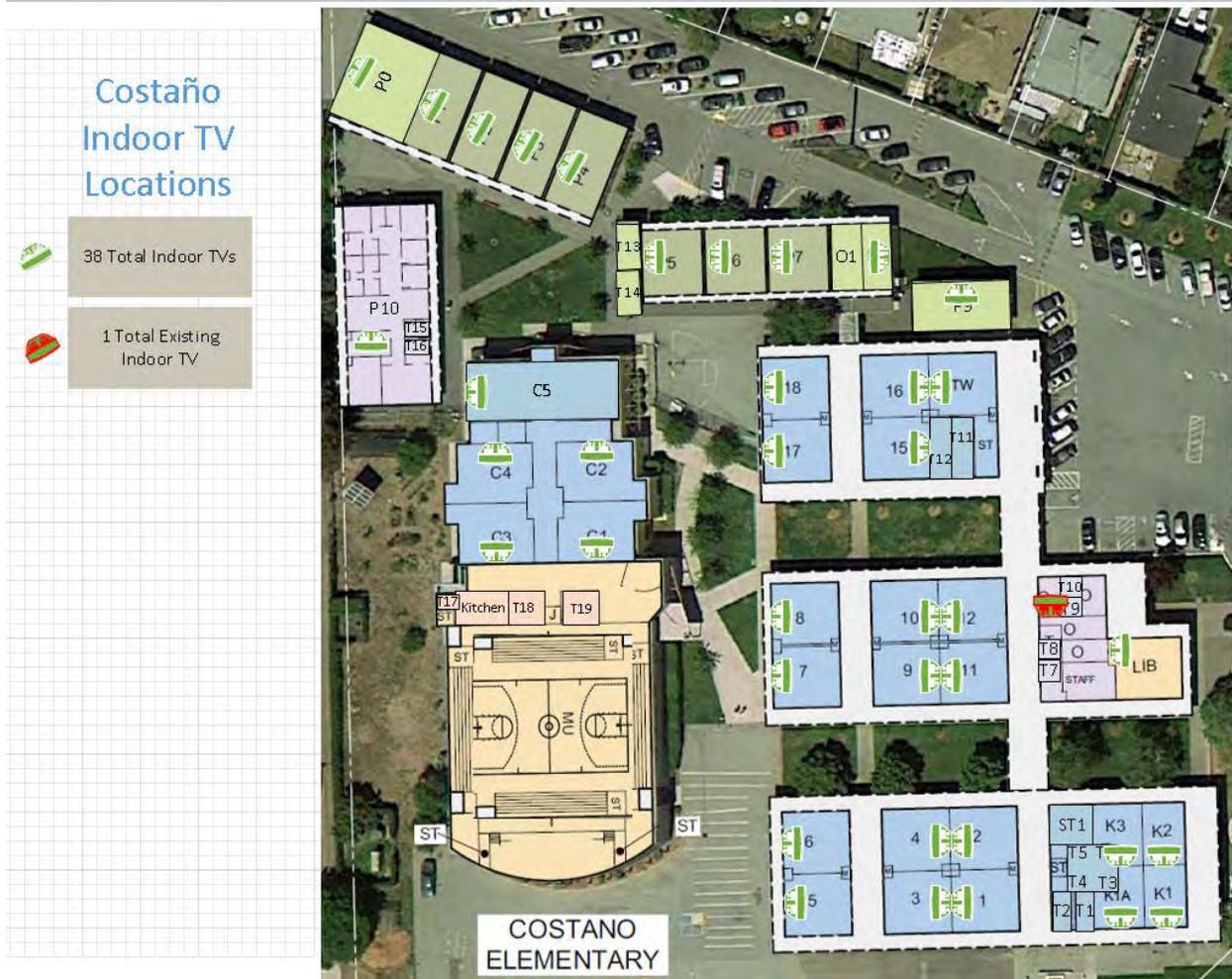
- g. Speaker should be powered with PoE+. A PoE+ port will be available for the speakers.
3. 36 speakers total will be needed at the locations identified.
4. Solution will include any additional equipment needed for the clocks, paging, etc. Including any paging relays (if needed), mounting equipment, licensing, and support.
5. Proposed solution should include installing and setting up the clocks and speakers in InformaCast.
6. Vendor should perform test paging and test alarms, to confirm all locations are the proper volume level.
7. Training of the IT staff should be included on how to use and test the speakers and clocks.
8. Solution should include perpetual licenses for all software and equipment, including InformaCast.
9. Vendor should include the longest terms available for all support contracts.

### **6.3 Room Installations and Setup**

1. Vendor will propose a solution to be implemented for specified instructional classrooms, libraries, and meeting rooms at each of the schools and district office locations.
2. Proposal must include a centralized A/V control system, with speakers capable of accepting input from 4K HDMI (with stereo audio), wireless microphone, document camera and HDMI screen casting device, and project it to a TV screen no smaller than 80 inches diagonally and amplified audio to the speakers.
3. The A/V control system must include:
  - a. Mountable and concealable switching and audio amplification component.
  - b. IP based control unit that can be managed and configured over the network.
  - c. Proposal should include patch cable to connect to network.
  - d. Have at least two local HDMI inputs.
  - e. Centralized switching between sources and control systems with stereo audio amplification. Must support up to six common A/V sources connected at once with seamless switching between the devices.
    - i. A/V sources includes (but not limited to):
      1. Document camera
      2. HDMI devices
      3. Wireless/ RF microphone
      4. Screen casting device (HDMI) compatible with Windows
      5. Speaker volume must be exceptionally loud and without distortion/noise.
  - f. Switching wall plates with the ability to transmit 4k video and audio. This should be mounted at the same height as the light switches. Locations to be documented during the walkthrough.
  - g. Low-latency between the audio speakers and the TV screen.
  - h. At least 50 watt rms audio amplifier.
  - i. Supports Web/Network-based monitoring and rapid problem resolution.
  - j. Transmit audio and video signals over a single CAT6 shielded twisted pair cable is a plus.
  - k. Simple setup is a plus.

- l. Energy Star Rating is required.
  - m. Similar to Extron WallVault Digital Classroom A/V systems.
4. Solution should include labor and equipment required for installation of the wall plate for HDMI access for the teacher (similar to the Extron EBP 100 or equivalent).
5. During the walkthrough the following locations will be marked for each room:
  - a. Wall plate for the control system (TV on/off, volume control, input control).
  - b. Wall plate for the two HDMI inputs.
  - c. TV
  - d. Speakers.
6. TV requirements:
  - a. Screen Ratio: 16:9
  - b. Screen diagonal measurement 80-85 inch
  - c. Minimum resolution: 4K
  - d. Wall mount with vertical angle/tilt adjustment (such as SmartMount Universal Tilt Wall Mount - ST680(P) or equivalent).
  - e. Energy Star Rating is required (operates 8 hour per school day).
  - f. Compatible with the Extron type controller so it can be powered on and off with the wall plate.
7. Microphone requirements:
  - a. Use wireless/RF technology.
  - b. Long battery life/ Energy efficient. (Target of 8 hour battery life)
  - c. Wearable
  - d. Be able to move around the classroom.
  - e. Integrates well with the A/V control system above.
  - f. Should be easy to use for teachers.
  - g. Similar to Extron voice lift model VLM 3002H
8. Document camera requirements:
  - a. **NOTE:** It is required that the proposed document camera be demonstrated to work and be fully compatible with a full classroom setup before an order is placed for the full quantity. A typical classroom setup will be able to be used at Ravenswood Middle School for the demo.
  - b. Zoom capability
  - c. Light weight
  - d. Ultra HD - Minimum Effective Pixel 3840H x 2160V
  - e. HDMI In and HDMI Out capability.
  - f. Integrates well with the A/V control system above.
  - g. Must be able to reliably pass through HDMI 4K video at the press of a button.
  - h. A high quality and durable 10 foot HDMI cable is to be included.
9. Screencast requirements:
  - a. Work with Windows devices
  - b. Similar to the Microsoft wireless display adapter.
10. Installation
  - a. A new single-gang 15A receptacle will need to be provided in a separate RFP for each TV and be wall mounted behind the TV.
  - b. Network data ports will be provided for each A/V system in a separate RFP.
    - i. The A/V system is to be installed over the data ports to preserve the aesthetics of the rooms.

- c. All devices (TV, microphone, document camera, A/V system, screencast device) are to be inventoried, labeled, and asset tagged.
  - d. All cables during the installation are expected to be hidden in the walls where possible.
  - e. Where applicable, TVs software must be secured to prevent open screen sharing and casting.
  - f. Switching wall plate is to be labeled with all applicable inputs.
  - g. Install is expected to include configuration of each A/V unit per the District's requirements.
11. All equipment should include at least a five year warranty or longer.
12. Each of the four sites will need the complete AV system install shown on the maps below unless otherwise specified. **Figures 9-12**
- a. 38 TVs and AV Systems at Costaña
  - b. 25 TVs and AV Systems at Los Robles McNair
  - c. 39 TVs and AV Systems at Belle Haven
  - d. 1 TV and AV System at RCSD district offices



*Figure 9: 38 TV and A/V System Locations at Costaña*



Los Robles  
McNair  
Indoor TV  
Locations



25 Total Indoor TVs



1 Total Existing  
Indoor TV

***Figure 10: 25 TV and A/V System Locations at Los Robles***



*Figure 11: 39 TV and A/V System Locations at Belle Haven*



*Figure 12: 1 TV and A/V System Location at the District Office (P6)*

## **7 Equipment Itemization Checklist**

1. Vendors should include list of billable materials
2. Vendor can use the below tables to verify all items are included
3. Vendor should include a breakout of labor costs
4. Taxes need to be included

**7.1 Outdoor Speakers**

<b>Equipment and labor checklist</b>	
36 - Outdoor speakers	
36 - Mounting hardware for speakers	
36 - Speaker warranty and support	
36 - InformaCast license for speakers	
36 - Patch cables	

**7.2 Indoor Clocks**

<b>Equipment and labor checklist</b>	
162 - Clock/Speakers	
162 - Mounting equipment for clock/speakers	
162 - Clock warranty and support	
162 - InformaCast license for the clocks	
162 - Patch cables	

**7.3 Classroom Setup**

<b>Equipment and labor checklist</b>	
103 - 80-85" TV with mounting equipment/hardware	
103 - Speakers and equipment needed for mounting speakers	

103 - Controller, HDMI input switcher, cable to connect to TV, and input face plate	
103 - Wireless Mic	
103 - Screencast hardware and software	
103 - Document camera	
103 - 10' HDMI Cables	
103 - Patch cables to connect A/V control system to network	

#### ***7.4 Status Meetings and Project Updates***

Vendors will be required to keep the District updated on the progress of work with status meetings and email progress updates. One hour status meetings will be scheduled each week typically at the beginning of the week. Vendor shall be prepared to join these meetings each week. These meetings will be scheduled based on the vendor's availability. In addition, all subcontractors actively working on tasks shall be required to join the calls and provide regular status updates to the work being performed. At the end of the week vendors should email a high level status update on tasks completed during the week.

#### ***8 Contract***

A sample contract is shown in the section **Attachment 1: Contract**. All vendors should be ready to agree to the terms of this contract. Changes to the contract can be requested in the RFP response.

#### ***9 Payment***

The District agrees to pay the Contractor in current funds for the performance of the agreement the amount proposed in this bid and including approved change orders.

All equipment will be paid once receipt of a tracking number and a list of the inventory is provided to the District. The District can approve payment for equipment up front, but this cannot exceed 50% of the value documented in the Bill of Materials (BOM).

#### ***10 Performance Billing***

This project will require labor to be billed based on progress of completion. When submitting invoices, vendors should document to which milestone the cost of labor applies.

#### ***11 Invoice Submission Process***

All invoices will be sent to the following email address: [rcsd-phase5@ravenswoodschools.org](mailto:rcsd-phase5@ravenswoodschools.org). To ensure timely turnaround please be sure to have the information below included and the form attached. Please see the form in the section **Attachment 3: Invoice Form**.

All invoices must include the following:

- 1) Project ID #
- 2) Project Section or Milestone # (see timeline)
- 3) PO#
- 4) Amount invoiced
- 5) Work performed or BOM
- 6) Tracking number of equipment ordered (optional)
- 7) Amount remaining to be invoiced

## ***12 Equipment Ordering***

Equipment should be ordered immediately upon acceptance of the project so that any delay in ordering or shipping can be scheduled. If delays in ordering or delivery of equipment occur, the district must be notified immediately. If the delay causes a timeline change, submit a Change Order request using the below process.

## ***13 Change Order Process***

Any changes to materials, services, or milestone dates after contract award shall be documented in writing using the form shown in **Attachment 2: Change Order Form** and shall be considered valid when approved in writing by the District. The form should be filled out and emailed to: [rcsd-phase5@ravenswoodschools.org](mailto:rcsd-phase5@ravenswoodschools.org). Key information that needs to be included:

- 1) Nature of the change
- 2) Name of the person and company requesting the change
- 3) The items or section in the SoW will be changed
- 4) Costs associated with the change
- 5) Impact on the total cost of the project
- 6) Estimated impact on the timeline of project

## ***14 Basis of Award***

1. The District will not award this project based solely on lowest bid, but rather lowest qualified bidder and the following weighted criteria will be taken into account:
  - a. Price of the goods and services 40%
  - b. Prior Experience with vendor and references 15%
  - c. Vendor Project Technical Design 30%
  - d. Vendor Local Support 10%
  - e. Environmental 5%
2. The Ravenswood City Elementary School District reserves the right to reject any and all quotations.

**15 Appendix A: Submittal Form**

**COMPANY NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**PHONE #:** \_\_\_\_\_ **FAX #:** \_\_\_\_\_

**AUTHORIZED AGENT SIGNATURE:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**Reference 1:**

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE #: \_\_\_\_\_

**Reference 2:**

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE #: \_\_\_\_\_

**Reference 3:**

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE #: \_\_\_\_\_

**Submittal**

1. Proposals submitted via mail or delivered are to contain 1 original hard copy, and 5 stapled or bound copies in 8-1/2" x 11" binders with any supporting documentation.
  - a. In addition to the aforementioned paper copies, please provide an electronic (preferably PDF) copy of the proposal via USB flash or e-mail to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org).
2. Proposals submitted via email are to be secured from the ability to edit the file in the final format. The file is to be in a searchable PDF format.
3. Responses must be submitted via mail, delivered, or emailed by 3:00PM on May 25, 2020 to:

**ATTN: Solomon Hill  
Business Office  
Ravenswood City School District  
2120 Euclid Avenue  
East Palo Alto, CA 94303  
[rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org)**

***16 Attachments***  
***16.1 Attachment 1: Contract***

**PROFESSIONAL SERVICES AGREEMENT**

**Project: #RCSD-P5AV**

**AGREEMENT BETWEEN RAVENSWOOD CITY SCHOOL DISTRICT AND  
[VENDOR]**

This Vendor Contract ("Agreement" or "Contract") is made as of the date in the year **2020**, between the **Ravenswood City School District** ("District") and **[VENDOR]**. ("Vendor"). The District and Vendor may be individually referred to herein as a "Party" or collectively referred to herein as the "Parties."

**RECITALS**

**WHEREAS**, absent an exception or exclusion, competitive solicitation is required when contracting for Goods and Services in excess of the State bid limit, adjusted annually for inflation;

**WHEREAS**, the District is authorized to contract with and employ any persons for the furnishing of special and professional services and advice if those persons are specially trained and experienced and competent to perform the services required;

**WHEREAS**, the District is in need of PROJECT and the Vendor warrants that it is specially trained, licensed and experienced and competent to perform the services required by the District;

**WHEREAS**, the Vendor agrees to perform the services described in this Agreement in accordance with the standards of its profession, to District's satisfaction, and in accordance with this Agreement.

**NOW, THEREFORE**, the Parties agree as follows:

- 1. Availability of funds and budget and fiscal provision and termination in the event of non-appropriation.**
  - 1.1. This Agreement is subject to the budget and fiscal policies, regulations, and practices of the District.
  - 1.2. The amount of the District's obligation hereunder shall not at any time exceed the amount herein stated.
  - 1.3. The District has no obligation to renew this Agreement after expiration of its term. If funds are appropriated for a portion of a fiscal year, this Agreement will terminate, without penalty, at the end of the term for which funds are appropriated.
  - 1.4. This section controls against any and all other provisions of this Agreement.
- 2. Services.** Vendor shall furnish to the District the following services, as more fully described in **Exhibit "A,"** attached hereto and incorporated herein by this reference ("Services" or "Work"): **"Statement of Work for PROJECT" dated DATE.**
- 3. Term.** Vendor shall commence providing Services under this Agreement on **DATE**, and will diligently perform as required or requested by District as applicable. The term for these Services shall expire on **DATE**. This Agreement may be extended upon mutual approval of both Parties in writing on an annual basis to the extent permissible under applicable law.
- 4. Services Vendor Agrees To Perform.** See **"Exhibit A – "Statement of Work for PROJECT" dated DATE**
- 5. Submittal of Documents.** The Vendor shall not commence the Work under this Agreement until the Vendor has submitted and the District has approved the certificate(s) and affidavit(s), and the endorsement(s) of insurance required as indicated below:



be performed, findings obtained, reports and recommendations prepared in accordance with generally and currently accepted principles and practices of its profession for services to California school districts. Vendor's Services will be performed with due care and in accordance with applicable law, code, rule, regulation, and/or ordinance.

- 11.2. Vendor hereby represents that it possesses the necessary professional capabilities, qualifications, licenses, skilled personnel, experience, expertise, and financial resources, and it has available and will provide the necessary equipment, materials, tools, and facilities to perform the Services in an efficient, professional, and timely manner in accordance with the terms and conditions of the Agreement.
- 11.3. Vendor shall be responsible for the professional quality, technical accuracy, completeness, and coordination of the Services, and Vendor understands that the District relies upon such professional quality, accuracy, completeness, and coordination by Vendor in performing the Services.
- 11.4. Vendor shall ensure that any individual performing work under the Agreement requiring a California license shall possess the appropriate license required by the State of California. All personnel shall have sufficient skill and experience to perform the work assigned to them.

12. **Originality of Services.** Vendor agrees that all technologies, formulae, procedures, processes, methods, writings, ideas, dialogue, compositions, recordings, teleplays and video productions prepared for, written for, or submitted to the District and/or used in connection with this Agreement, shall be wholly original to Vendor and shall not be copied in whole or in part from any other source, except that submitted to Vendor by District as a basis for such services.

13. **Copyright/Trademark/Patent.** Vendor understands and agrees that all matters produced under this Agreement shall become the property of District and cannot be used without District's express written permission. District shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark and/or patent of said matter in the name of the District. Vendor consents to use of Vendor's name in conjunction with the sale, use, performance and distribution of the matters, for any purpose and in any medium.

14. **Termination.**

- 14.1. **Without Cause by District.** District may, at any time, with or without reason, terminate this Agreement and compensate Vendor only for services satisfactorily rendered and equipment delivered and encumbered to the date of termination. Written notice by District shall be sufficient to stop further performance of services by Vendor. Notice shall be deemed given when received by the Vendor or no later than three days after the day of mailing, whichever is sooner.
- 14.2. **With Cause by District.** District may terminate this Agreement upon giving of written notice of intention to terminate for cause. Cause shall include:
  - 14.2.1. material violation of this Agreement by the Vendor; or
  - 14.2.2. any act by Vendor exposing the District to liability to others for personal injury or property damage; or
  - 14.2.3. Vendor is adjudged a bankrupt, Vendor makes a general assignment for the benefit of creditors or a receiver is appointed on account of Vendor's insolvency.

Written notice by District shall contain the reasons for such intention to terminate and, unless within three (3) calendar days after that notice the condition or violation shall cease or satisfactory arrangements for the correction thereof be made, this Agreement shall upon the expiration of the three (3) calendar days cease and terminate. In the event of this termination, the District may secure the required Services from another Vendor. If the expense, fees, and/or costs to the District exceeds the cost of providing the Services pursuant to this Agreement, the Vendor shall immediately pay the excess expense, fees, and/or costs to the District upon the receipt of the District's notice of these expense, fees, and/or costs. The foregoing provisions are in addition to and not a limitation of any other rights or remedies available to District.

- 14.3. Upon termination, Vendor shall provide the District with all documents produced maintained or

collected by Vendor pursuant to this Agreement, whether or not such documents are final or draft documents.

**15. Indemnification**

To the furthest extent permitted by California law, Vendor shall defend, indemnify, and hold free and harmless the District, its agents, representatives, officers, Vendors, employees, trustees, and volunteers (“the indemnified parties”) from any and all claims, demands, causes of action, costs, expenses, liability, loss, damage or injury of any kind, in law or equity, including without limitation the payment of all consequential damages (“Claim”), arising out of, pertaining to or relating to, in whole or in part, the negligence, recklessness, errors or omissions, or willful misconduct of Vendor, its officials, officers, employees, subcontractors, Vendors, or agents directly or indirectly arising out of, connected with, or resulting from the performance of the Services or from any activity, work, or thing done, permitted, or suffered by the Vendor in conjunction with this Agreement. The District shall have the right to accept or reject any legal representation that Vendor proposes to defend the indemnified parties.

**16. Insurance.**

16.1. The Vendor shall procure and maintain at all times it performs any portion of the Services the following insurance with minimum limits equal to the amount indicated below.

16.1.1. **Commercial General Liability and Automobile Liability Insurance.** Commercial General Liability Insurance and Any Auto Automobile Liability Insurance that insure against all claims of bodily injury, property damage, personal injury, death, advertising injury, and medical payments arising from Vendor's performance of any portion of the Services. (Form CG 0001 and CA 0001)

16.1.2. **Workers' Compensation and Employers' Liability Insurance.** Workers' Compensation Insurance and Employers' Liability Insurance for all of its employees performing any portion of the Services. In accordance with provisions of section 3700 of the California Labor Code, the Vendor shall be required to secure workers' compensation coverage for its employees. If any class of employee or employees engaged in performing any portion of the Services under this Agreement are not protected under the Workers' Compensation Statute, adequate insurance coverage for the protection of any employee(s) not otherwise protected must be obtained before any of those employee(s) commence performing any portion of the Services.

16.1.3. **Professional Liability (Errors and Omissions).** Professional Liability (Errors and Omissions) Insurance as appropriate to the Vendor's profession. -

Type of Coverage	Minimum Requirement
<b>Commercial General Liability Insurance</b> , including Bodily Injury, Personal Injury, Property Damage, Advertising Injury, and Medical Payments	
Each Occurrence	\$ 1,000,000
General Aggregate	\$ 2,000,000
<b>Automobile Liability Insurance - Any Auto</b>	
Each Occurrence	\$ 1,000,000
General Aggregate	\$ 2,000,000
<b>Professional Liability</b>	\$ 2,000,000
<b>Workers Compensation</b>	Statutory Limits
<b>Employer's Liability</b>	\$ 1,000,000

16.2. **Proof of Carriage of Insurance.** The Vendor shall not commence performing any portion of the Services until all required insurance has been obtained and certificates indicating the required coverage's have been delivered in duplicate to the District and approved by the District. Certificates and insurance policies shall include the following:

16.2.1. A clause stating: “This policy shall not be canceled or reduced in required limits of liability or amounts of insurance until notice has been mailed to the District, stating date of cancellation or reduction. Date of cancellation or reduction shall not be less than thirty (30) days after date of mailing notice.”

- 16.2.2. Language stating in particular those insured, extent of insurance, location and operation to which insurance applies, expiration date, to whom cancellation and reduction notice will be sent, and length of notice period.
- 16.2.3. An endorsement stating that the District and the State and their representatives, employees, trustees, officers, and volunteers are named additional insureds under all policies except Workers' Compensation Insurance, Professional Liability, and Employers' Liability Insurance. An endorsement shall also state that Vendor's insurance policies shall be primary to any insurance or self-insurance maintained by District.
- 16.2.4. All policies shall be written on an occurrence form, except for Professional Liability which shall be on a claims-made form.
- 16.3. **Acceptability of Insurers.** Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A: VII, unless otherwise acceptable to the District.
17. **Payment Does Not Imply Acceptance of Work.** No payment shall in any way lessen the liability of Vendor to remedy or replace unsatisfactory work, service, products, equipment, or materials, if the unsatisfactory character of such work, service, products, equipment or materials was not detected at the time of payment. Service, products, materials, equipment, components, or workmanship that do not conform to the requirements of this Contract may be rejected by the District and in such case must be remedied or replaced by Vendor without delay at no additional cost to the District. Nothing in this Section shall preclude, limit, or waive any other remedy or remedies available to the District.
18. **Assignment.** The obligations of the Vendor pursuant to this Agreement shall not be assigned by the Vendor.
19. **Compliance with Laws.** Vendor shall observe and comply with all rules and regulations of the governing board of the District and all federal, state, and local laws, ordinances and regulations. Vendor shall give all notices required by any law, ordinance, rule and regulation bearing on conduct of the Work as indicated or specified. If Vendor observes that any of the Work required by this Contract is at variance with any such laws, ordinance, rules or regulations, Vendor shall notify the District, in writing, and, at the sole option of the District, any necessary changes to the scope of the Work shall be made and this Contract shall be appropriately amended in writing, or this Contract shall be terminated effective upon Vendor's receipt of a written termination notice from the District. If Vendor performs any work that is in violation of any laws, ordinances, rules or regulations, without first notifying the District of the violation, Vendor shall bear all costs arising therefrom.
20. **Labor Code Requirements.** Vendor and its subcontractors shall comply with all applicable provisions of the California Labor Code sections 1720-1861, without limitation, the payment of the general prevailing per diem wage rates for public work projects (including repairs and maintenance, where applicable) of more than one thousand dollars (\$1,000). Copies of the prevailing rate of per diem wages are on file with the District/COE. In addition, the Vendor and each subcontractor shall comply with Sections 1735, 1777.5 and 1777.6, forbidding discrimination, and Sections 1776, 1777.5 and 1777.6 concerning the employment of apprentices by Vendor or subcontractors. Willful failure to comply may result in penalties, including loss of the right to bid on or receive public works contracts. **Registration:** As applicable, Vendor and its subcontractors shall comply with the registration and qualification requirements pursuant to sections 1725.5 and 1771.1 of the California Labor Code. **Certified Payroll Records:** Vendor and its subcontractor(s) shall keep accurate certified payroll records of employees, as applicable, and shall make them available to the District/COE immediately upon request.
21. **Permits/Licenses.** Vendor and all Vendor's employees or agents shall secure and maintain in force such permits and licenses as are required by law in connection with the furnishing of services pursuant to this

agreement.

22. **Suspension and Debarment Certification.** A Vendor for any contract of one hundred thousand dollars (\$100,000) or more for goods/services must complete and submit to District a Suspension and Debarment Certification. This Certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, section 3017.510, Participants responsibilities. The regulations were published as Part IV of the January 30, 1989, Federal Register (pages 4722-4733). Vendor shall submit with the Contract a completed Suspension and Debarment Certification attached hereto as Exhibit "C."
23. **Safety and Security.** Vendor is responsible for maintaining safety in the performance of this Agreement. Vendor shall be responsible to ascertain from the District the rules and regulations pertaining to safety, security, and driving on school grounds, particularly when children are present.
24. **Employment with Public Agency.** Vendor, if an employee of another public agency, agrees that Vendor will not receive salary or remuneration, other than vacation pay, as an employee of another public agency for the actual time in which services are actually being performed pursuant to this Agreement.
25. **Anti-Discrimination; Compliance with Americans with Disabilities.**
  - 25.1. It is the policy of the District that in connection with all work performed under Contracts there be no discrimination against any employee engaged in the work because of race, religious creed, color, national origin, ancestry, AIDS/ARC/HIV status, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, age, sexual orientation, or military and veteran status and therefore the Vendor agrees to comply with applicable Federal and California laws including, but not limited to the California Fair Employment and Housing Act beginning with Government Code Section 12900 and Labor Code Section 1735. In addition, the Vendor agrees to require like compliance by all its subcontractor(s).
  - 25.2. Vendor acknowledges that, pursuant to the Americans Disabilities Act (ADA), programs, services and other activities provided by a public entity to the public, whether directly or through a Vendor, must be accessible to the disabled public. Vendor shall provide the services specified in this Agreement in a manner that complies with the ADA and any and all other applicable federal, state and local disability rights legislation. Vendor agrees not to discriminate against disabled persons in the provision of services, benefits or activities provided under this Contract and further agree that any violation of this prohibition on the part of Vendor, its employees, agents or assigns will constitute a material breach of this Contract.
26. **Fingerprinting of Employees.** The Vendor shall comply with the provisions of Education Code section 45125.1 regarding the submission of employee fingerprints to the California Department of Justice and the completion of criminal background investigations of its employees. The Vendor shall not permit any employee to have any contact with District pupils until such time as the Vendor has verified in writing to the governing board of the District that the employee has not been convicted of a felony, as defined in Education Code section 45122.1. The Vendor's responsibility shall extend to all employees, subcontractors, agents, and employees or agents of subcontractors regardless of whether those individuals are paid or unpaid, concurrently employed by the District, or acting as independent contractors of the Vendor. Verification of compliance with this section shall be provided in writing to the District prior to each individual's commencement of employment or performing any portion of the Services and prior to permitting contact with any student.

27. **Audit.** Vendor shall establish and maintain books, records, and systems of account, in accordance with generally accepted accounting principles, reflecting all business operations of Vendor transacted under this Agreement. Vendor shall retain these books, records, and systems of account during the Term of this Agreement and for three (3) years thereafter. Vendor shall permit the District, its agent, other representatives, or an independent auditor to audit, examine, and make excerpts, copies, and transcripts from all books and records, and to make audit(s) of all billing statements, invoices, records, and other data related to the Services covered by this Agreement. Audit(s) may be performed at any time, provided that the District shall give reasonable prior notice to Vendor and shall conduct audit(s) during Vendor's normal business hours, unless Vendor otherwise consents.
28. **District's Evaluation of Vendor and Vendor's Employees and/or Subcontractors.** The District may evaluate the Vendor in any manner which is permissible under the law. The District's evaluation may include, without limitation:
- 28.1. Requesting that District employee(s) evaluate the Vendor and the Vendor's employees and subcontractors and each of their performance.
  - 28.2. Announced and unannounced observance of Vendor, Vendor's employee(s), and/or subcontractor(s).
29. **Conflict of Interest.**
- 29.1. Vendor shall not make, participate in making, or in any way attempt to use his or her position, to influence a contract on behalf of the District when he or she knows, or has reason to know, that he or she has a personal financial interest in that contract.
  - 29.2. Vendor and its agents, subcontractors and Vendors ("Vendor Entities") may be required to disclose economic interests that they hold that could foreseeably be affected by the exercise of their public duties. If applicable, Vendor and Vendor Entities must submit a Statement of Economic Interests ("Form 700") as required by Cal. Govt. Code §§ 81000-91015; and RCSD Board Rules and Procedures 9270, "Conflict of Interest Code")
    - 29.2.1. Vendor and Vendor Entities shall determine whether its participation in a contract may constitute a conflict of interest. Vendor shall notify the District immediately if it determines or obtains information that a potential conflict of interest exists.
  - 29.3. **Additional Disclosure Requirement.** Vendor shall provide District the name of any employee of Vendor that is also a current or former member of the District's Governing Board or a District employee. Vendor shall submit the attached "Vendor's Disclosure Form Regarding RCSD Officials" attached hereto as Exhibit "C". Vendor shall update this form, as necessary, during the Term of this Contract.
  - 29.4. **Compliance with Gift Limits.** Vendor shall abide by applicable legal restrictions relating to offering gifts, meals or entertainment or other business courtesies to District officials. Vendor and Vendor Entities shall not:
    - 29.4.1. Offer, give, or promise to offer or give, directly or in indirectly, any money, gift or gratuity to any District contracting or procurement official at any time.

29.4.2. Offer or give, directly or indirectly, any gifts in a calendar year to a District official which exceed the allowable gift limit. (See e.g. Cal. Govt. Code 89503; 2 CCR 18940.2. See *a/so* [www.fooc.ca.gov](http://www.fooc.ca.gov))

29.5. **Employment Negotiations.** Prior to engaging in employment negotiations with a District employee (e.g. a job interview or discussion of a job offer), Vendor shall notify that District employee's supervisor of Vendor's interest in hiring said employee, so that, if applicable, and if practicable, a full separation may be established between the public employee and any governmental decisions regarding that Vendor.

29.6. **Vendor Certification.** In signing this Agreement, Vendor certifies that it will comply with conflict of interest laws and regulations, and RCSD Board Policies. Vendor acknowledges that it is familiar with these provisions; certifies that it does not know of any facts that constitute a violation of such provisions; and agrees to promptly notify the District if it becomes aware of any such facts during the term of this Agreement.

30. **Submitting False Claims; Monetary Penalties.** Pursuant to Government Code §12650 et. seq., any person, including a contractor, subcontractor or a Vendor, who submits a false claim, shall be liable to the District for three times the amount of damages which the District sustains because of the false claim. A person who commits a false claim act shall also be liable to the District for the costs of a civil action brought to recover any of those penalties or damages, and may be liable to the District for a civil penalty.

31. **Limitation of District Liability.** Other than as provided in this Agreement, District's financial obligations under this Agreement shall be limited to the payment of the compensation provided in this Agreement. Notwithstanding any other provision of this Agreement, in no event, shall District be liable, regardless of whether any claim is based on contract or tort, for any special, consequential, indirect or incidental damages, including, but not limited to, lost profits or revenue, arising out of or in connection with this Agreement for the services performed in connection with this Agreement.

32. **Disputes:** In the event of a dispute between the parties as to performance of Work, Agreement interpretation, or payment, the Parties shall attempt to resolve the dispute by negotiation and/or mediation, if agreed to by the Parties. Pending resolution of the dispute, Vendor shall neither rescind the Agreement nor stop Work.

33. **Confidentiality.** In connection with this Agreement, the Vendor may have access to private or confidential information which may be owned or controlled by the District and that such information may contain proprietary details, the disclosure of which to third parties will be damaging to the District, its employees or students. Vendor also understands and agrees that the disclosure of such information may violate state and/or federal law and may subject the Vendor to civil liability. Consequently, Vendor agrees that all information disclosed by the District to the Vendor shall be held in strict confidence and used only in performance of the Agreement, unless disclosure is required by law or court order. Vendor shall exercise the same standard of care to protect such information as is used to protect its own proprietary data. Vendor shall comply at all times, as applicable, with the requirements of the Family Educational Records Privacy Act ("FERPA") and relevant state law regarding the confidentiality and handling of confidential student information, including but not limited to California Education Code sections 49073 and sequential. Vendor shall only access personally identifiable student information pursuant to parent consent, legitimate educational interest pursuant to the performance of this Contract, and/or other applicable provisions federal and state law allowing access to personally identifiable student information. Vendor shall not re-disclose personally identifiable student information unless pursuant to federal and state law. Contactor shall not use such student information or data for any purpose other than the District's purposes as specified in this Agreement. The Vendor and all Vendor's agents, personnel, employee(s), and/or sub Vendor(s) shall maintain the confidentiality of all information received in the course of performing the Services. This requirement to maintain confidentiality shall extend beyond the termination of this Agreement. Failure to comply with this Section may constitute a material breach if so deemed by the District.

34. **Notice.** Any notice required or permitted to be given under this Agreement shall be deemed to have been given, served, and received if given in writing and either personally delivered or deposited in the United States mail, registered or certified mail, postage prepaid, return receipt required, or sent by overnight delivery

service, or facsimile transmission, addressed as follows:

**RAVENSWOOD CITY SCHOOL DISTRICT:**  
**2120 Euclid Ave.**  
**East Palo Alto, CA 94303**  
**Tel: 650-329-2800**  
**Fax: 650-325-3015**  
**ATTN: Solomon Hill – Director of Technology**

**VENDOR:**  
**[VENDOR]**  
**ADDRESS**

Any notice personally given or sent by facsimile transmission shall be effective upon receipt. Any notice sent by overnight delivery service shall be effective the business day next following delivery thereof to the overnight delivery service. Any notice given by mail shall be effective three (3) days after deposit in the United States mail.

35. **Integration/Entire Agreement of Parties.** This Agreement constitutes the entire agreement between the Parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. This Agreement may be amended or modified only by a written instrument executed by both Parties.
36. **California Law.** This Agreement shall be governed by and the rights, duties and obligations of the Parties shall be determined and enforced in accordance with the laws of the State of California. The Parties further agree that any action or proceeding brought to enforce the terms and conditions of this Agreement shall be maintained in the California County in which the District's administration offices are located.
37. **Waiver.** The waiver by either party of any breach of any term, covenant, or condition herein contained shall not be deemed to be a waiver of such term, covenant, condition, or any subsequent breach of the same or any other term, covenant, or condition herein contained.
38. **Severability.** If any term, condition or provision of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will nevertheless continue in full force and effect, and shall not be affected, impaired or invalidated in any way.
39. **Section Headings.** The section headings contained herein are for convenience in reference and are not intended to define the scope of any provision of this Agreement.
40. **Incorporation of Recitals and Exhibits.** The Recitals, each exhibit and certificate attached hereto are hereby incorporated herein by reference.

**IN WITNESS WHEREOF** the parties hereto have executed this Agreement the year and date first above written.

**VENDOR**

**RAVENSWOOD CITY SCHOOL DISTRICT**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Chief Financial Officer

\_\_\_\_\_  
Solomon Hill, Director of Technology

**APPROVED AS TO FORM:**

\_\_\_\_\_  
Contracts Administration

**Information regarding Vendor:**

Vendor: \_\_\_\_\_

License No.: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Telephone: \_\_\_\_\_

Facsimile: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Type of Business Entity:

- Individual
- Sole Proprietorship
- Partnership
- Limited Partnership
- Corporation, State: \_\_\_\_\_
- Limited Liability Company
- Other: \_\_\_\_\_

\_\_\_\_\_  
Employer Identification and/or  
Social Security Number

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

**EXHIBIT "A"**  
**Scope of Services**

Vendor shall perform the following Services: Attach SoW in RFP response.

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

**1. Compensation**

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

**2. Method of Payment**

- 2.1. Vendor shall submit monthly invoices on a form and in the format approved by the District.
- 2.2. Vendor shall submit these invoices in duplicate to the District via the District's authorized representative.
- 2.3. Vendor shall submit to District on a monthly basis documentation showing proof that payments were made to its Vendors. No markup shall be allowed for Vendor costs in the performance of the Services.
- 2.4. Upon receipt and approval of Vendor's invoices, the District agrees to make payments on all undisputed amounts within sixty (60) days of receipt of the invoice.

**3. Hourly Rates**

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

<b>Job Title</b>	<b>Hourly Rate</b>

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



**CERTIFICATES**

**WORKERS' COMPENSATION CERTIFICATION**

Labor Code section 3700 in relevant part provides:

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

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

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

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

Proper Name of Vendor: \_\_\_\_\_

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

Print Name: \_\_\_\_\_

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

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

**DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION CERTIFICATION**

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

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

IN WITNESS WHEREOF, this instrument has been duly executed by the Principal of the above named Vendor on the \_\_\_\_\_ day of \_\_\_\_\_ 20 for the purposes of submission of this Agreement.

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

\_\_\_\_\_  
Typed or Printed Name

\_\_\_\_\_  
Title

**CRIMINAL BACKGROUND INVESTIGATION CERTIFICATION**

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

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

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

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

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

Name: \_\_\_\_\_

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

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

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

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

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

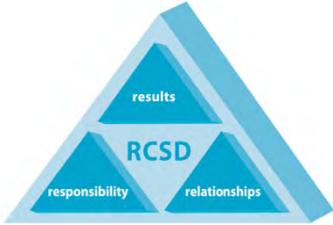
Proper Name of Vendor: \_\_\_\_\_

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

Print Name: \_\_\_\_\_

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

***16.2 Attachment 2: Change Order***



“OUR CHILDREN – OUR FUTURE”

**Ravenswood City School District**  
 2120 Euclid Avenue, East Palo Alto, California 94303  
 (650) 329-2800 Fax (650) 327-7004

*Board Members:*  
 Ana Maria Pulido, President  
 Sharifa Wilson, Vice President  
 Stephanie Fitch, Clerk  
 Marielena Gaona-Mendoza, Member  
 Tamara Sobomehin, Member

Gina Sudaria  
*Interim Superintendent*

**CHANGE ORDER REQUEST FORM**  
**Phase 5 School and District Office IT Infrastructure Upgrades Project**

**Date: April 27, 2020**

In reference to the “Master Service Agreement” for the Phase 5 School and District Office IT Infrastructure Upgrades Project, and Project #RCSD-P5AV in agreement between Ravenswood City School District and VENDOR. Please review the conditions of the below change request.

Instructions: Please fill out the below information and send to [rcsd-phase5@ravenswoodschools.org](mailto:rcsd-phase5@ravenswoodschools.org).

Please write a summary of the changes requested:

Rationale for the request:

Change request number: #

Impact of the change to the project schedule:

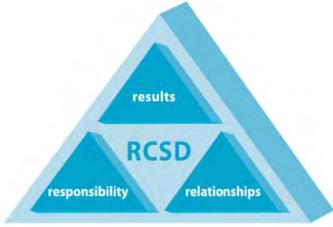
SoW / Change Request	Expected Date of Completion	New Date of Completion

Cost impact of the change:

SoW / Change Request	Product Costs	Service Cost	Total Costs
Previous Value			

Attach or provide a detailed summary of the equipment (BOM) and a detailed description of the labor.

***16.3 Attachment 3: Invoice Submittal***



“OUR CHILDREN – OUR FUTURE”

**Ravenswood City School District**  
 2120 Euclid Avenue, East Palo Alto, California 94303  
 (650) 329-2800 Fax (650) 327-7004

*Board Members:*  
 Ana Maria Pulido, President  
 Sharifa Wilson, Vice President  
 Stephanie Fitch, Clerk  
 Marielena Gaona-Mendoza, Member  
 Tamara Sobomehin, Member

Gina Sudaria  
*Interim Superintendent*

**Invoice Submittal Form**  
**Phase 5 School and District Office IT Infrastructure Upgrades Project**

**Date: April 27, 2020**

This form is used for new invoices being submitted to the Ravenswood City School District for Phase 5 School and District Office IT Infrastructure Upgrades Project, and Project #RCSD-P5AV in agreement between Ravenswood City School District and **VENDOR**.

Instructions: Please fill out the below information and send to [rcsd-phase5@ravenswoodschools.org](mailto:rcsd-phase5@ravenswoodschools.org).

Invoice Number		Invoice Date	
Project ID #		Project Section #	
PO #		Amount Invoiced	
Vendor ID			

Please attach the RCSD invoice form filled out as well as attach any other documentation regarding what is invoiced.

**16.4 Bid Bond Form**

We the undersigned \_\_\_\_\_ as Principal and \_\_\_\_\_ as Surety, are hereby held and firmly bound unto the Ravenswood City School District "District" in the sum of \_\_\_\_\_ Dollars (\$\_\_\_\_\_) for payment of which sum, well and truly to be made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to the District a certain bid, attached hereto and hereby made a part hereof, to enter into a contract in writing for the construction of

Ravenswood City School District  
**Costaño Elementary, Los Robles McNair Academy, Belle Haven School, and the District  
Offices**  
**RFP NO. #RCSD-P5AV**  
2120 Euclid Avenue  
East Palo Alto, CA 94303  
**School and District Office IT Infrastructure Upgrades**

in strict accordance with Contract Documents.

NOW, THEREFORE,

- a. If said bid shall be rejected, or, in the alternative;
- b. If said bid shall be accepted and the Principal shall execute and deliver a contract in the form of agreement attached hereto and shall execute and deliver Performance and Payment Bonds in the forms attached hereto (all properly completed in accordance with said bid) within the time periods stated in the bid documents, and shall in all other respects perform the agreement created by the acceptance of said bid;

Then this obligation shall be void, otherwise the same shall remain in full force and effect, it being expressly understood and agreed that the liability of the Surety for any and all default of the Principal hereunder shall be the amount of this obligation as herein stated.

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

In the event suit is brought upon this bond by the District and judgment is recovered, the Surety shall pay all costs incurred by the District in such suit, including a reasonable attorney's fee to be fixed by the court.

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.

IN WITNESS WHEREOF, the above-bound parties have executed this instrument under several seals this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_, the name and corporate party being hereto affixed and these presents duly signed by its undersigned representative, pursuant to authority of its governing body. In presence of:

(Notary Seal)

\_\_\_\_\_  
(Principal)  
\_\_\_\_\_  
(Business Address)  
\_\_\_\_\_  
\_\_\_\_\_  
(Corporate Surety)  
By: \_\_\_\_\_  
\_\_\_\_\_  
(Business Address)  
\_\_\_\_\_

The rate or premium of this bond is \_\_\_\_\_ per thousand, the total amount of premium charged, \$\_\_\_\_\_.  
(The above must be filled in by Corporate Surety).

**NOTICE INVITING PROPOSALS  
School and District Office  
Audio/Visual Upgrades**

Notice is hereby given that the Ravenswood City School District (hereinafter referred to as "District"), is requesting proposals for the School and District Office Audio/Visual Upgrades.

No offer of intent should be construed from this legal notice that the District intends to enter into a contract with the interested company for the acquisition of classroom A/V systems and site paging/intercom/clocks unless, in the sole opinion of the District, it is in the best interest of the District to do so. The District reserves the right to negotiate final contractual terms with the successful company.

Written proposals must be sealed and filed with the Ravenswood City School District, 2120 Euclid Avenue, East Palo Alto, CA 94303 no later than 3:00PM on May 26, 2020. Proposals will not be opened in the public. Proposals will be opened in a non-public opening.

Non-mandatory site walkthroughs will convene on May 11, 2020 at 10:00 AM at the District Office, 2120 Euclid Avenue, East Palo Alto, CA 94303 and on May 12, 2020 at 10:00 AM at 2695 Fordham St, East Palo Alto, CA 94303. The first walkthrough will be through the District Office and Los Robles McNair sites. The second walkthrough will be through the Costaño and Belle Haven school sites.

The Board of Trustees reserves the right to reject any and all proposals and to waive any irregularity therein. Proposals will be studied, and a recommendation will be made to the Board of Trustees at its regular board meeting.

Interested companies may download the RFP #RCSD-P5AV from the District's website at [www.ravenswoodschools.org/rfps](http://www.ravenswoodschools.org/rfps). Questions should be directed to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org).

**SMCT#6481955; May 4,11,2020**



# RFP #RCSD-P5AV, Addendum #1

*Ravenswood City School District, Technology Dept.*

April 29, 2020

## **Overview:**

Please be advised of the following changes to the RFP documented below. All bidders are required to incorporate all necessary changes and additions to their proposals.

## **Questions and their Responses**

1. Revision 1: Section 2: Introduction. The due date for the RFP response is moved to May 26, 2020 by 3:00PM. The school district will be observing May 25, 2020 for Memorial day and offices will be closed.

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# Addendum: RFP #RCSD-P5AV Questions & Responses #1

*Ravenswood City School District, Technology Dept.*

May 8, 2020

## Overview:

The following questions were submitted by prospective bidders to RFP #RCSD-P5AV in written form. Please send questions to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org) by Tuesday, May 19, 2020 in order to provide time for an adequate answer. Please refer to the RFP located at <http://www.ravenswoodschools.org/rfps> before submitting questions, as we will not respond to questions already adequately answered in the current RFP.

## Questions and their Responses

- 1) I wanted to see if with the shelter in place, if the walkthroughs scheduled for May 11th and May 12th are still scheduled or if they have been postponed?

**Yes, we will still be having the non-mandatory site walkthroughs on 5/11 and 5/12 for the project. We will meet in Room 106 at the District Office at 10:00am on Monday morning.**

**In light of the current COVID-19 restrictions, we will need to limit the total number of attendees and take other cautionary measures to ensure all of our safety during the walkthrough. Specifically:**

- 1) All attendees must bring their own face covering and they must be worn at all times.**
- 2) We will need to practice "social distancing" by maintaining 6 feet between ourselves during the walkthrough and initial presentation/gathering in Room 106.**
- 3) Vendors, please limit the number of attendees to the walkthroughs, preferably to only 1 or 2 of your team members. The room in which we are convening is relatively large, but if necessary we will limit the number of people from each team in the room.**
- 4) We will need to rotate through the small server rooms a few participants at a time in order to maintain social distance.**
- 5) We will have a bathroom sink nearby for participants to wash their hands, and hand sanitizer in the room.**
- 6) Our custodial staff is cleaning the room by wiping it down with disinfectant before the meeting.**

**Note that any gathering poses a heightened risk of COVID-19 transmission, and older adults and individuals with existing health conditions are at particularly serious risk if they contract COVID-19 and should not attend.**

**Thank you again for your interest in bidding**



# Addendum: RFP#RCSD-P5AV Questions & Responses #2

*Ravenswood City School District, Technology Dept.*

May 14, 2020

## Overview:

The following questions were submitted by prospective bidders to RFP #RCSD-P5AV verbally during the site walkthroughs. Please send questions to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org) by 5:00PM on Tuesday, May 19, 2020 in order to provide time for an adequate answer. Please refer to the RFP located at <http://www.ravenswoodschools.org/rfps> before submitting questions, as we will not respond to questions already adequately answered in the current RFP.

## Questions and their Responses

- 1) Given the timeline on Phase 1 of this project, are there liquidated damaged involved?  
**Yes, as stated in the RFP.**
- 2) Would the systems be installed in a method where the existing systems stay active until cutover?  
**No, we are planning for both phases to completely remove the old systems prior to installing the new systems.**
- 3) What classification licenses are required to perform the remodeling work in the District Office MDF?  
**We are requesting that the bidder provide the necessary contracting licenses for all work that needs to be performed. Please follow all state laws.**
- 4) Can drawings and scaled plans be provided for all buildings?  
**We do not have plans and drawings for all sites, but will provide what is available by the school District.**
- 5) Can we specify exactly what cabling needs to be decommissioned as part of the P5CBL RFP?  
**All obsolete cabling needs to be removed, e.g., old display cables, speaker cabling, old CAT5/6, inactive coax cables, and raceway purposed for these cables. Locations where CAT5/6 cables are removed will need a blank plate to cover afterwards.**
- 6) Are as built drawings required after work is complete?  
**Yes, but they are not required to be to scale.**

- 7) Is there another opportunity to have a walk through with contractors?  
**Unfortunately there will not be any other site walkthroughs.**
  
- 8) What is the cutoff date for questions regarding the RFPs?  
**Questions must be submitted before 5:00PM on Tuesday, May 19th, 2020.**
  
- 9) What if there is no ceiling access to leave a CAT 6 service loop in bathrooms?  
**A surface mount box with the loop is accepted in these situations.**



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# RFP #RCSD-P5AV, Addendum #4

*Ravenswood City School District, Technology Dept.*

May 14, 2020

## Overview:

Please be advised of the following changes to the RFP documented below. All bidders are required to incorporate all necessary changes and additions to their proposals.

## Questions and their Responses

1. Revision 1: Section 3: Project Commencement - Phase 1. The RFP lists the commencement date as 6/8/20. This actual commencement date is changed to 6/12/20.
2. Revision 2: Section 6.3.12.a and 6.3.12.c - Audio visual system requirements are changing at five rooms at the Costaño site and at three rooms at the Belle Haven site. Rooms P1, K1, K1A, K2, and K3 at the Costaño site and rooms K1, K2, and K3 at the Belle Haven site will no longer need a full A/V system setup. Please remove from the bid eight classroom A/V systems. (TV, speaker, controller, wireless microphone, screencast hardware, and patch cables) This is due to the following reasons:
  - a. Costaño Room P1 is incorrectly labeled as a classroom. The room is an office and will not require the standard classroom A/V configuration.
  - b. Rooms K1, K1A, K2, and K3 at the Costaño site and rooms K1, K2, and K3 at the Belle Haven site are kindergarten classrooms that require a different A/V setup not specified in the RFP.

The vendor will need to propose, purchase, and install seven A/V systems for these rooms similar to the requirements outlined in Section 6.3 with the following key differences.

1. The TVs will be mounted on carts rather than mounted to the wall. The TV must be at least 65".
2. A cart solution will need to be provided. (Similar to Copernicus IFP500.) Cart must include laptop tray.
3. Screencast solution with same requirements outlined in RFP is required.
4. Document camera solution with the same requirements outlined in RFP is required.
5. A sound bar with HDMI-CEC and have at least 20 watts must be provided and installed on the cart.
6. A wireless microphone solution is to be provided so that it integrates with this cart system. It must be able to project sound at the same time as content from the television if needed.

3. Revision 3: Section 7.3 Classroom setup itemized counts are changing due to the above requirements. Please review the following:
  - a. TV and TV mounting equipment count is changing from 103 to 95.
  - b. Speakers and equipment needed for mounting speakers is changing from 103 to 95.
  - c. Controller and HDMI input switcher count is changing from 103 to 95.
  - d. Wireless microphone count is changing from 103 to 95.
  - e. Screencast hardware and software count is changing from 103 to 102.
  - f. Document camera count is changing from 103 to 102.
  - g. TV and TV cart count is increased from 0 to 7.
  - h. Sound bar for TV cart count is increased from 0 to 7.
  - i. Microphone for TV cart count is increased from 0 to 7.

.....

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# RFP #RCSD-P5AV, Addendum #5 Questions & Responses #3

*Ravenswood City School District, Technology Dept.*

May 21, 2020

## Overview:

The following questions were submitted by prospective bidders to RFP #RCSD-P5AV in written form. Please send questions to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org) by 5:00PM on Tuesday, May 19, 2020 in order to provide time for an adequate answer. Please refer to the RFP located at <http://www.ravenswoodschools.org/rfps> before submitting questions, as we will not respond to questions already adequately answered in the current RFP.

## Questions and their Responses

- 1) Do you have an estimate cost for this project?  
**We will not be posting estimated costs for the project.**
- 2) Do you happen to have a plan holder's list for this project, because we are interested in bidding to a general contractor. Or would you be able to let us know where one is being maintained? Any information is greatly appreciated.  
**Thank you for your interest in bidding on the #RCSD-P5AV RFP. There is not a plan holder's list available.**
- 3) For the delivery of the equipment requested on this RFP is there a loading dock for delivery of materials, or is a lift-gate or inside delivery needed?  
**Equipment for phase 1 sites, Belle Haven and Costano, are to be delivered directly to each site and stored in a specified room for the project. Vendor is responsible for receiving and transporting the equipment to each site's specified room. Inside delivery is recommended if the equipment is to be delivered to each site directly. The equipment for phase 2, the District Office and Los Robles, are to be ordered at the same time and stored at a safe location provided by the vendor.**
- 4) The scope that we have is any for the acquisition of power circuits in the MDF/IDFs, power for classroom TVs, and pathways for low voltage cabling unless, in the sole opinion of the District, it is in the best interest of the District to do. Therefore, can we obtain more detail about this project?  
**The detail of the project is outlined in each RFP posted on the RCSD RFP website.**
- 5) Do you require a bid form, and Bid Bond?  
**Yes, both are required.**

- 6) What is the Engineer Value of this project? What is the due date for this project?  
**We don't have published value for this project and the Due Date is specified in the timeline in the RFP.**
- 7) What is the project management cost for the purpose of determining 50% liability in the case of liquidated damages being assessed?  
**We do not have a published estimated PM cost.**
- 8) Is there a status report on the hazardous material report per site with locations?  
**Hazardous material report is expected to be completed in June before construction begins and will be made available to winning vendor before construction. We expect few, if any, necessary change orders to result because of past building modernization projects.**
- 9) When will the school plan sets be available to review?  
**The plan sets were not as readily available as we thought. These will not be ready in time for the due date. If you need rough measurements for conduit and cable runs, you can use the measure tool on Google Maps.**





## 6/2/2020 RFP Assessment Meeting Participants via GoToMeeting Video Conference

1. Solomon Hill, Director of Technology, Ravenswood City School District
2. Derek Grunewald, Co-Founder, Think Connected (IT Consultants)
3. Davis Song, Senior System Administrator, Think Connected
4. Randy Jackson, Network Specialist, Ravenswood City School District
5. Michael Shaw, System Administrator, Ravenswood City School District

# RFP Assessment Worksheet

2020

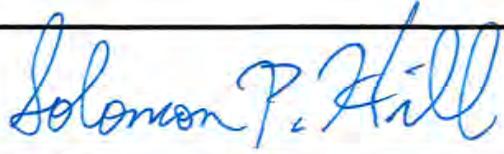
**Project or Service Description**

RFP# RMS-P5AV - Phase5 Schools & District Office AudioVisual Upgrade Project

**Vendor Scoring** (use additional worksheets if necessary) Score on a scale of 1-5

Selection Criteria	Weight*	AMS.net		Development Group, I							
		Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Price of goods & services	40%	3.25	1.3	3.5	1.4		0				
Prior Experience & References	15%	3.5	0.525	3	0.45		0				
Vendor Project Technical Design	30%	3	0.9	3	0.9		0				
Vendor Local Support	10%	3	0.3	3	0.3		0				
Environmental	5%	4	0.2	3	0.15		0				
<b>Overall Ranking</b>	<b>100%</b>	<b>3.225</b>		<b>3.2</b>		<b>0</b>					

Vendor Selected: AMS.net  
 Approved By: Solomon Hill  
 Title: Director of Technology  
 Date: 6/2/20



Bid Assessment Comments, if needed:

**Notes:**  
 \* Percentage weights must add up to 100%. Price must be weighted the heaviest.  
 \*\* Evaluated on a scale of 1 to 5: 1=worst, 5=best.  
 \*\*\* Weight x Raw Score



**Ravenswood City School District**  
**Phase 5 School and District Office IT**  
**Infrastructure Upgrades**

**RFP #RCSD-P5AV**



## Cover Letter

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

May 25, 2020

RE: RFP # RCSD-P5AV – Phase 5 IT Infrastructure Upgrades

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

In this particular RFP response for your audio visual needs, DGI has chosen to team up with our education technology partners at ViewSonic and LightSpeed to create a uniquely education focused solution. While the right technology equipment is an important element of success in the classroom, we also recognize that without professional development, adoption and successful delivery of curriculum can be a challenge. For this reason, DGI has worked with ViewSonic to provide 16 free hours of professional development and LightSpeed will remain on-site as long as needed to train teachers on integrating these solutions in the classroom. Details from these vendors are included within this RFP response.

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

In the spirit of earning your business, we hope the time we spent to prepare this RFP is apparent. Once the RFP process is concluded, we look forward to continuing our



partnership with RCSD and investing the time and resources necessary to ensure your success.

Sincerely,

*Terry Kritsepis*

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



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## Letter from DGI President

Ravenswood City School District  
2120 Euclid Ave  
East Palo Alto, CA 94303-1703

May 24<sup>th</sup>, 2020

To whom it may concern:

We thank you for the opportunity to continue our relationship with Ravenswood City Schools District's. As described in the latest set of RFPs, Phase 5 has been divided into four separate, yet interdependent procurements as follows:

1. Classroom A/V, Clocks and Paging– #RCSD-P5AV
2. IT Infrastructure - #RCSD-P5IT
3. Electrical - #RCSD-P5ELEC
4. Low Voltage Cabling - #RCSD-P5CBL

We have an interest in pursuing all four of the Districts procurements, and have spent a significant amount of time and resources evaluating the scope and objectives of each individual procurement and their interdependencies. The electrical and low voltage cabling RFPs have appreciable portions of the scope that are not known and cannot be responsibly estimated with the information included in the RFPs. As evidenced by the various trades involved and the proposed project schedules, these projects are independent and will “build” upon one another. Changes will undoubtedly occur in the low voltage cabling and electrical projects, the scale of which is unknown (and is unknowable) at this time, and will certainly cause changes to the IT and AV projects, resulting in inaccurate bid amounts and increased risk to both the budget and timeline. As a specific example, the scope and scale of the RCSD-P5CBL RFP is such that one or more scope items require DSA oversight in accordance to DSA IR A-22, DSA IR 1-10, PR 13-02 and Education Code Sections 17280-17316 and 81130-81147. Ensuring this project is certified by the DSA is critical because of the following:

- Certification provides a method to report the safety of school construction
- ***School board members may be personally liable for projects until certified***
- DSA will be unable to approve new proposed projects associate with uncertified construction (see *DSA IR A-20: New Projects Associated with Existing Uncertified Projects* for in-depth discussion).

The DSA has a well-established project certification process that begins with a plan review. The DSA provides a Project Submittal Checklist which states:

*Projects submitted to DSA must include 100% complete Construction Documents, finalized, completely detailed, coordinated across all disciplines and ready for construction.*

At this time we assume that the only documentation available is that that has been provided via the RFP(s) and the associated addendums. Unfortunately these documents are insufficient for the DSA and their approval process. The time and cost to produce these documents is not trivial, and currently not possible with the information provided.

As producing and certifying the document set will be a significant effort for the district or vendor of its choosing, the current proposed timeline is unachievable without the district, its board members, and the vendors they select taking on an unreasonable amount of risk.

Assuming the district is still interested in pursuing all four procurements and their stated objectives, we have assembled a response to each to help establish an economic estimate for the districts reference. We have also taken some liberty by documenting at a high level a path forward that will lead to a tighter control of cost, quality, scope, and risk. By alleviating the perceived risk of all participating vendors, the district can expect to receive more cost effective solutions.

Please note, some scope items are simply not possible to estimate because the variance of cost is too great because of the absence of design and the potential for significant design changes based on DSA involvement. Scope items that are estimated, are still subject to indirect changes of the same cause and are given to help the district establish some understanding of cost where possible.

If selected, we are prepared and capable to work with the district to overcome these obstacles and the district's stated objectives by executing the following framework:

- Extensive survey and documentation of existing conditions
- Production of design and construction documents suitable to the needs of the project and DSA requirements, including engineers estimate.
- Facilitation of "Pre-Application Meeting" with DSA.
- Navigation and execution of required DSA fee schedule
- Registration for project submittal with DSA (must be done 6-8 weeks before actual project submittal).
- Guidance for the registration with the DIR and other applicable agencies.
- Project submittal, including 100% complete Construction Documents, finalized, completely detailed, coordinated across all disciplines and ready for construction in compliance with Title 24, California Code of Regulations.



- Project execution; supply and distribution of product/material, SoW execution, management of inspection and permit process, project management, etc.
- Facilitate DSA project certification process

We look forward to the opportunity to engage in further discussions with the District to partner in achieving the goals outlined in these procurements.

Sincerely,

Dan Lockwood  
President  
Development Group, Inc.



## DGI History

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

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

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

# Company Information

## Cisco Reseller information

**Full Address**  
 DEVELOPMENT GROUP INC.  
 6704 LOCKHEED DR  
 REDDING, CA 96002 USA

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

**Partner Since**  
 More than 5 years

**RESELLER CERTIFICATION**  
 PREMIER CERTIFIED PARTNER  
 REGISTERED PARTNER

**RESELLER SPECIALIZATION**  
 ADVANCED COLLABORATION ARCHITECTURE SPECIALIZATION  
 ADVANCED ENTERPRISE NETWORKS ARCHITECTURE SPECIALIZATION

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

**OTHER**  
 REGULAR TRY AND BUY

## California Secretary of State site info:

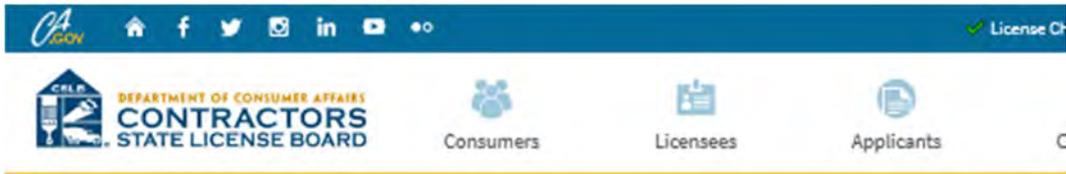
**C3167291 DEVELOPMENT GROUP, INC.**

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

## Company Contact information:

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

<b>Key RFP Contact:</b> Terry Kritsepis Sr. Account Manager, DGI tkritsepis@development-group.net (415) 728-1479	<b>Contract Contact:</b> Tony Jenkins Operations Director, DGI tjenkins@development-group.net (530) 229-0071
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Home | [Online Services](#) | License Details

## Contractor's License Detail for License # 992824

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

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

### Business Information

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

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

### License Status

This license is current and active.

All information below should be reviewed.

### Classifications

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

### Bonding Information

#### Contractor's Bond

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

Bond Number: 100242520

Certifications:

Name	Certification	Years of Experience in IT/Networking
John Paul Rittell	CCIE Collaboration	13
	CCNP R/S	
	VCP5-DCV	
	MCITP	
	CCDA	
	Extron AV Associate	
Greg Drake	CCNP Collaboration	11
	CCNA Collaboration	
	CCNA R/S	
	CCNA Wireless	
Darren Reynolds	CCNP R/S	8
	CCNA R/S	
Eric Stoxen	CCNP Routing and Switching	
	CCNP Security	
	CCDP	
	MCSA Server 2008R2	
	AWS Certified Solutions Architect Associate	
	Pure Storage Flash Array Implementation Professional	
Scott Ercoline	PMP	20
	ITIL v3	
Chris Misener	CCNP R/S	3

	CCNA R/S	
	CMNO/CMNA	Meraki Certifications

# Price Proposal and Statement of Work

- ▶ Proposal 23414
- ▶ Statement of Work for Proposal 23414



Requested By:  
**Solomon Hill**  
 Director of Technology x60160

Description:  
**Phase V AV**

Bill To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703	Ship To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703	Sold To: RAVENSWOOD CITY SCHOOL DISTRICT 2120 EUCLID AVE EAST PALO ALTO, CA 94303-1703
Created: 5/15/2020 Expires: 6/15/2020 Version: 1	Account Manager: tkritsepis Systems Engineer: gdrake	Payment Terms: Net 30

**Product & Manufacturer Maintenance**

Line No	Qty	Product	SMARTnet	Unit Price	Ext'd Price	Tax
<b>Outdoor Speakers</b>						
2	36	<b>IPSWSSMOIC</b> Advanced Network IP Outdoor Paging Horn (Surface Mount, Singlewire) Features 1-Way Audio IP54 Rated Weather Resistant Steel Enclosure PoE and SIP Enabled Includes Surface Mount Enclosure For use with Singlewire Informacast Software		472.44	17,007.84	T
3	36	<b>IPSSM1</b> Advanced Network IPS SCA-000003-01 Smt Encl for Spkr/Display Bffle IPSWD & IPSWD-F		39.36	1,416.96	T
4	36	<b>SSF-USR</b> InformaCast Fusion Pro-Rated Subscription Add on 200 Fusion Endpoints Term: 5/15/2020 â€" 12/10/2023		25.89	932.04	T
5	36	<b>QCR5R5WXBSS Z-2F</b> COPPER PATCH CORD CAT6 CHANNEL RJ45 TO RJ45 WHITE NO BOOTS 568B STRAIGHT UTP STRANDED CMR PERFORMA LENGTH 2 FEET		2.98	107.28	T
<b>Indoor Clocks</b>						
7	162	<b>IPSWDSMIC</b> Advanced Network IP Speaker with Display (Surface Mount, Singlewire) Features 2-way Audio, NTP Time, Text Notification PoE and SIP Enabled Includes Surface Mount Enclosure For use with Singlewire Informacast Software		629.91	102,045.42	T
8	162	<b>SSF-USR</b> InformaCast Fusion Pro-Rated Subscription Add on 200 Fusion Endpoints Term: 5/15/2020 â€" 12/10/2023		25.89	4,194.18	T
9	162	<b>QCR5R5WXBSS Z-2F</b> COPPER PATCH CORD CAT6 CHANNEL RJ45 TO RJ45 WHITE NO BOOTS 568B STRAIGHT UTP STRANDED CMR PERFORMA LENGTH 2 FEET		2.98	482.76	T
<b>Informacast Fusion Server and High Availability</b>						
11	4	<b>IPTA-IFS</b> InformaCast Fusion Server Appliance		849.00	3,396.00	T

12	1	<b>SSF-HA</b> InformaCast Fusion - High Availability Term: 5/15/2020 â€” 12/10/2023		945.00	945.00	T
<b>Classroom Setup</b>						
<b>TVs</b>						
15	95	<b>CDE8620-W</b> ViewSonic 86" LED Commercial Display, 3840x2160, 450 nits, 1200:1, DPx1, HDMI x 2, VGA x 1, HDMI outx1, w/ RS232 inx 1, USB 2.0 x 2, USB 3.0 x 1, Audio out x 1, SPDIF x 1, OPS slot, WiFi/BT slot, Speaker 12W x 2, RJ45 x 1, Black		2,475.52	235,174.40	T
16	95	<b>SOFTWARE</b> myViewBoard Software for Screencast		0.00	0.00	T
17	95	<b>CD-EW-84-02</b> 84"-86" Commercial Digital Display Extended On-Site Repair Warranty for 4th and 5th Year		0.01	0.95	T
18	95	<b>WMK-014</b> ViewSonic Wall Mount kit for 46		107.81	10,241.95	T
19	1	<b>PD</b> ViewSonic Professional Development (See ViewSonic PD sheet for full details)		0.00	0.00	T
<b>Lightspeed (Wireless Microphone System)</b>						
21	95	<b>AL-FS</b> LIGHTSPEED ACCESS LINK WITH FLEXMIKE, SHAREMIKE		922.00	87,590.00	T
22	1	<b>TRAINING</b> Complimentary Onsite Teacher/User Training provided by Lightspeed		0.00	0.00	T
<b>Extron</b>						
24	95	<b>42-311-001350</b> Digital WallVault System		3,500.00	332,500.00	T
<b>HDMI Cables</b>						
26	95	<b>HDMI-MM1-10</b> HDMI MALE/MALE 10 FT. (P)		7.86	746.70	T
<b>Patch Cables</b>						
28	95	<b>QCR5R5WXBSS Z-3</b> COPPER PATCH CORD CAT6 CHANNEL RJ45 TO RJ45 WHITE NO BOOTS 568B STRAIGHT UTP STRANDED CMR PERFORMA LENGTH 3 FEET		3.20	304.00	T
<b>Document Camera</b>						
30	102	<b>VISIF178M</b> Aver 8MP 60FPS 10X OPTICAL + 20X DIGACCS FULL FLEX HDMI & VGA IN/OUT DOCCAM		350.55	35,756.10	T
<b>Classroom Setup (kindergarten classrooms)</b>						
<b>TVs</b>						
33	7	<b>CDE6520</b> ViewSonic 65" 4K ULTRA HD COMMERCIAL DISP MNTR 3840 X 2160 IPS WRLS PRESENTATION		1,074.89	7,524.23	T
34	7	<b>SOFTWARE</b> myViewBoard Software for Screencast		0.00	0.00	T
35	7	<b>CD-EW-65-02</b> 4-5YR EXTENDED WARR ONSITE SVCS REPAIR F/65IN COMM DIGITAL DISP		0.01	0.07	T
<b>Cart</b>						
37	7	<b>VB-EBM-001</b> E-BOX MOBILE CART W/ MOTORIZED HEIGHT ADJUSTMENT		985.71	6,899.97	T
38	7	<b>VB-EBL-001</b> E-BOX LAPTOP & KEYBOARD TRAY COMP ACCS		131.42	919.94	T
		<b>VB-EBS-001</b>				

39	7	E-BOX SOUNDBAR BRACKET COMP W/ ACCS		75.10	525.70	T
40	7	<b>VB-EBV-002</b> E-BOX 800X400 VESA ADAP COMP ACCS		52.80	369.60	T
<b>Sound Bar</b>						
42	7	<b>10ESB1080</b> Yamaha Enterprise Soundbar		220.00	1,540.00	T
<b>Lightspeed (Wireless Microphone System)</b>						
44	7	<b>AL-FS</b> LIGHTSPEED ACCESS LINK WITH FLEXMIKE, SHAREMIKE		922.00	6,454.00	T
45	1	<b>TRAINING</b> Complimentary Onsite Teacher/User Training provided by Lightspeed		0.00	0.00	T
<p><b>Need more time to get important stuff done? Ask us about</b></p> 				Subtotal	\$857,075.09	
				Handling	\$2.00	
				Estimated Sales Tax (9.75%)	\$83,565.02	
				SMARTnet	\$0.00	
				Professional Services	\$182,674.00	
				Shipping	\$2,850.00	
				<b>Total</b>	<b>\$1,126,166.11</b>	

Company:  
**RAVENSWOOD CITY SCHOOL DISTRICT**

Requested By:  
**Solomon Hill**  
Director of Technology x60160

Description:  
**Phase V AV**



**Proposal #23414**

## About Sales Tax

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

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

## About Product Returns

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

## Company & Payment Information

### Mailing Address

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

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

### Payment Information

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

Federal Tax ID: 26-3740919

### Office Locations

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

### Wire Transfer Information

#### Domestic Wire Transfer (U.S.)

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

#### International Wire Transfer

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

Note: All wire transfers must be made in US Dollars



RAVENSWOOD CITY SCHOOL  
DISTRICT

STATEMENT OF WORK

PROPOSAL 23414

#RCSD-P5AV

PROPOSAL VERSION 1.0

5/21/2020

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# 1 Introduction

This Statement of Work (SOW), prepared for Ravenswood City School District (the Customer), provides work specifics to be performed by Development Group, Inc. (the Company) for Proposal 23414.

## 1.1 Project Work Summary

Ravenswood City School District is currently in the fifth and final phase of a district-wide network refresh. The project is being broken into four different responses which cover the various disciplines in the project. This scope of work covers the implementation of the Clock/Speaker and Classroom AV Technologies. It is anticipated that the project will be completed in two phases, with the first phase involving the Costano and Belle Haven campuses. The DO and Los Robles McNair campuses would be expected to be completed as the second phase. The desired project timeline is to have the first two campuses complete over the 2020 summer break. There are many areas of the other phase 5 projects that impact, and will be impacted by, this project that are happening concurrently.

## 1.2 Project Milestones and Payment Schedule

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

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

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

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

the governing Master Services Agreement, unless otherwise agreed to in an Associated Contract.

- 1.2.4 An initial invoice for 10% of the value for this Statement of Work will be submitted to the Customer at contract signing and shall represent financial consideration for the following work performed by the Company:
  - A. Allocation of engineering resources for design and scheduling meeting(s)
  - B. Site Survey(s) and/or meeting with Customer's low-voltage contractor for the purpose of coordinating services (if required)
- 1.2.5 Subsequent invoicing for services performed on this project will be submitted to the Customer every two (2) weeks, in arrears, for services rendered during the preceding two (2) week period. Prompt payment of services invoices is guaranteed by the Customer and will be made in accordance with the terms and conditions of the governing Master Agreement.

### 1.3 Company Project Stakeholders

Name	Project Role	Contact Information
Ryan O'Malley	Sales Administrator	<a href="mailto:romalley@development-group.net">romalley@development-group.net</a> Office: 530-646-3540
Terry Kritsepis	Senior Account Manager	<a href="mailto:tkritsepis@development-group.net">tkritsepis@development-group.net</a> Office: 530-646-3369
Eric Stoxen	Sales Engineer	<a href="mailto:estoxen@development-group.net">estoxen@development-group.net</a> Office: 530-510-4304
TBD	Project Manager - DGI	
Paul Rittell	Lead Field Engineer - Collaboration	<a href="mailto:prittell@development-group.net">prittell@development-group.net</a> Office: 530-646-3535
Daniel Jenkins	Practice Manager - Cabling and Installation Services	<a href="mailto:djenkins@development-group.net">djenkins@development-group.net</a> Office: 530-646-3566

### 1.4 Customer Project Stakeholders

Name	Project Role	Contact Information
Solomon Hill	Director of Technology	<a href="mailto:[XXX]@customer-site.XXX">[XXX]@customer-site.XXX</a> Office: 650-329-2800 ext 60166

## 1.5 Company Project Escalation Contacts

Name	Project Role	Contact Information
Dan Lockwood	President	<a href="mailto:dlockwood@development-group.net">dlockwood@development-group.net</a> Office: 530-510-4303
Tony Jenkins	Director, Operations	<a href="mailto:tjenkins@development-group.net">tjenkins@development-group.net</a> Office: 530-510-4308
Greg Drake	Engineering Manager	<a href="mailto:gdrake@development-group.net">gdrake@development-group.net</a> Office: 530-510-4308

## 1.6 Installation Site Address(es)

District Office  
2120 Euclid Avenue  
East Palo Alto, CA 94303

Costano  
2695 Fordham Street  
East Palo Alto, CA 94303

Los Robles McNair  
2033 Pulgas Avenue  
East Palo Alto, CA 94303

Belle Haven  
415 Ivy Drive  
Menlo Park, CA 94303

## 1.7 Summary of Assumptions

### 1.7.1 General Assumptions

#### A. General assumptions used to prepare this SOW:

1. All changes to this Statement of Work, whether requested by the Company or the Customer, will be via the attached Change Request form.
2. Any quantity of pre-allocated hours including, but not limited to, end-user training, administrative training and/or project management which is not consumed during the course of this Statement of Work may not be applied to other work efforts and shall not obligate the Company to further work beyond the conclusion of this Statement of Work.
3. All equipment will be mounted to standard drywall or plaster.
4. Wall penetrations for indoor speakers will be done where feasible and only on standard drywall or plaster.
5. No patching or painting will be required.
6. WallVault system, Display, and Controls will be mounted on the same wall.
7. Classroom programming will be the same for all ninety-five (95) rooms
8. Clocks will be mounted over in-wall legacy speakers where feasible. Mounting over legacy speakers will only be completed if no special hardware is required.
9. Customer provided all quantities of equipment.
10. Customer provided installation locations.
11. Licensing will be pro-rated add on to customers existing subscription

## 2 Company Responsibilities

### 2.1 General Company Responsibilities

- 2.1.1 All equipment listed within this Statement of Work will be upgraded to the most recent, recommended software. In some cases the software recommended by the Company may not be the most current version available from the manufacturer.
- 2.1.2 Unless specified in this scope of work no additional software will be configured. In some cases proposals may include licenses to software to which the customer is entitled but not scoped to be configured.
- 2.1.3 When installing product, Company will connect the power supply (or power supplies) to a UPS and/or PDU using the included power cord(s); the standard power cord included is a 5-15P to C13, 6ft, 18AWG, black, male to female cord. Power connections requiring a different power cord will either be included elsewhere in this Statement of Work or supplied by the Customer.
- 2.1.4 All installed Ethernet cables will be neatly connected to the Ethernet switch(es) making the best use of existing horizontal and vertical cable management hardware.
- 2.1.5 Connection(s) to the network will be in accordance with the network topology drawing(s) for this project.

### 2.2 Company provided administration and documentation:

- 2.2.1 Provide detailed as-built drawings and documentation that describe the system installation. As-built drawing will include documentation of logical network connections, IP addressing, routing protocols, WAN/telecom circuit information, device serial numbers and/or VLAN information as appropriate.
- 2.2.2 Test all installed hardware and software for proper operation using a detailed test plan to be developed jointly by both parties.
- 2.2.3 Company will clear all work areas of shipping cartons, packaging and debris created by the Company at the conclusion of each work day.
- 2.2.4 Company will maintain a master task list and schedule of all project milestones and work items. Customer understands and agrees that the master task list and schedule maintained by the Company will be the definitive document set by which the project will be managed.

- 2.2.5 Company will conduct regular project status meetings with appropriate project stakeholders, and other interested third parties, weekly or as otherwise agreed to by both parties. The Company will record meeting minutes, maintain an issues list, and list action items for subsequent meetings. Meeting minutes and supporting documentation will be distributed to attendees, project stakeholders and third-parties at the conclusion of each.

## 2.3 Physical Installation

### 2.3.1 Physical Installation

#### 2.3.1.1 IP Speakers:

A. Installation Responsibilities:

1. DGI will install the following quantity of speakers in the customer directed locations:
  - o Thirty-six (36) UOSWSSNIUC Outdoor Speakers
    - Ten (10) speakers at Costaño
    - Eight (8) speakers at Los Robles McNair
    - Ten (10) speakers at Belle Haven
    - Eight (8) speakers at RCSD District Offices
  - o One Hundred sixty-two (162) Indoor Speakers
    - Forty-five (45) speakers at Costaño
    - Thirty-three (33) speakers at Los Robles McNair
    - Fifty-three (53) speakers at Belle Haven
    - Thirty-one (31) speakers at RCSD District Offices
2. Each speaker will be plugged into an existing Cat6 cable using a company provided two (2) foot patch cord
3. Installation of up to four (4) Fusion gateways

### 2.3.2 Classroom Technologies

#### 2.3.2.1 Displays:

A. Installation Responsibilities:

1. DGI will install the following quantity of displays in the customer directed locations:

- o Ninety-five (95) CDE8620-W 86 Inch ViewSonic displays via Ninety-five (95) WMK-014 ViewSonic wall mount kits
  - Thirty-three (33) displays at Costaño
  - Twenty-five (25) displays at Los Robles McNair
  - Thirty-six (36) displays at Belle Haven
  - One (1) display at RCSD District Offices
- o Seven (7) CDE6520 65 Inch ViewSonic displays via Seven (7) VB-EBM-001 Mobile Carts.
  - Four (4) displays at Costaño
  - Three (3) displays at Belle Haven
  - Carts will include:
    - Seven (7) VB-EBL-001 Laptop Trays
    - Seven (7) VB-EBS-001 Soundbar brackets
    - Seven (7) VB-EBV-002 VESA Adapters
    - Seven (7) HW-S60T/ZA Samsung Soundbars

### 2.3.2.2 Digital WallVault Systems:

#### A. Installation Responsibilities:

1. DGI will install the following quantity of Digital WallVault systems in the customer directed locations:
  - o Ninety-five (95) 42-311-001350 Extron Digital WallVault Systems
    - Thirty-three (33) systems at Costaño
    - Twenty-five (25) systems at Los Robles McNair
    - Thirty-six (36) systems at Belle Haven
    - One (1) system at RCSD District Offices
2. WallVault systems to include Ninety Five (95) HDMI-MM1-10 cords
3. WallVault Systems to include Ninety-five (95) Three (3) foot CAT6 patch cords

### 2.3.2.3 Microphones:

A. Installation Responsibilities:

1. DGI will install the following quantity of Lightspeed Microphone systems in the customer directed locations:
  - o One Hundred two (102) AI-FS Lightspeed Systems
    - Thirty-seven (37) systems at Costaño
    - Twenty-five (25) systems at Los Robles McNair
    - Thirty-six (39) systems at Belle Haven
    - One (1) system at RCSD District Offices

#### 2.3.2.4 Document Cameras:

A. Installation Responsibilities:

1. DGI will install the following quantity of Document Cameras in the customer directed locations:
  - o One Hundred two (102) VISIF178M Aver Document Cameras
    - Thirty-seven (37) Document Cameras at Costaño
    - Twenty-five (25) Document Cameras at Los Robles McNair
    - Thirty-six (39) Document Cameras at Belle Haven
    - One (1) Document Cameras at RCSD District Offices

## 2.4 Configuration

### 2.4.1 Collaboration

#### 2.4.1.1 InformaCast:

##### A. Collaboration Technologies Responsibilities:

1. Provisioning of up to one hundred ninety-eight (198) IP Speakers into InformaCast Software
2. Provisioning of up to four (4) Fusion appliances at each of the four (4) locations
3. Up to ten (10) dial-cast patterns or service URLs for paging at each of the four (4) locations
4. Up to three (3) bell schedules at each of the four (4) locations
5. Up to ten (10) bell zones at each of the four (4) locations
6. Up to ten (10) paging groups at each of the four (4) locations
7. Up to five (5) custom messages at each of the four (4) locations
8. Up to one (1) user with site specific filter groups at each of the four (4) locations
9. Up to two (2) hours of Administrative Training
10. Up to two (2) hours of end user training at each of the four (4) locations

### 2.4.2 Classroom Technologies

#### 2.4.2.1 A/V Setup:

##### A. A/V Responsibilities:

1. Company will configure included equipment for ninety-five (95) full classroom A/V setup, which includes wall mounted displays, speakers, microphones, and document camera. Solution includes built in ViewSonic streaming software (My ViewBoard)
2. Company will configure included equipment for seven (7) partial classroom A/V setup, which includes cart mounted displays, soundbars, microphones, and document camera. Solution includes built in ViewSonic streaming software (My ViewBoard)

## 3 Ravenswood City School District Responsibilities

### 3.1 General

- 3.1.1 It is the responsibility of the Customer to maintain current backups of all stored data. Company assumes no responsibility and/or liability for the loss of any Customer data.
- 3.1.2 Upon the presentation of a Work Acceptance Certification document, the Customer will either agree to the completion of the work described therein or provide a detailed, written account of the work items in dispute. If neither the Work Acceptance Certification document nor a valid dispute are returned to the Company within five (5) business days, the work items described in the Work Acceptance Certification document shall be deemed to have been accepted by the Customer.

### 3.2 Specific

- 3.2.1 Customers will be responsible for internal DNS changes and external DNS changes as requested. The solution requires that the internal and external domains to be the same with the appropriate SRV records.
- 3.2.2 Provide a Customer representative that will be the primary point of contact for this project. At a minimum, this person must be available to meet weekly with all project stakeholders. The Customer representative must have authorization to incur charges and make decisions that will affect the successful implementation of the project, and must be able to provide or arrange physical access to all areas of the facility(ies) which will receive installed equipment as part of this project.
- 3.2.3 Provide accurate scale drawings and/or “blueprints” of the Customer’s facility(ies) as may be required for the execution of this Statement of Work.
- 3.2.4 Provide all station cabling, Ethernet patch cords, additional necessary power cords and any other necessary cables unless specified explicitly elsewhere in this statement of work or associated proposal(s).
- 3.2.5 Provide laborers to move furniture and fixtures that may be required as part of this project; Company will not move any furniture or fixtures.

- 3.2.6 Provide a meeting place appropriate to the size of the audience and content presented (room, furniture, seating, etc.) for all training sessions and/or other presentations that are to be made by the Company.
- 3.2.7 Customer understands and agrees to be solely and completely responsible to verify the correctness and proper operation of all emergency telecom services including 911, E911 or CAMA trunks whether or not the services were installed and/or configured by the Company.
- 3.2.8 Provide telecommunications relay rack equipment, including but not limited to two-post relay racks, four-post relay racks and/or wall-mounted relay racks or cabinets with the correct interior dimensions to accommodate all equipment for this project. Such relay rack equipment will be installed in accordance with applicable local building codes prior to the Company engaging in this Statement of Work.
- 3.2.9 If a height exceeding twelve (12) feet is required to install any equipment, a lift will be provided by the Customer.
- 3.2.10 All roof and/or exterior wall penetrations are the responsibility of the Customer.
- 3.2.11 Unless otherwise specifically stated elsewhere in this Statement of Work, the Customer shall be responsible for the removal of any existing clocks, bells, surveillance cameras and/or any other control systems that may be rendered obsolete and/or inoperable by the completion of this project.
- 3.2.12 Unless otherwise specifically stated elsewhere in this statement of work or associated proposal(s), the Customer shall provide all electrical circuits, UPS(es), PDU(s) and HVAC required to support active electronic equipment being installed by the Company as part of this project.
- 3.2.13 Ensure the relay rack (or racks) in each location is/are engineered to support the weight of all installed equipment.
- 3.2.14 Ensure the equipment location has temperature control that accommodates the operational temperature of the equipment outlined in this scope of work.
- 3.2.15 Coordinate installation schedules with Company; all work shall be scheduled per the MSA, unless otherwise agreed to in an Associated

Contract. Changes to the project timeline that are the result of work, or lack thereof, by the Customer and/or Customer's agents may result in additional charges.

- 3.2.16 Provide an on-site authorized Customer representative at all times when Company staff is engaged in work at a Customer's facility and/or co-located datacenter space. The on-site Customer representative must be able to provide physical access to all areas of the facility(ies) which will receive installed equipment as part of this project including disabling any burglar alarm system(s) and/or unlocking any doors. Physical access restrictions dramatically reduce work efficiency and may result in additional costs being assessed to the Customer.
- 3.2.17 Company reserves the right to assess additional change charges to the Customer for indirect expenses due to missed appointments. This includes the absence of an authorized Customer representative during on-site work. These may also include the associated standby time for Field Engineers, travel time/costs for return visit, and/or additional equipment shipping costs.
- 3.2.18 Participate in a per-site and/or per IDF/MDF quality acceptance process with the Company's Project Manager or Practice Manager at the conclusion of the project, or in the case of a multi-phase project, at the conclusion of each phase.
- 3.2.19 Schedule, coordinate, and notify end users of any planned network or facility service interruptions required during the execution of this Statement of Work.
- 3.2.20 At such time as the Company begins work on any computer or other system of the Customer, the Customer shall provide the Company all applicable passwords, VPN access, and other information required for the Company to access such systems and perform services thereon or with respect thereto. The furnishing of any such password, VPN access, or other information shall be conclusively deemed to include the authorization and approval of any federal, state, or local governmental agency or authority for the Company to access and work on the systems.
- 3.2.21 Notify the Company of any defects with the installation services described herein within thirty (30) days after the date of the system cutover. In the event of multiple cutover dates (e.g. multi-site deployment), a thirty (30) day period will apply to the services provided during each individual cutover. Any defects reported by the Customer to the Company beyond thirty (30) days after the

conclusion of this project will be deemed to be a separate work effort outside of this SoW and will be undertaken at the direction of the Customer for additional cost.

- 3.2.22 Execute changes to any existing IT or facility system which is not specifically included in this Statement of Work but which may be necessary for the successful implementation thereof.

## 4 Signature Forms

4.1 Statement of Work Agreement

4.2 Change Request Form

4.3 Work Acceptance Certification



## Work Acceptance Certification (Sample)

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

Project Name:

Project Number: #####

Project Manager:

Customer:

Description of the work completed:

<input type="checkbox"/> Project complete	<input type="checkbox"/> Phase complete	<input type="checkbox"/> Major deliverable complete
---	---	---

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

Additional remarks:

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

**"CUSTOMER"**

**"COMPANY"**

Print Name: \_\_\_\_\_

Development Group, Inc.

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

\_\_\_\_\_

Daniel Lockwood

President



### Change Request Form (Sample)

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

In reference to the "Master Service Agreement" executed between Development Group, Inc., the ("Company"), and Ravenswood City School District, the ("Customer") regarding Project [PROJECT NUMBER], both parties hereby certify, by the signature of an authorized representative, this Change Request Form will amend and be fully incorporated into the existing Statement of Work (SoW), Version 1.0, dated 5/19/2020.

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

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

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

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

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

**"CUSTOMER"**

**"COMPANY"**

Print Name: \_\_\_\_\_

Development Group, Inc.

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

\_\_\_\_\_

Daniel Lockwood

President



## Statement of Work Agreement

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

I, representing Ravenswood City School District, authorize the foregoing Statement of Work for Proposal 23414, Version 1.0, dated 5/21/2020 and direct the Company to immediately begin the fulfillment thereof.

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

**"CUSTOMER"**

**"COMPANY"**

Print Name: \_\_\_\_\_

Development Group, Inc.

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

\_\_\_\_\_

Daniel Lockwood

President

## Product documents & training support

- ▶ ViewSonic
- ▶ LightSpeed



## BETTER PRESENTATIONS, SMARTER MEETINGS

ViewSonic Wireless Presentation Display Solutions

Meetings start fast with easy wireless content sharing to **ViewSonic® CDE 4K Ultra HD premium displays**. Conference rooms and huddle spaces are transformed into smart, connected spaces where employees, in the meeting, in a different office, and across the globe, can collaborate more productively.

Available in multiple sizes, our displays are software agnostic and optimized for multiple operating systems. Whether yours is a Microsoft, Apple, Android, or Google enterprise platform, our products work well with existing technology and seamlessly integrate into nearly any environment.

**ViewSonic Workplace:** Supports wireless cloud service access and control of a PC without needing a physical connection. Simplifies meeting spaces while also improving security

**Easy content sharing:** ViewBoard® Cast content sharing software enables content streaming from multiple mobile devices to the display over wireless or cable networks

**Cross-platform streaming:** Enjoy wireless screen sharing and presentations across devices/users/IDs

**All-in-one solution:** Integrated USB and embedded browser enables multimedia playback

**See the detail:** Stunning 4K Ultra HD resolution ensures all eyes are on your presentation

**Sleek designs:** Thin profile panels with ultra-slim bezels look good in any conference room

**Durable and dependable:** Long lifespans and pro-grade designs deliver reliable, continuous 24/7 use\*

**Multi-screen versatility:** An integrated content management system and remote configuration abilities make these display versatile enough for multi-screen setup

MODEL	CDE8620	CDE7520	CDE6520	CDE4320
PANEL SIZE	86"	75"	65"	43"
NATIVE RESOLUTION	4K UHD (3840 x 2160)	4K UHD (3840 x 2160)	4K UHD (3840 x 2160)	4K UHD (3840 x 2160)
24/7 OPERATION	Yes	Yes	Yes	Yes
BRIGHTNESS	450 Nits	450 Nits	450 Nits	350 Nits
SPEAKERS	12W x 2	12W x 2	12W x 2	10W x 2
CPU	Quad-core	Quad-core	Quad-core	Quad-core
GPU	MaliG51 MP2	MaliG51 MP2	MaliG51 MP2	MaliG51 MP2
RAM	3GB	3GB	3GB	3GB
STORAGE	16GB	16GB	16GB	16GB
OS	Android 8.0	Android 8.0	Android 8.0	Android 8.0
VIEWBOARD® CAST	Yes	Yes	Yes	No
USB QUICKCAST DONGLE	Optional	Optional	Optional	No
MYVIEWBOARD® DISPLAY APP	Yes	Yes	Yes	Yes
INTEL® OPS COMPATIBLE	Yes	Yes	Yes	No
WI-FI + BT SLOT (VB-WIFI-001)	Yes	Yes	Yes	No
CONNECTIVITY	HDMI (x2), HDMI Out, DisplayPort, VGA, RS232, USB 2.0 x 2, USB 3.0 x 1, Ethernet LAN (RJ45)	HDMI (x2), HDMI Out, DisplayPort, VGA, RS232, USB 2.0 x 2, USB 3.0 x 1, Ethernet LAN (RJ45)	HDMI (x2), HDMI Out, DisplayPort, VGA, RS232, USB 2.0 x 2, USB 3.0 x 1, Ethernet LAN (RJ45)	HDMI (x2), DVI, VGA, RS232, IR In/Out, USB, Ethernet LAN (RJ45)
CMS SOFTWARE COMPATIBLE	Revel Digital, Industry Weapon, NoviSign, DisplayItXpress	Revel Digital, Industry Weapon, NoviSign, DisplayItXpress	Revel Digital, Industry Weapon, NoviSign, DisplayItXpress	Revel Digital, Industry Weapon, NoviSign, DisplayItXpress
DEVICE MANAGEMENT SOFTWARE COMPATIBLE	vController, Optional 42Gears SureMDM & SureLock	vController, Optional 42Gears SureMDM & SureLock	vController, Optional 42Gears SureMDM & SureLock	vController, Optional 42Gears SureMDM & SureLock
AV CONTROL SYSTEM	Crestron, Extron, AMX	Crestron, Extron, AMX	Crestron, Extron, AMX	Crestron, Extron, AMX
WALL MOUNT (VESA® COMPATIBLE)	600mm x 400mm, M8	400mm x 200mm, M8	400mm x 200mm, M6	400mm x 400mm, M6
DIMENSIONS (W x H x D) (PHYSICAL)	76.0 x 43.7 x 3.2 (in) 1931 x 1109 x 82 (mm)	65.8 x 37.6 x 2.8 (in) 1672 x 955 x 70 (mm)	57.1 x 32.6 x 3.1 (in) 1450.6 x 828.1 x 78.5 (mm)	38.2 x 21.9 x 3.3 (in) 969.9 x 558.3 x 84.6 (mm)
WEIGHT (PHYSICAL)	111.1 (lb) / 50.4 (kg)	64.6 (lb) / 29.3 (kg)	50.6 (lb) / 22.9 (kg)	23.2 (lb) / 10.5 (kg)
WARRANTY	3-Year limited with On-site Service	3-Year limited with On-site Service	3-Year limited with On-site Service	3-Year limited with On-site Service
UPC	76690700420 5	76690700419 9	7669070041 8	76690700399 4

## Optional Accessories



For more information contact your ViewSonic representative today.

ViewSonic Sales: (888) 881-8781 or [salesinfo@viewsonic.com](mailto:salesinfo@viewsonic.com)



**ViewSonic®**

**myViewBoard SOFTWARE**  
Your Digital Whiteboard in the Cloud

ViewSonic® myViewBoard® software is a powerful tool that enables teachers to build dynamic lesson plans, import engaging content, and share lessons with students – all with one easy click. Whether yours is a Windows, Android, or Chrome environment, myViewBoard works well with existing technology and seamlessly integrates into nearly any classroom. Loaded with features to enhance the way your school connects and collaborates, **myViewBoard software delivers exactly what you need to move your ideas forward.**

- **QR Code Sharing:** Converts and uploads your canvas into a PDF and then shares via QR code and/or link.
- **Screen Recording:** Records on-screen content, including annotations and sound, for easy sharing of lessons for later use.
- **Throw:** Allows others to send images or videos from their device to the ViewBoard® display.
- **myViewBoard Companion App:** Gives users a convenient way to sign-in and share content via mobile devices.
- **myViewBoard:** Enables participants to login and collaborate in real time from any location over a browser-based environment.

## ACE CLASSROOM COLLABORATION

Flip learning on its head and put students at the center of class with YOUR lessons and YOUR annotations created YOUR way. **myViewBoard® digital whiteboarding software combines enterprise-level security with cloud-based portability and annotation tools** to build teamwork, encourage critical thinking, and spark imagination.

### Annotation Tools

- Full-featured canvas with a variety of annotation tools boost teamwork and collaboration
- Screen camera records, saves, and plays back presentations for easy sharing
- Drag-and-drop items from a web browser to create dynamic presentations
- Built-in casting allows remote users to share screens and engage in real time
- Multi-color pens and customizable backgrounds let you personalize presentations
- User-friendly handwriting recognition transforms handwritten words into typed text

### Cloud Drive Support

- Cloud-based files can be accessed, retrieved, and saved wherever you go
- Save to a shared cloud drive such as Google Drive, OneDrive, Dropbox, and Box

### Built-in Collaborative Sharing

- Meet function enables internet casting with up to 6 participants at one time
- Guests can throw content to the board as an image file for discussion

### Enterprise-Level Security

- Powered by Amazon Web Services and protected by AES-256 encryption
- Leave no trace with cloud-based single sign-on
- Rest easy that your personal data remains personal

### IT Friendly Deployment

- Entity management
- Compatible with Google G Suite and Microsoft AD



### Multimedia Support

- Import audio, video, and Adobe Animate CC
- Import YouTube videos

### myViewBoard

- Cloud-based real-time collaboration
- Virtual huddle room
- Classroom assessment tools

### File Format Support

- myViewBoard rich format
- Common whiteboard IWB
- SMART Notebook (.notebook)
- Promethean ActivInspire Flipchart (.flipchart)
- PDF, MS Office, and common image formats

### Drawing Tools

- Color settings
- Paint Brush, Marker, Highlighter, Shape Pen
- AI Pen suggests an actual picture based on the image you are drawing
- Table Tool
- Mind Map

### Power Tools

- QR Code Sharing
- Handwriting Recognition
- Screen Recorder
- On-Canvas Browser
- Cloud-based casting and broadcasting
- Spotlight, Reveal, Animations, Office tools, and more

For more information contact your ViewSonic representative today.

ViewSonic Sales: (888) 881-8781 or [salesinfo@viewsonic.com](mailto:salesinfo@viewsonic.com)

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I would like to thank Ravenswood Unified School District for giving the opportunity to consider ViewSonic Commercial displays in your environment. It is our goal to make sure your school has all the proper equipment and trainings to educate your teachers and students. In order to accomplish these goals, we as a manufacture will be providing Professional Development both individually and in group settings. ViewSonic is offering ongoing onsite trainings for the length of the relationship. ViewSonic's head of Professional Development Training Manager will be onsite for 2 days of the initial onboarding with teachers and staff. The training manager will also be on site to help with development of training materials and scoping sequence with the district training team. ViewSonic will also have a local authorized trainer available for professional development beyond the initial rollout. This trainer will have the ability to train the teachers and staff moving forward. Online meet ups are also available if desired from the district. We will ensure that the technical team has proper understanding of the entity enrollment process and rollout for back end Management of each device.

On page 2, you will find the expectations for Professional Development. This can be redefined at the district request. For additional questions on ViewSonic Products or our Professional Development offering, please contact me at any time.

Thank you,

Lena Cull  
Territory Manager – Northern California  
ViewSonic Corp.  
Lena.Cull@viewsonic.com  
916.673.8077



Expectations during trainings:

Objectives and Vision of Professional Development from a Strategic Implementation:

- Teachers and Staff will know and understand:
  - How the buttons on the CDE work: Power (Off/On), Home, Settings (Input), Volume
  - How to use the Android embed Player (based on district admin)
    - Changing Home Display and Apps
    - Whiteboarding (ViewBoard/ViewBoard Lite)
    - Casting (Airplay, Vcast)
    - Setting Tasks for Auto On/Off
    - Browsing Chrome and best practices
  - How to Connect other devices (PC, Chrome, Apple) via hardwire connection
    - Best Practices when connecting: (display resolution, audio preferences, annotating)
  - How to Care for and help prolong the longevity of the IFP
- Tech Staff will understand the following:
  - Hardware Recommendations and Updates
  - MyViewBoard Entity Process and Backend
  - Account Creation and MSI Deployment Opportunities
  - Hardware Keys and Custom Settings
  - Hardware Support Protocols

# Warranty Policy



	Monitors		Projectors		LFDs & IFPs	
	Standard Warranty	VIP Warranty	Standard Warranty	VIP Warranty	Standard Warranty	VIP Warranty
<b>Qualifications</b>	Standard	Approve based on purchase volume and approved by PM	Standard	Approve based on purchase volume and approved by PM	Standard	Approve based on purchase volume and approved by PM
<b>Coverage Period</b>	3 years	3 years	3 years	3 years	3 years	3 years
<b>Customer Calls</b>	Standard 1-800 #	VIP direct line with dedicated live agents	Standard 1-800 #	VIP direct line with dedicated live agents	Standard 1-800 #	Tech Support direct hotline
<b>Support type</b>	Calls, emails, & chats	Calls, emails, & chats	Calls, emails, & chats	Calls, emails, & chats	Calls, emails, & chats	Calls, emails, & chats
<b>Shipping</b>	Customer pays 1 way	Express Exchange w/ 2 day shipping (VS pays round-trip)	1st year - EE; 2nd & 3rd year - customer pays 1 way	Express Exchange w/ 2 day shipping (VS pays round-trip)	Onsite	Onsite
<b>Turn Around Time</b>	5-10 business days	5 business days	5-10 business days	5 business days	5 business days	3 business days
<b>Online Supports</b>	Online Status Tracking	Online Status Tracking	Online Status Tracking	Online Status Tracking	Online Status Tracking	Online Status Tracking
<b>Extended Warranty</b>	Up to 5 year (additional 2 years)	Up to 5 year (additional 2 years)	Up to 5 year (additional 2 years)	Up to 5 year (additional 2 years)	Up to 7 year (additional 4 years)	Up to 7 year (additional 4 years)



# AccessLink™

Wireless 2-way communication hub



Access Link converts existing classroom audio systems into the latest 2-way collaborative audio for student sharing and small group learning.



## A wireless microphone for the teacher, a wireless audio platform for the future.

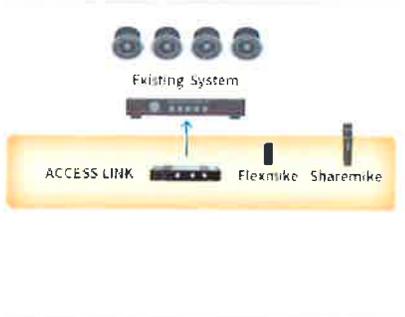
Access Link lets you add wireless microphones to virtually any amplifier and speaker system, allowing freedom of motion and ensuring all students hear every spoken word. With equal access to instruction, research has proven students are more attentive and on-task while redirections are dramatically reduced.

Powered by Lightspeed's Access Technology, Access Link works with any classroom configuration, and at longer distances. Just as importantly, it operates on a bandwidth that virtually eliminates interference with other classroom technology.



# Add microphones and media to existing audio

## ADD MICROPHONES TO YOUR EXISTING SYSTEM



### Clearer instruction and more student participation

With Access Link connected to your existing audio amplifier and speakers, the Lightspeed Fleximike microphone projects the teacher's voice through your audio system so every child hears the instruction.

With a second microphone for pass-around use, students take the stage and share with their peers.

## COMBINE WITH ANOTHER LIGHTSPEED SYSTEM



### Perfect for large, open and flexible learning spaces

Paired with a Lightspeed Cat 885 system, Access Link brings clear speech to spaces with high ceilings, glass walls, open plans and larger areas.

It delivers clear audio in spaces up to 5,000 square feet – with no dropout, and no interference with your existing networks and equipment.

## EASILY EXPAND FOR MEDIA AND SMALL GROUPS



### Add 2-way interactive audio and wireless media integration

Access Link provides scalability as instructional methods evolve. For small group learning, it works seamlessly with Activate pods for student monitoring and assessment.

Use the Activate Station with Bluetooth to connect to mobile devices for control and audio streaming.

## Specifications

<b>Description</b>	Wireless audio base station
<b>Wireless Communication</b>	Access Technology (1.9 GHz + RF4CE)
<b>Wireless Transmission Range</b>	Up to 200 ft. (60m) open field
<b>Audio Output Level (Nominal)</b>	Line Mode: 316 mV RMS (2V RMS max) Mic Mode: -40 dB of line mode
<b>Frequency Response</b>	120 Hz - 8 kHz
<b>Total Harmonic Distortion (THD)</b>	<1% @ 10W
<b>DC Power Input</b>	5V/250mA micro-B USB connector
<b>Audio Input (with volume control)</b>	One (1) Input (3.5 mm)
<b>Audio Outputs</b>	3.5mm unbalanced; 3-pin euro-block balanced
<b>Lightspeed Amplifier Interface</b>	RJ45 connection: Audio Out + DC Power In
<b>Tone Control</b>	Bass / Treble
<b>Warranty</b>	5 Years
<b>Dimensions (W x D x H)</b>	7.6" x 5" x 1.13" (193 x 127 x 29mm)
<b>Weight</b>	9.5 oz (269g)

## Access Link

POWERED BY ACCESS TECHNOLOGY



## Fleximike

PENDANT STYLE  
WIRELESS MICROPHONE  
WITH CHARGE CHARGER



## WARRANTY & SERVICE GUIDELINES

Lightspeed Technologies product warranties and service repairs have continually set the industry standard. Lightspeed's top priority is ensuring optimal system operation, resulting in minimal downtime for our customers. Our extensive product warranties are standard with every Lightspeed system purchased.

### Warranty Information:

*Activate and Classroom Audio Systems* (*Activate Station, Redcat Access, Topcat Access, 955 Access, Access Link, Multimike, Redcat Presenter Kit*)

Lightspeed's classroom audio products are under warranty for five (5) years. Components of the five (5) year warranty include:

- Warranty on primary components including: amplifier, charging station, group speakers, and remote is five (5) years.
- Warranty on Access microphones and Mobile Connector is five (5) years.
- Warranty on Infrared microphones, Infrared microphone charger, lapel and earset microphones is one (1) year.
- Warranty on Lightspeed NiMH rechargeable batteries is one (1) year.
- Warranty does not extend to finish, appearance items, or malfunctions due to abuse or operation other than specified conditions, nor does it extend to incidental or consequential damages. Repair by other than Lightspeed or its authorized service agencies will void this warranty. Information on authorized service agencies is available from Lightspeed Technologies, Inc.
- Immediate replacement of system or components requiring service will be sent to customer to minimize system downtime (see Warranty Exchange section below).

### Installations

Warranty information for workmanship and cabling included in a Lightspeed installation

- Warranty on cabling to be free from defects for one (1) year from date of installation
- Repair or replacement at Lightspeed's option any defective cabling materials provided by Lightspeed
- Warranty on workmanship of installation for one (1) year from date of installation
- Does not cover damages resulting from accident, misuse or abuse or lack of reasonable care of materials
- Does not cover damage resulting from work performed by other companies (i.e. HVAC, Fire Alarm, Sprinkler, etc.)

### Warranty Exchange:

Lightspeed has a Warranty Exchange Program in place for all **Activate and Classroom Audio systems** within the warranty period. If customers experience an issue with their system, a Lightspeed Technician will troubleshoot over the phone. If the system or component requires service, a replacement will immediately be sent to the customer to minimize downtime. Customers will receive replacement product(s) within 2-3 business days along with a prepaid return label so malfunctioned equipment can be returned to Lightspeed.

Any replacement equipment will be of the highest quality and remain covered under the original warranty.

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**Service Guidelines:**

Lightspeed systems are directly supported and serviced at our service center and company headquarters in Tualatin, Oregon. Customers always have the option of calling to speak with a service technician to identify and resolve any issues at no additional charge. Lightspeed also offers an on-line service request form customers can complete and a service technician will contact them at the customer's preferred time and convenience.

Regular Warranty items will be evaluated and usually repaired and shipped within 48 hours.

**Charges**

- A purchase order or credit card number must be received prior to doing "For Charge" service work.
- "For Charge" work will be completed as quickly as possible, usually within 48 hours of receipt of a hard copy of the purchase order or credit card number.
- There is a \$100 per hour fee with a \$50.00 minimum repair charge for non-warranty repairs.

New or additional items purchased through the Service Department will be charged shipping and handling, such as additional batteries or other components not sent in for repair.

Lightspeed also offers an on-line interactive troubleshooting tutorial of our systems at [www.lightspeed-tek.com](http://www.lightspeed-tek.com).

## FREE TEACHER/USER TRAINING PROGRAMS

Lightspeed provides onsite teacher/user training to District personnel at no additional charge:

**Objectives:** Teachers will be able to:

- Understand the primary benefits of classroom audio systems and small group instruction systems
- Identify and operate all the controls and indicators on the transmitters and amplifier
- Adjust the volume for the microphones and other audio devices (Computer, TV, DVD, VCR, etc.) connected to the amplifier
- Operate Lightspeed app remote control
- Understand proper transmitter charging procedures
- Properly position the microphone for optimal voice pickup
- Connect a personal FM system to the amplifier if needed
- Identify and correct common types of operational problems (first-level problem solving)

**Initial On-Site Training Method:**

A Lightspeed Territory Manager will perform initial user training. The training will include a video on the research and benefits of the audio system and its operation, simple troubleshooting guidelines, and incorporating the audio into teaching styles.

**Training Method for New Users (after initial teacher training)**

The training will include system operation, simple troubleshooting guidelines, incorporating the audio system into teaching styles and a video on the research and benefits of audio systems. Easy-to-follow user guides are also included on our website for use at any time. Please visit [www.lightspeed-tek.com](http://www.lightspeed-tek.com) for more information.

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## LOCAL SUPPORT

At Lightspeed Technologies, we understand that optimal use of any technology requires reliable and consistent support. In order to achieve this, Lightspeed employs a full time representative dedicated to our customers in Northern California. Missy Pontarelli is your local Territory Manager. She lives near Sacramento, CA where she can easily access all the schools in Ravenswood/East Palo Alto.

Coming from a teaching background, Missy has worked closely with educators and administrators. With Lightspeed since 2018, she has proven skills in classroom amplification and extensive experience in training and support. Her commitment and availability will ensure that the technology is being fully utilized over the years through many kinds of free training and support:

- Equipment monitoring with adjustments as needed
- Training of new staff members
- Assistive listening device connections
- Consultation regarding peripheral devices and podcasting
- Integration of the technology into Pre K-12 curriculum
- Periodic and customized in-service programs at no additional cost in response to the needs of the school administrator.

We also have dedicated service support to troubleshoot and resolve problems over the phone, saving the inconvenience of returning products.

Lightspeed contact numbers are as below:

Local Support:

Missy Pontarelli – Territory Manager

571.481.1149

[Missy.Pontarelli@Lightspeed-tek.com](mailto:Missy.Pontarelli@Lightspeed-tek.com)

Regional Support:

Reid Hansen – Regional Sales Manager

435.535.6998

[Reid.Hansen@Lightspeed-tek.com](mailto:Reid.Hansen@Lightspeed-tek.com)

Corporate Office:

Rhonda Wilson – Sales Administration Manager

800.732.8999

[Orders@Lightspeed-tek.com](mailto:Orders@Lightspeed-tek.com)

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Enterprise Sound Bar

# ESB-1080



## NEW SOLUTION FOR ENTERPRISE COLLABORATION SPACES

The ESB-1080 Enterprise Sound Bar integrates the audio output from video collaboration to create an immersive feeling for conference rooms with industry-leading loudspeaker technology. The compact and elegant design makes it the ideal solution for a range of enterprise spaces, such as conference rooms and lobby areas. The ESB-1080 enhances meetings by incorporating a 'conference mode' preset, designed especially for installation in meeting room spaces.

### Main Use Cases

- **Remote conference**

Speaker output enhances remote conferences in small to medium sized spaces.

- **Play and share content**

Share content in a wide range of enterprise environments - lobby areas, reception or conference rooms.



### Key Features

- Immersive feeling with clear, dynamic, full-range speaker output
- 'Conference mode' preset optimized for conversation
- Integrates easily with any monitor, mobile or PC device
- Latest connectivity options, including HDMI®, Bluetooth, optical and analog audio
- Compact and elegant design
- Two built-in subwoofers and bass-reflex port
- Two dome tweeters and two woofers
- Can be wall-mounted, via its built-in keyholes, or placed on a cabinet or shelf
- Built-in gyroscope to optimize sound automatically whether positioned vertically or flat

## Technical Specifications

General	<b>Drivers</b>	2-1/8" cone woofer x 2, 3" built-in subwoofer x 2, 1" dome tweeter x 2
	<b>Output Power</b>	120 W total power: 30 W x 2 + 60 W built-in subwoofer
	<b>Power Supply</b>	[U.S.A. and Canada models] AC 120 V, 60 Hz [Europe model] AC 110 to 240 V, 50/60 Hz [U.K. model] AC 230 V, 50 Hz
	<b>Power Consumption</b>	27 W
	<b>Standby Power Consumption</b>	[U.S.A. and Canada models] 0.3 W (HDMI CEC standby off), 1.2 W (HDMI CEC standby on) [U.K. and Europe models] 0.4 W (HDMI CEC standby off), 1.2 W (HDMI CEC standby on)
	<b>Maximum Volume</b>	Max SPL: 96 dB at 1 m
	<b>Frequency Bandwidth</b>	60 - 23,000 Hz
	<b>Dimensions (W x H x D)</b>	Installing the unit in front of a TV, etc.: 890 x 53 x 131 mm (35" x 2-1/8" x 5-1/8") Mounting the unit on a wall, with spacers: 890 x 131 x 62 mm (35" x 5-1/8" x 2-1/2")
	<b>Weight</b>	3.2 kg (7.1 lbs)
	<b>Operating Environment</b>	Temperature: 5 to 40°C (41 to 104°F) Humidity: 30 to 90% (no condensation)
	<b>Storage Environment</b>	Temperature: -20 to +60°C (-4 to 140°F) Humidity: 30 to 90% (no condensation)
	<b>Accessories</b>	The unit, Remote Control, Power cord, Optical digital audio cable, Mounting template, Spacers (*2/sheet), Owner's Manual
<b>Others</b>	Mode change: Conference mode, Hotel mode	
Decoder	<b>Supported Audio Signal</b>	PCM (up to 5.1ch) Dolby Digital (up to 5.1ch) DTS Digital Surround (up to 5.1ch)
Interface	<b>HDMI</b>	4k/60p 4:4:4, HDR (HDR10, Hybrid Log-Gamma), HDCP2.3, ARC, CEC
	<b>Input Jacks</b>	HDMI 1 (HDMI IN), Digital (Optical) 1 (TV), Analog (3.5 mm stereo mini) 1 (ANALOG)
	<b>Output Jacks</b>	HDMI 1 (HDMI OUT (ARC)), Analog (RCA/monaural) 1 (SUBWOOFER OUT)
	<b>Other Jacks</b>	USB 1 (UPDATE, Mode change ONLY)
	<b>Bluetooth</b>	Version: 5.0 Supported profiles: A2DP Supported codecs: SBC, MPEG-4 AAC Class: Bluetooth Class2 Range (line-of-sight): Approx. 10 m (33 ft) Supported content protection method: SCMS-T [U.K. and Europe models] Radio frequency (operational frequency): 2,402 to 2,480 MHz Maximum output power (EIRP): 20 dBm (100 mW)
Compliance	<b>Radio Interference Standard</b>	FCC Class B
	<b>Safety</b>	CB (IEC62368-1, EN62368-1, IEC60065, EN60065), UL (UL62368-1), DEMKO (EN62368-1), CE (EN62368-1)
	<b>EMC</b>	FCC (Part 15 Subpart B (SDoc)), ICES-003, CE (EN61000-3-2, EN61000-3-3, EN55035, EN55032)
	<b>Radio</b>	FCC (Part 15 Subpart C), RSS-247, CE (EN300328, EN62479, EN301489-1, EN301489-17)
	<b>Environment</b>	RoHS compliant
Warranty		2 years

### About Yamaha

Since its founding in 1887, the Yamaha Corporation Group has developed its business activities focusing on musical instruments, audio products, Yamaha music schools, semiconductors, and other products and services related to sound and music. With its unique expertise and sensibilities, gained from our devotion to sound and music, Yamaha is committed to creating excitement and cultural inspiration together with people around the world. With 10 years of history in the Japan market, Yamaha's dedicated unified communications department focuses on solutions that enhance communication and help organizations reach their business goals.

### YAMAHA CORPORATION

<https://uc.yamaha.com/esb-1080/>

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Product features and specifications are subject to change without notice by Yamaha.

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DS-ESB-1080-20200107-EN

## References

### Santa Rosa City Schools

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

Customer Contact:  
Adrian Bica  
Director of Technology  
[abica@srcs.k12.ca.us](mailto:abica@srcs.k12.ca.us)

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

### Novato Unified School District

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

Customer Contact:  
Ryan Green  
Technology Supervisor  
[RGREEN@nUSD.org](mailto:RGREEN@nUSD.org)

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

### Walnut Creek Elementary School District

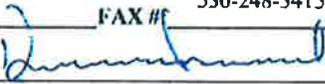
District Information:  
960 Ygnacio Valley Rd  
Walnut Creek, CA 94596  
(707) 333-8737

Customer Contact:  
Ruben Fernandez  
Director of Innovation & Technology  
[rfernandez@wcsd.k12.ca.us](mailto:rfernandez@wcsd.k12.ca.us)

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

## Forms and Exhibits

**14 Appendix A: Submittal Form**

**COMPANY NAME:** Development Group, Inc.  
**ADDRESS:** 6704 Lockheed Dr, Redding, CA 96002  
**PHONE #:** 530-229-0071 **FAX #:** 530-248-3415  
**AUTHORIZED AGENT SIGNATURE:**   
**DATE:** 5/25/2020

**Reference 1:**

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

**Reference 2:**

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

**Reference 3:**

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

**Submittal**

1. Proposals submitted via mail or delivered are to contain 1 original hard copy, and 5 stapled or bound copies in 8-1/2" x 11" binders with any supporting documentation.
  - a. In addition to the aforementioned paper copies, please provide an electronic (preferably PDF) copy of the proposal via USB flash or e-mail to [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org).
2. Proposals submitted via email are to be secured from the ability to edit the file in the final format. The file is to be in a searchable PDF format.
3. Responses must be submitted via mail, delivered, or emailed by 3:00PM on May 25, 2020 to:

**ATTN: Solomon Hill  
Business Office  
Ravenswood City School District  
2120 Euclid Avenue  
East Palo Alto, CA 94303  
[rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org)**

**PROFESSIONAL SERVICES AGREEMENT**

**Project: #RCSD-P5AV**

**AGREEMENT BETWEEN RAVENSWOOD CITY SCHOOL DISTRICT AND  
[VENDOR]**

This Vendor Contract ("Agreement" or "Contract") is made as of the date in the year 2020, between the Ravenswood City School District ("District") and Development Group, Inc. ("Vendor"). The District and Vendor may be individually referred to herein as a "Party" or collectively referred to herein as the "Parties."

**RECITALS**

**WHEREAS**, absent an exception or exclusion, competitive solicitation is required when contracting for Goods and Services in excess of the State bid limit, adjusted annually for inflation;

**WHEREAS**, the District is authorized to contract with and employ any persons for the furnishing of special and professional services and advice if those persons are specially trained and experienced and competent to perform the services required;

**WHEREAS**, the District is in need of **[PROJECT]** and the Vendor warrants that it is specially trained, licensed and experienced and competent to perform the services required by the District;

**WHEREAS**, the Vendor agrees to perform the services described in this Agreement in accordance with the standards of its profession, to District's satisfaction, and in accordance with this Agreement.

**NOW, THEREFORE**, the Parties agree as follows:

1. **Availability of funds and budget and fiscal provision and termination in the event of non-appropriation.**
  - 1.1. This Agreement is subject to the budget and fiscal policies, regulations, and practices of the District.
  - 1.2. The amount of the District's obligation hereunder shall not at any time exceed the amount herein stated, **except as modified by a written change order which is executed by both parties.**
  - 1.3. The District has no obligation to renew this Agreement after expiration of its term. If funds are appropriated for a portion of a fiscal year, this Agreement will terminate, without penalty, at the end of the term for which funds are appropriated.
  - 1.4. This section controls against any and all other provisions of this Agreement.
2. **Services.** Vendor shall furnish to the District the following services, as more fully described in **Exhibit "A,"** attached hereto and incorporated herein by this reference ("Services" or "Work"): **"Statement of Work for PROJECT" dated DATE.**
3. **Term.** Vendor shall commence providing Services under this Agreement on **DATE**, and will diligently perform as required or requested by District as applicable. The term for these Services shall expire on **DATE**. This Agreement may be extended upon mutual approval of both Parties in writing on an annual basis to the extent permissible under applicable law.
4. **Services Vendor Agrees To Perform.** See "Exhibit A – **"Statement of Work for PROJECT" dated DATE**
5. **Submittal of Documents.** The Vendor shall not commence the Work under this Agreement until the Vendor has submitted and the District has approved the certificate(s) and affidavit(s), and the endorsement(s) of insurance required as indicated below:



be performed, findings obtained, reports and recommendations prepared in accordance with generally and currently accepted principles and practices of its profession for services to California school districts. Vendor's Services will be performed with due care and in accordance with applicable law, code, rule, regulation, and/or ordinance.

- 11.2. Vendor hereby represents that it possesses the necessary professional capabilities, qualifications, licenses, skilled personnel, experience, expertise, and financial resources, and it has available and will provide the necessary equipment, materials, tools, and facilities to perform the Services in an efficient, professional, and timely manner in accordance with the terms and conditions of the Agreement.
  - 11.3. Vendor shall be responsible for the professional quality, technical accuracy, completeness, and coordination of the Services, and Vendor understands that the District relies upon such professional quality, accuracy, completeness, and coordination by Vendor in performing the Services.
  - 11.4. Vendor shall ensure that any individual performing work under the Agreement requiring a California license shall possess the appropriate license required by the State of California. All personnel shall have sufficient skill and experience to perform the work assigned to them.
- 12. Originality of Services.** Vendor agrees that all technologies, formulae, procedures, processes, methods, writings, ideas, dialogue, compositions, recordings, teleplays and video productions prepared for, written for, or submitted to the District and/or used in connection with this Agreement, shall be wholly original to Vendor and shall not be copied in whole or in part from any other source, except that submitted to Vendor by District as a basis for such services.
- 13. Copyright/Trademark/Patent.** Vendor understands and agrees that all matters produced under this Agreement shall become the property of District and cannot be used without District's express written permission. District shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark and/or patent of said matter in the name of the District. Vendor consents to use of Vendor's name in conjunction with the sale, use, performance and distribution of the matters, for any purpose and in any medium.
- 14. Termination.**
- 14.1. **Without Cause by District.** District may, at any time, with or without reason, terminate this Agreement and compensate Vendor only for services satisfactorily rendered and equipment delivered and encumbered to the date of termination. Written notice by District shall be sufficient to stop further performance of services by Vendor. Notice shall be deemed given when received by the Vendor or no later than ~~three~~ seven (7) days after the day of mailing, whichever is sooner.
  - 14.2. **With Cause by District.** District may terminate this Agreement upon giving of written notice of intention to terminate for cause. Cause shall include:
    - 14.2.1. material violation of this Agreement by the Vendor; or
    - 14.2.2. any act by Vendor exposing the District to liability to others for personal injury or property damage; or
    - 14.2.3. Vendor is adjudged a bankrupt, Vendor makes a general assignment for the benefit of creditors or a receiver is appointed on account of Vendor's insolvency.Written notice by District shall contain the reasons for such intention to terminate and, unless within three (3) calendar days after that notice the condition or violation shall cease or satisfactory arrangements for the correction thereof be made, this Agreement shall upon the expiration of the three (3) calendar days cease and terminate. In the event of this termination, the District may secure the required Services from another Vendor. If the expense, fees, and/or costs to the District exceeds the cost of providing the Services pursuant to this Agreement, the Vendor shall immediately pay the excess expense, fees, and/or costs to the District upon the receipt of the District's notice of these expense, fees, and/or costs. The foregoing provisions are in addition to and not a limitation of any other rights or remedies available to District.
  - 14.3. Upon termination, Vendor shall provide the District with all documents produced maintained or

collected by Vendor pursuant to this Agreement, whether or not such documents are final or draft documents.

**15. Indemnification**

To the furthest extent permitted by California law, Vendor shall defend, indemnify, and hold free and harmless the District, its agents, representatives, officers, Vendors, employees, trustees, and volunteers ("the indemnified parties") from any and all claims, demands, causes of action, costs, expenses, liability, loss, damage or injury of any kind, in law or equity, including without limitation the payment of all consequential damages ("Claim"), arising out of, pertaining to or relating to, in whole or in part, the negligence, recklessness, errors or omissions, or willful misconduct of Vendor, its officials, officers, employees, subcontractors, Vendors, or agents directly or indirectly arising out of, connected with, or resulting from the performance of the Services or from any activity, work, or thing done, permitted, or suffered by the Vendor in conjunction with this Agreement. The District shall have the right to accept or reject any legal representation that Vendor proposes to defend the indemnified parties.

**16. Insurance.**

- 16.1. The Vendor shall procure and maintain at all times it performs any portion of the Services the following insurance with minimum limits equal to the amount indicated below.
  - 16.1.1. **Commercial General Liability and Automobile Liability Insurance.** Commercial General Liability Insurance and Any Auto Automobile Liability Insurance that insure against all claims of bodily injury, property damage, personal injury, death, advertising injury, and medical payments arising from Vendor's performance of any portion of the Services. (Form CG 0001 and CA 0001)
  - 16.1.2. **Workers' Compensation and Employers' Liability Insurance.** Workers' Compensation Insurance and Employers' Liability Insurance for all of its employees performing any portion of the Services. In accordance with provisions of section 3700 of the California Labor Code, the Vendor shall be required to secure workers' compensation coverage for its employees. If any class of employee or employees engaged in performing any portion of the Services under this Agreement are not protected under the Workers' Compensation Statute, adequate insurance coverage for the protection of any employee(s) not otherwise protected must be obtained before any of those employee(s) commence performing any portion of the Services.
  - 16.1.3. **Professional Liability (Errors and Omissions).** Professional Liability (Errors and Omissions) Insurance as appropriate to the Vendor's profession. -

Type of Coverage	Minimum Requirement
<b>Commercial General Liability Insurance, including Bodily Injury, Personal Injury, Property Damage, Advertising Injury, and Medical Payments</b>	
Each Occurrence	\$ 1,000,000
General Aggregate	\$ 2,000,000
<b>Automobile Liability Insurance - Any Auto</b>	
Each Occurrence	\$ 1,000,000
General Aggregate	\$ 2,000,000
<b>Professional Liability</b>	\$ 2,000,000
<b>Workers Compensation</b>	Statutory Limits
<b>Employer's Liability</b>	\$ 1,000,000

- 16.2. **Proof of Carriage of Insurance.** The Vendor shall not commence performing any portion of the Services until all required insurance has been obtained and certificates indicating the required coverage's have been delivered in duplicate to the District and approved by the District. Certificates and insurance policies shall include the following:
  - 16.2.1. A clause stating: "This policy shall not be canceled or reduced in required limits of liability or amounts of insurance until notice has been mailed to the District, stating date of cancellation or reduction. Date of cancellation or reduction shall not be less than thirty(30) days after date of mailing notice."

- 16.2.2. Language stating in particular those insured, extent of insurance, location and operation to which insurance applies, expiration date, to whom cancellation and reduction notice will be sent, and length of notice period.
- 16.2.3. An endorsement stating that the District and the State and their representatives, employees, trustees, officers, and volunteers are named additional insureds under all policies except Workers' Compensation Insurance, Professional Liability, and Employers' Liability Insurance. An endorsement shall also state that Vendor's insurance policies shall be primary to any insurance or self-insurance maintained by District.
- 16.2.4. All policies shall be written on an occurrence form, except for Professional Liability which shall be on a claims-made form.
- 16.3. **Acceptability of Insurers.** Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A: VII, unless otherwise acceptable to the District.
17. **Payment Does Not Imply Acceptance of Work.** No payment shall in any way lessen the liability of Vendor to remedy or replace unsatisfactory work, service, products, equipment, or materials, if the unsatisfactory character of such work, service, products, equipment or materials was not detected at the time of payment. Service, products, materials, equipment, components, or workmanship that do not conform to the requirements of this Contract may be rejected by the District and in such case must be remedied or replaced by Vendor without delay at no additional cost to the District. Nothing in this Section shall preclude, limit, or waive any other remedy or remedies available to the District.
18. **Assignment.** The obligations of the Vendor pursuant to this Agreement shall not be assigned by the Vendor.
19. **Compliance with Laws.** Vendor shall observe and comply with all rules and regulations of the governing board of the District and all federal, state, and local laws, ordinances and regulations. Vendor shall give all notices required by any law, ordinance, rule and regulation bearing on conduct of the Work as indicated or specified. If Vendor observes that any of the Work required by this Contract is at variance with any such laws, ordinance, rules or regulations, Vendor shall notify the District, in writing, and, at the sole option of the District, any necessary changes to the scope of the Work shall be made and this Contract shall be appropriately amended in writing, or this Contract shall be terminated effective upon Vendor's receipt of a written termination notice from the District. If Vendor performs any work that is in violation of any laws, ordinances, rules or regulations, without first notifying the District of the violation, Vendor shall bear all costs arising therefrom.
20. **Labor Code Requirements.** Vendor and its subcontractors shall comply with all applicable provisions of the California Labor Code sections 1720-1861, without limitation, the payment of the general prevailing per diem wage rates for public work projects (including repairs and maintenance, where applicable) of more than one thousand dollars (\$1,000). Copies of the prevailing rate of per diem wages are on file with the District/COE. In addition, the Vendor and each subcontractor shall comply with Sections 1735, 1777.5 and 1777.6, forbidding discrimination, and Sections 1776, 1777.5 and 1777.6 concerning the employment of apprentices by Vendor or subcontractors. Willful failure to comply may result in penalties, including loss of the right to bid on or receive public works contracts. **Registration:** As applicable, Vendor and its subcontractors shall comply with the registration and qualification requirements pursuant to sections 1725.5 and 1771.1 of the California Labor Code. **Certified Payroll Records:** Vendor and its subcontractor(s) shall keep accurate certified payroll records of employees, as applicable, and shall make them available to the District/COE immediately upon request.
21. **Permits/Licenses.** Vendor and all Vendor's employees or agents shall secure and maintain in force such permits and licenses as are required by law in connection with the furnishing of services pursuant to this

agreement.

- 22. Suspension and Debarment Certification.** A Vendor for any contract of one hundred thousand dollars (\$100,000) or more for goods/services must complete and submit to District a Suspension and Debarment Certification. This Certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, section 3017.510, Participants responsibilities. The regulations were published as Part IV of the January 30, 1989, Federal Register (pages 4722-4733). Vendor shall submit with the Contract a completed Suspension and Debarment Certification attached hereto as Exhibit "C."
- 23. Safety and Security.** Vendor is responsible for maintaining safety in the performance of this Agreement. Vendor shall be responsible to ascertain from the District the rules and regulations pertaining to safety, security, and driving on school grounds, particularly when children are present.
- 24. Employment with Public Agency.** Vendor, if an employee of another public agency, agrees that Vendor will not receive salary or remuneration, other than vacation pay, as an employee of another public agency for the actual time in which services are actually being performed pursuant to this Agreement.
- 25. Anti-Discrimination; Compliance with Americans with Disabilities.**

  - 25.1. It is the policy of the District that in connection with all work performed under Contracts there be no discrimination against any employee engaged in the work because of race, religious creed, color, national origin, ancestry, AIDS/ARC/HIV status, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, age, sexual orientation, or military and veteran status and therefore the Vendor agrees to comply with applicable Federal and California laws including, but not limited to the California Fair Employment and Housing Act beginning with Government Code Section 12900 and Labor Code Section 1735. In addition, the Vendor agrees to require like compliance by all its subcontractor(s).
  - 25.2. Vendor acknowledges that, pursuant to the Americans Disabilities Act (ADA), programs, services and other activities provided by a public entity to the public, whether directly or through a Vendor, must be accessible to the disabled public. Vendor shall provide the services specified in this Agreement in a manner that complies with the ADA and any and all other applicable federal, state and local disability rights legislation. Vendor agrees not to discriminate against disabled persons in the provision of services, benefits or activities provided under this Contract and further agree that any violation of this prohibition on the part of Vendor, its employees, agents or assigns will constitute a material breach of this Contract.
- 26. Fingerprinting of Employees.** The Vendor shall comply with the provisions of Education Code section 45125.1 regarding the submission of employee fingerprints to the California Department of Justice and the completion of criminal background investigations of its employees. The Vendor shall not permit any employee to have any contact with District pupils until such time as the Vendor has verified in writing to the governing board of the District that the employee has not been convicted of a felony, as defined in Education Code section 45122.1. The Vendor's responsibility shall extend to all employees, subcontractors, agents, and employees or agents of subcontractors regardless of whether those individuals are paid or unpaid, concurrently employed by the District, or acting as independent contractors of the Vendor. Verification of compliance with this section shall be provided in writing to the District prior to each individual's commencement of employment or performing any portion of the Services and prior to permitting contact with any student.

- 27. Audit.** Vendor shall establish and maintain books, records, and systems of account, in accordance with generally accepted accounting principles, reflecting all business operations of Vendor transacted under this Agreement. Vendor shall retain these books, records, and systems of account during the Term of this Agreement and for three (3) years thereafter. Vendor shall permit the District, its agent, other representatives, or an independent auditor to audit, examine, and make excerpts, copies, and transcripts from all books and records, and to make audit(s) of all billing statements, invoices, records, and other data related to the Services covered by this Agreement. Audit(s) may be performed at any time, provided that the District shall give reasonable prior notice to Vendor and shall conduct audit(s) during Vendor's normal business hours, unless Vendor otherwise consents.
- 28. District's Evaluation of Vendor and Vendor's Employees and/or Subcontractors.** The District may evaluate the Vendor in any manner which is permissible under the law. The District's evaluation may include, without limitation:
- 28.1. Requesting that District employee(s) evaluate the Vendor and the Vendor's employees and subcontractors and each of their performance.
  - 28.2. Announced and unannounced observance of Vendor, Vendor's employee(s), and/or subcontractor(s).
- 29. Conflict of Interest.**
- 29.1. Vendor shall not make, participate in making, or in any way attempt to use his or her position, to influence a contract on behalf of the District when he or she knows, or has reason to know, that he or she has a personal financial interest in that contract.
  - 29.2. Vendor and its agents, subcontractors and Vendors ("Vendor Entities") may be required to disclose economic interests that they hold that could foreseeably be affected by the exercise of their public duties. If applicable, Vendor and Vendor Entities must submit a Statement of Economic Interests ("Form 700") as required by Cal. Govt. Code §§ 81000-91015; and RCSD Board Rules and Procedures 9270, "Conflict of Interest Code")
    - 29.2.1. Vendor and Vendor Entities shall determine whether its participation in a contract may constitute a conflict of interest. Vendor shall notify the District immediately if it determines or obtains information that a potential conflict of interest exists.
  - 29.3. **Additional Disclosure Requirement.** Vendor shall provide District the name of any employee of Vendor that is also a current or former member of the District's Governing Board or a District employee. Vendor shall submit the attached "Vendor's Disclosure Form Regarding RCSD Officials" attached hereto as Exhibit "C". Vendor shall update this form, as necessary, during the Term of this Contract.
  - 29.4. **Compliance with Gift Limits.** Vendor shall abide by applicable legal restrictions relating to offering gifts, meals or entertainment or other business courtesies to District officials. Vendor and Vendor Entities shall not:
    - 29.4.1. Offer, give, or promise to offer or give, directly or in directly, any money, gift or gratuity to any District contracting or procurement official at any time.

- 29.4.2. Offer or give, directly or indirectly, any gifts in a calendar year to a District official which exceed the allowable gift limit. (See e.g. Cal. Govt. Code 89503; 2 CCR 18940.2. See also [www.fooc.ca.gov](http://www.fooc.ca.gov))
- 29.5. **Employment Negotiations.** Prior to engaging in employment negotiations with a District employee (e.g. a job interview or discussion of a job offer), Vendor shall notify that District employee's supervisor of Vendor's interest in hiring said employee, so that, if applicable, and if practicable, a full separation may be established between the public employee and any governmental decisions regarding that Vendor.
- 29.6. **Vendor Certification.** In signing this Agreement, Vendor certifies that it will comply with conflict of interest laws and regulations, and RCSD Board Policies. Vendor acknowledges that it is familiar with these provisions; certifies that it does not know of any facts that constitute a violation of such provisions; and agrees to promptly notify the District if it becomes aware of any such facts during the term of this Agreement.
30. **Submitting False Claims; Monetary Penalties.** Pursuant to Government Code §12650 et. seq., any person, including a contractor, subcontractor or a Vendor, who submits a false claim, shall be liable to the District for three times the amount of damages which the District sustains because of the false claim. A person who commits a false claim act shall also be liable to the District for the costs of a civil action brought to recover any of those penalties or damages, and may be liable to the District for a civil penalty.
31. **Limitation of District Liability.** Other than as provided in this Agreement, District's financial obligations under this Agreement shall be limited to the payment of the compensation provided in this Agreement. Notwithstanding any other provision of this Agreement, in no event, shall District be liable, regardless of whether any claim is based on contract or tort, for any special, consequential, indirect or incidental damages, including, but not limited to, lost profits or revenue, arising out of or in connection with this Agreement for the services performed in connection with this Agreement.
32. **Disputes:** In the event of a dispute between the parties as to performance of Work, Agreement interpretation, or payment, the Parties shall attempt to resolve the dispute by negotiation and/or mediation, if agreed to by the Parties. Pending resolution of the dispute, Vendor shall neither rescind the Agreement nor stop Work.
33. **Confidentiality.** In connection with this Agreement, the Vendor may have access to private or confidential information which may be owned or controlled by the District and that such information may contain proprietary details, the disclosure of which to third parties will be damaging to the District, its employees or students. Vendor also understands and agrees that the disclosure of such information may violate state and/or federal law and may subject the Vendor to civil liability. Consequently, Vendor agrees that all information disclosed by the District to the Vendor shall be held in strict confidence and used only in performance of the Agreement, unless disclosure is required by law or court order. Vendor shall exercise the same standard of care to protect such information as is used to protect its own proprietary data. Vendor shall comply at all times, as applicable, with the requirements of the Family Educational Records Privacy Act ("FERPA") and relevant state law regarding the confidentiality and handling of confidential student information, including but not limited to California Education Code sections 49073 and sequential. Vendor shall only access personally identifiable student information pursuant to parent consent, legitimate educational interest pursuant to the performance of this Contract, and/or other applicable provisions federal and state law allowing access to personally identifiable student information. Vendor shall not re-disclose personally identifiable student information unless pursuant to federal and state law. Contactor shall not use such student information or data for any purpose other than the District's purposes as specified in this Agreement. The Vendor and all Vendor's agents, personnel, employee(s), and/or sub Vendor(s) shall maintain the confidentiality of all information received in the course of performing the Services. This requirement to maintain confidentiality shall extend beyond the termination of this Agreement. Failure to comply with this Section may constitute a material breach if so deemed by the District.
34. **Notice.** Any notice required or permitted to be given under this Agreement shall be deemed to have been given, served, and received if given in writing and either personally delivered or deposited in the United States mail, registered or certified mail, postage prepaid, return receipt required, or sent by overnight delivery

service, or facsimile transmission, addressed as follows:

**RAVENSWOOD CITY SCHOOL DISTRICT:**  
2120 Euclid Ave.  
East Palo Alto, CA 94303  
Tel: 650-329-2800  
Fax: 650-325-3015  
ATTN: Solomon Hill – Director of Technology

**VENDOR:**  
Developm  
ent Group,  
Inc.  
6704 Lockheed Dr, Redding, CA 96002  
Tel: 530-229-0071  
Attn: Dan Lockwood, President

Any notice personally given or sent by facsimile transmission shall be effective upon receipt. Any notice sent by overnight delivery service shall be effective the business day next following delivery thereof to the overnight delivery service. Any notice given by mail shall be effective ~~three (3)~~ seven (7) days after deposit in the United States mail.

- 35. Integration/Entire Agreement of Parties.** This Agreement constitutes the entire agreement between the Parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. This Agreement may be amended or modified only by a written instrument executed by both Parties.
- 36. California Law.** This Agreement shall be governed by and the rights, duties and obligations of the Parties shall be determined and enforced in accordance with the laws of the State of California. The Parties further agree that any action or proceeding brought to enforce the terms and conditions of this Agreement shall be maintained in the California County in which the District's administration offices are located.
- 37. Waiver.** The waiver by either party of any breach of any term, covenant, or condition herein contained shall not be deemed to be a waiver of such term, covenant, condition, or any subsequent breach of the same or any other term, covenant, or condition herein contained.
- 38. Severability.** If any term, condition or provision of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will nevertheless continue in full force and effect, and shall not be affected, impaired or invalidated in any way.
- 39. Section Headings.** The section headings contained herein are for convenience in reference and are not intended to define the scope of any provision of this Agreement.
- 40. Incorporation of Recitals and Exhibits.** The Recitals, each exhibit and certificate attached hereto are hereby incorporated herein by reference.

**IN WITNESS WHEREOF** the parties hereto have executed this Agreement the year and date first above written.

**VENDOR**

**RAVENSWOOD CITY SCHOOL DISTRICT**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Chief Financial Officer

\_\_\_\_\_  
Solomon Hill, Director of Technology

**APPROVED AS TO FORM:**

\_\_\_\_\_  
Contracts Administration

**Information regarding Vendor:**

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

**Type of Business Entity:**

Individual  
 Sole Proprietorship  
 Partnership  
 Limited Partnership  
 Corporation, State: California  
 Limited Liability Company  
 Other: \_\_\_\_\_

26-3740919

Employer Identification and/or  
Social Security Number

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

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

**1. Compensation**

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

**2. Method of Payment**

- 2.1. Vendor shall submit monthly invoices on a form and in the format approved by the District.
- 2.2. Vendor shall submit these invoices in duplicate to the District via the District's authorized representative.
- 2.3. Vendor shall submit to District on a monthly basis documentation showing proof that payments were made to its Vendors. **No markup shall be allowed for Vendor costs in the performance of the Services.** District hereby acknowledges that late payment of invoiced amounts and other sums due to Vendor will cause Vendor to incur costs not contemplated by this Agreement, the exact amount of which are and will be extremely difficult to ascertain. Such costs include, but are not limited to, processing and financing charges. Accordingly, if any invoiced amount or any other sum due from District is not received by Vendor by the due date, District shall pay to Vendor a late charge equal to five percent (5%) of such overdue amount. The District acknowledges that such late charge represents a fair and reasonable estimate of the costs Vendor will incur because of late payment by the District. In addition to any late charge assessed, any invoiced amount or other sum due to Vendor, if not paid when due, shall bear interest from the date due until paid in full at a rate of 1.5% per month, or, if less, at the highest rate permissible under Applicable Law, provided that interest shall not be payable on late charges incurred by the District.
- 2.4. Upon receipt and approval of Vendor's invoices, the District agrees to make payments on all undisputed amounts within ~~sixty (60) days~~ **thirty (30) days** of receipt of the invoice.

**3. Hourly Rates**

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

Prevailing wage rates are under considerable pressure for change in response to the ongoing pandemic. As a result, it is currently not possible to estimate future cost structures of labor. Additionally, the scale and scope of this project is such that it is currently not possible to determine every wage classification that may be needed to execute the project. In an effort to help the district understand future cost of approved Extra Services, Vendor will charge cost plus 30% of the required classification as determined by the DIR in the county of San Mateo at that time the services are rendered.

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

**4. Liquidated Damages**

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

**EXHIBIT "C"**

**CERTIFICATION REGARDING RCSD OFFICIALS**

**TO BE COMPLETED BY VENDOR:**

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

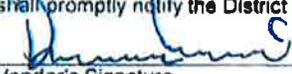
Are any of the Vendor's employees (or owners) ALSO current RCSD employees/Board members, or former RCSD employees/Board members within the last two years? (Check "Yes" or "No" as applicable.)

- NO.** None of the Vendor's employees (or owners) are current RCSD employees/Board members or former RCSD employees/Board members with the last two years.
- YES.** Vendor's employees (or owners) listed below are current RCSD employees/Board members or former RCSD employees/Board members with the last two years. (If checked Vendor must complete table below. The list may be continued on an additional page as needed)

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

**Certification by Vendor:**

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

 5/24/2020  
\_\_\_\_\_  
Vendor's Signature Date

Daniel Lockwood  
\_\_\_\_\_  
Print Name of Signatory

**CERTIFICATES**

**WORKERS' COMPENSATION CERTIFICATION**

Labor Code section 3700 in relevant part provides:

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

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

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

Date: 5/24/2020

Proper Name of Vendor: Development Group, Inc.

Signature: 

Print Name: Daniel Lockwood

Title: President

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

**DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION CERTIFICATION**

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

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

IN WITNESS WHEREOF, this instrument has been duly executed by the Principal of the above named Vendor on the 24th day of May 2020 for the purposes of submission of this Agreement.

By

  
\_\_\_\_\_  
Signature

**Daniel Lockwood**

\_\_\_\_\_  
Typed or Printed Name

**President**

\_\_\_\_\_  
Title

CRIMINAL BACKGROUND INVESTIGATION CERTIFICATION

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

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

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

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

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

Name: \_\_\_\_\_

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

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

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

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

Date: 5/24/2020  
Proper Name of Vendor: Development Group, Inc.  
Signature:   
Print Name: Daniel Lockwood  
Title: President

## Davis Song

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**From:** Derek Grunewald <DerekG@thinkconnected.com>  
**Sent:** Monday, June 01, 2020 12:37 PM  
**To:** Ryan O'Malley  
**Cc:** rfps@ravenswoodschools.org; Terry Kritsepis; Derek Grunewald  
**Subject:** RE: Follow up questions on the Phase 5 Proposals

Hi Ryan,

Thank you for providing the additional information and clarification on the Fusion Servers.

Thanks,  
Derek

.....  
**"From the Data Center to the Desktop"**

Derek Grunewald - **Think Connected**  
[www.thinkconnected.com](http://www.thinkconnected.com)  
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**From:** Ryan O'Malley <romalley@development-group.net>  
**Sent:** Monday, June 1, 2020 10:26 AM  
**To:** Derek Grunewald <DerekG@thinkconnected.com>  
**Cc:** rfps@ravenswoodschools.org; Terry Kritsepis <tkritsepis@development-group.net>  
**Subject:** RE: Follow up questions on the Phase 5 Proposals

Good Morning Derek,

Here are DGI's responses to the questions below:

### #RCSD-P5IT

1. Regarding equipment storage that was requested in the RFP. We are assuming because storage fees were not called out in the proposal, that it is included in the bid price.  
**DGI Answer – Yes, Storage fees are included in our price.**

### #RCSD-P5AV

1. Regarding equipment storage that was requested in the RFP. We are assuming because storage fees were not called out in the proposal, that it is included in the bid price.  
**DGI Answer – Yes, Storage fees are included in our price.**

2. We noted that you have include four Fusion Server Appliances in your proposal. RCSD has two Fusion Appliances (one at the DO and one at RMS). What purpose would the additional four appliances serve?

**DGI Answer – Singlewire Informacast Fusion allows your messages to continue to be sent and received at the remote site even when localized from your HQ. For this functionality to work, each location requires a fusion server to be placed at that site. DGI was making the assumption that these four locations did not currently have Fusion servers, so they were proposed to give full system functionality. DGI, if selected, can adjust our proposal to (3) Fusion Server Appliances for the three sites (CO, LR, BH). I can also adjust that on our proposal now and resend if that would be preferred.**

Included is a link to the Informacast High Availability design for more information on this:

<https://www.singlewire.com/informacast-high-availability>

Thank you,

**Ryan O'Malley**  
Sales Administrator

[romalley@development-group.net](mailto:romalley@development-group.net)

O: (530) 646-3540

C: (530) 949-3919

[www.DGInext.com](http://www.DGInext.com)



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**From:** Derek Grunewald [<mailto:DerekG@thinkconnected.com>]  
**Sent:** Friday, May 29, 2020 6:08 PM  
**To:** Ryan O'Malley <[romalley@development-group.net](mailto:romalley@development-group.net)>  
**Cc:** [rfps@ravenswoodschools.org](mailto:rfps@ravenswoodschools.org); Derek Grunewald <[DerekG@thinkconnected.com](mailto:DerekG@thinkconnected.com)>  
**Subject:** Follow up questions on the Phase 5 Proposals

Hi Ryan,

We have reviewed your submitted proposals and have the following questions where we need your input.

**#RCSD-P5IT**

1. Regarding equipment storage that was requested in the RFP. We are assuming because storage fees were not called out in the proposal, that it is included in the bid price.

**#RCSD-P5AV**

1. Regarding equipment storage that was requested in the RFP. We are assuming because storage fees were not called out in the proposal, that it is included in the bid price.
2. We noted that you have include four Fusion Server Appliances in your proposal. RCSD has two Fusion Appliances (one at the DO and one at RMS). What purpose would the additional four appliances serve?

We are planning to complete the bid scoring on Tuesday, so please respond with your answers by COB Monday.

Thank you,  
Derek

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**"From the Data Center to the Desktop"**

Derek Grunewald - **Think Connected**

direct: 415.659.9912

mobile: 415.710.6903

[www.thinkconnected.com](http://www.thinkconnected.com)  
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