



**AMS.NET**  
Technology Solution Provider

## Table of Contents

Executive Summary	Section 1
Bid Documents	Section 2
Addendum	Section 3
Project Cost Summary & Quotes	Section 4
References	Section 5
Company Documents	Section 6



**AMS.NET**  
Technology Solution Provider

## Executive Summary

Thank you for the opportunity to provide Escalon Unified School District with this E-Rate 24 RFP response. AMS.NET has carefully read all RFP documents and has included pertinent cost and company information regarding this RFP response. AMS.NET acknowledges the scope of services and has responded with this RFP as precisely as possible with regards to services and products indicated within the SOW and the corresponding list of equipment. As well, AMS.NET acknowledges a willingness to enter into agreement substantially in the same form as the Agreement attached in the Contract/SOA section of this RFP response.

AMS.NET exceeds all of the specified RFP requirements and we have provided the supporting documentation required in the RFP response. Our initial response has been sent in person with the following documents:

- Executive Summary
- Price Summary/Quotes
- Proposal-Agreement/Required Documents
- Company Documents

Our technology proposal includes the specified equipment regarding the technology implementation per the School's E-Rate 24 RFP. With the equipment provided by AMS.NET with the included bill of materials, the specified equipment included with this RFP response, will deliver the technology required for the present Network as well as future IP Network and Wireless applications. We look forward to the opportunity to work with the District here in the near future.

Sincerely,

Jared Bayless  
AMS.NET, Inc.



**Escalon Unified**  
School District  
*Cultivating our community. Growing our future.*

**1520 YOSEMITE AVENUE  
ESCALON, CA 95320**

**RFP NO. ESC2021-02**

**SIX (6) SITE LOCATIONS  
DISTRICT NETWORK EQUIPMENT AND WIRELESS UPGRADES  
November 12, 2020**

**Submissions due to District no later than  
December 17, 2020 at 2:00pm**

**Escalon Unified School District  
E-RATE 2020-2021  
YEAR 24 – CATEGORY 2  
Bid Documents and General Conditions**

**The District will receive bids at:  
ESCALON UNIFIED SCHOOL DISTRICT  
ATTN: Luke Childs  
1520 YOSEMITE AVENUE  
ESCALON, California 95320**

**BIDS DUE no later than 2:00 P.M., local time on December 17, 2020.**  
**Bids are late at 2:01 P.M. The District clock is the official time.**  
**NOTE: Bids submitted to other locations are non-responsive.**  
**The district will reject such offers.**

**FOR PUBLICATION TWO TIMES**  
**Stockton Record**

**Monday, November 16, 2020**  
**Monday, November 23, 2020**

## NOTICE INVITING BIDS

NOTICE IS HEREBY GIVEN that the Escalon Unified School District of San Joaquin County, California, acting by and through its Governing Board, hereinafter referred to as the District will receive up to, but not later than 2:00 p.m. December 17, 2020 at 1520 Yosemite Avenue, Escalon, CA, sealed bids for the award of E-Rate contracts for the following:

**E-RATE YEAR 24  
SIX (6) SITE LOCATIONS  
DISTRICT NETWORK EQUIPMENT AND WIRELESS UPGRADES  
RFP NO. ESC2021-02**

All proposals shall be submitted separately and sealed in a package plainly marked with the appropriate title for each proposal. The Board reserves the right to reject any or all proposals and to waive informality in any proposals received. No vendor may withdraw his proposal for a period of Ninety (**90**) calendar days after the date set for the receipt of proposals.

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

**Vendor must also provide a Vendor's Certificate Regarding Workers' Compensation and Conduct Rules for Vendors (both attached).**

PROCUREMENT TIMELINE	
<b>RFP ISSUED:</b>	November 12, 2020
<b>REQUESTS FOR INFORMATION DEADLINE</b>	November 30, 2020
<b>PROPOSALS DEADLINE:</b>	December 17, 2020
<b>PROJECT START DATE:</b>	<b>PENDING FUNDING APPROVAL</b>
<b>PROJECT END DATE:</b>	<b>9-30-21 +USAC APPROVED EXTENSIONS</b>

***E-RATE YEAR 24 (2020/2021) RFP***

***District Network Equipment and Wireless Upgrades RFP # ESC2021-02***

***For Six (6) School Sites***

***Bids Due on 12/17/2020 at 2:00pm (PST)***

**Service Provider Criteria and Contract Requirements**

**E-RATE SUPPLEMENTAL TERMS AND CONDITIONS**

Signed copy to be returned with bid response.

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

**1) E-RATE CONTINGENCY**

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

**2) SERVICE PROVIDER REQUIREMENTS**

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

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>

- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2021.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>
- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's

website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>

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

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>. Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
- d. BIDDERS are required to comply with the FCC's Lowest Corresponding Price ("LCP") Requirement for all equipment and Services. BIDDER acknowledges that BIDDER is solely responsible to comply with LCP requirements. To the extent that USAC finds an LCP violation and reduces the E-rate Funding, BIDDER agrees that it will not hold the DISTRICT liable for any shortfall in E-rate funding and will be responsible for any ensuing appeals, COMADS and/or RIDFS.
- e. The Service Provider attests that its offer does not violate the FCC's REPORT AND ORDER, FURTHER NOTICE OF PROPOSED RULEMAKING, AND ORDER in the matter of "Protecting Against National Security Threats to the Communications Supply Chain Through FCC Programs" (FCC 19-121, adopted November 22, 2019, released November 26, 2019) and provisions contained in the Order and any subsequent Orders related to the FNPRM referenced in FCC 19-121. FCC 19-121 can be viewed at <https://docs.fcc.gov/public/attachments/FCC-19-121A1.pdf>
- f. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

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

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract “effective date”, E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2021 funding year (July 1, 2021). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

#### **EARLY FUNDING CONDITIONS**

##### **Category 1**

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

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

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

The complete text can be found at the following URL:

<https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/>

##### **Category 2**

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

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

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

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

## 5) **INVOICING**

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission, certification and USAC approval of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

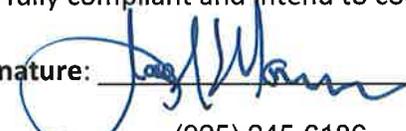
## 6) **FCC/SLD AUDITABILITY**

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

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

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

I, the undersigned, as an authorized agent of AMS.NET, Inc. (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

Signature:  Title: Vice President  
Phone Number: (925) 245-6186 Email: jbayless@ams.net

Service Provider Name: AMS.NET, Inc.

## **SUBMISSION INSTRUCTIONS**

### **Proposals must be submitted in writing to:**

Escalon Unified District School District  
Attn.: Luke Childs  
1520 Yosemite Ave.  
Escalon, CA 95320

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

Vendor must provide a Vendor's Certificate Regarding Workers' Compensation and Conduct Rules for Vendors (both attached).

The Escalon Unified School District may choose to ask clarification questions or request additional information.

Escalon Unified School District reserves the right to reject any and all proposals and to waive any informality, technical defect or clerical error in any Bid Proposal Package, as the interest of the ESCALON UNIFIED SCHOOL DISTRICT may require. The Service Provider's quotation submission is recognition of this right.

In addition, the District reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

## **REQUESTS FOR INFORMATION**

All requests for information (RFI) should be sent via e-mail by Monday, November 30, 2020 to Luke Childs at [lchilds@escalonusd.org](mailto:lchilds@escalonusd.org).

The District will not respond to phone inquiries. All addendum(s), questions and answers will be posted by Thursday, December 3, 2020 to the E-rate EPC website at <https://portal.usac.org/suite/>. Please "Follow" the Form 470 to receive all EPC updates pertaining to the Form 470.

## **EVALUATION AND SELECTION CRITERIA**

The District, in compliance with Federal Communications Commission (FCC) rules, will award to the vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

§ 54.503 (c)(2)(vii) All bids submitted for eligible products and services will be carefully considered, with price being the primary factor, and the bid selected will be for the most cost-effective service offering consistent with § 54.511.

§ 54.511 Ordering Services (a) Selecting a provider of eligible services. In selecting a provider of eligible services, schools, libraries, library consortia, and consortia including any of those entities shall carefully consider all bids submitted and must select the most cost-effective service offering. In determining which service offering is the most cost-effective, entities may consider relevant factors other than the pre-discount prices submitted by providers, but price should be the primary factor considered.

Therefore, the District may consider factors other than price alone in the consideration of bids; price for E-rate eligible goods and services will be the primary factor considered.

**SELECTION CRITERIA:**

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

**TRADE NAMES AND ALTERNATIVES**

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

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

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

## **SCOPE OF WORK**

The Goal: To provide qualified vendors with the necessary information and specifications to allow them to respond with a solution that they determine best meets those requirements.

No refurbished equipment is acceptable

The District is seeking to purchase network switching equipment, Uninterruptible Power Supplies (UPS), Power Distribution Units (PDU), and Wireless Access Points (WAPs) to include equipment and installation where noted below.

The proposed solution price must include a complete bill of materials, installation fees, applicable sales tax, applicable shipping, and optional professional services.

The scope of the project will be as follows:

- The District is seeking to purchase network switching equipment, Uninterruptible Power Supplies (UPS), Power Distribution Units (PDU), and Wireless Access Points (WAPs) with ceiling-mount installation by the vendor, at the locations listed below.
- Standard Manufacturer Warranty

## **REQUEST FOR SUBSTITUTION**

Bidder may, unless otherwise stated, offer any material, process, article, etc., which shall be materially equal or better in every respect to that so indicated or specified (Specified Item) and will completely accomplish the purpose of the Contract Document. The Service Substitution must be accompanied by evidence as to whether the proposed substitution:

- (1) Is equal in quality service ability to the Specified Item;
- (2) Will entail no changes in detail, construction and scheduling of related work;
- (3) Will be acceptable in consideration of the required design and artistic effect;
- (4) Will provide no cost disadvantage to District;
- (5) Will require no excessive or more expensive maintenance, including adequacy and availability of replacement parts; and
- (6) Will require no change of the construction schedule.

## **VENDOR PROTEST**

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

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

## **TAXES AND FEES**

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

## **REFERENCES**

Provide at least three (3) references of similar size and scope, preferably school districts, with the following information:

Name of Site, address and phone number Director of ITS Contract

Brief description of project, including cost and demonstrate how the project met or exceeded all aspects of the Scope of Work

The E-RATE SITE Billed Entity Number ("BEN") that was approved by SLD

## **ORDER TERM**

District reserves the right to order quantities in any size lot or lots of quantities. Pricing must remain firm for the period of April 1, 2020 thru September 30, 2021. The District reserves the right to extend the intent to purchase for an additional annual term through September 30, 2021.

## PRICING SUBMISSION INSTRUCTIONS

Please submit Quotations by school Sites, as well as a summary page, and include the following:

### Project Summary

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Ruckus ZoneFlex R720 WAP <i>(+ ceiling-mount installation) or equivalent</i>	901-R720-US00	41				*
Ruckus 3YR SLED Premium AP Support or equivalent	S41-0001-3LSG	41				
Ruckus SZ100 AP LIC Upgrade or equivalent	L09-0001-SG00	41				
Securing Mounting Bracket for R720	902-0120-0000	41				
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch or equivalent	JL003A	3				
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	6				
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	11				
Aruba 24-port 10/100/1000 BASE-T PoE+ MACsec v3 z12 Module or equivalent	J9986A	20				
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	48				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS or equivalent	SU2200RTXL2UN	7				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	7				
2-Post Rackmount/Wall Mount Install Kit	2POSTRMKITWM	7				
Arrow Wire & Cable 5ft Cat6 Blue or equivalent	86B6SL-5-6	455				
Arrow Wire & Cable 5ft Cat6A Orange or equivalent	86B6ASL-5-3	125				
Panduit 2M 50/125 OM3 MM LC-LC fiber cables - Aqua or equivalent	FX2ERLNLNSN M002	46				
Aruba 3810M 48G PoE+ 1-slot Switch or equivalent	JL074A	1				
Aruba 3810M 4SFP+ Module or equivalent	JL083A	1				
Aruba X372 54VDC 1050W 110-240VAC PSU or equivalent	JL086A	2				

Escalon Unified School District  
 District Network Equipment and  
 Wireless Upgrades E-Rate YR 24

Aruba 5406R 16-port SFP+ (no PSU) v3 z12 Switch - managed - 16 ports or equivalent	JL095A	2				
Aruba 10G SFP+ LC/LR (10km) SMF XCVR or equivalent	J9151E	2				
Panduit 2M 9/125 OS2 SM LC-LC Fiber Cable - Yellow or equivalent	F92ERLNLNSN M002	2				
			<b>Freight/Shipping</b>			
			<b>Grand Total</b>			

\* Please see included quotes for exact equipment pricing.

**Site Name** Farmington Elementary School  
**Address** 25233 CA Highway 4, Farmington, CA 95230

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Ruckus ZoneFlex R720 WAP <i>(+ ceiling-mount installation)</i>	901-R720-US00	12				*
Ruckus 3YR SLED Premium AP Support	S41-0001-3LSG	12				
Ruckus SZ100 AP LIC Upgrade	L09-0001-SG00	12				
Securing Mounting Bracket for R720	902-0120-0000	12				
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch	JL003A	1				
Aruba 5400R z12 Mgmt Module	J9827A	1				
Aruba 5400R 1100W PoE+ z12 PSU	J9829A	2				
Aruba 24-port 10/100/1000 BASE-T PoE+ MACsec v3 z12 Module	J9986A	4				
Aruba 10G SFP+ LC SR 300m MMF XCVR	J9150D	2				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS	SU2200RTL2UN	1				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	1				
2-Post Rackmount/Wall Mount Install Kit	2POSTRMKITWM	1				
Arrow Wire & Cable 5ft Cat6 Blue	86B6SL-5-6	135				
Arrow Wire & Cable 5ft Cat6A Orange	86B6ASL-5-3	25				
Panduit 2M 50/125 OM3 MM LC-LC fiber cables - Aqua	FX2ERLNLNSN M002	2				
			<b>Tax</b>			
			<b>Freight/Shipping</b>			
			<b>Grand Total</b>			

\*Please see included Quotes for exact equipment and installation pricing.

Escalon Unified School District  
 District Network Equipment and  
 Wireless Upgrades E-Rate YR 24

**Site Name** Colledgeville Elementary School  
**Address** 6701 Jack Tone Road, Stockton, CA 92515

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch	JL003A	1				*
Aruba 5400R z12 Mgmt Module	J9827A	1				
Aruba 5400R 1100W PoE+ z12 PSU	J9829A	2				
Aruba 24-port 10/100/1000BASE-T PoE+ MACsec v3 z12 Module	J9986A	4				
Aruba 10G SFP+ LC SR 300m MMF XCVR	J9150D	4				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS	SU2200RTXL2UN	1				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	1				
Tripp Lite 2-Post Rackmount / Wallmount Installation Kit	2POSTRMKIT WM	1				
Panduit 2M 50/125 OM3 MM LC-LC Fiber Cables - Aqua	FX2ERLNLNSN M002	4				
				<b>Tax</b>		
				<b>Freight/Shipping</b>		
				<b>Grand Total</b>		

\* Please see included Qutoes for exact equipment pricing

**Site Name** Dent Elementary School  
**Address** 1998 Yosemite Avenue, Escalon, CA 95320

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
5400R z12 Mgmt Module	J9827A	1				*
5400R 1100W PoE+ z12 PSU	J9829A	1				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS	SU2200RTXL2UN	1				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	1				
Tripp Lite 2-Post Rackmount / Wallmount Installation Kit	2POSTRMKITWM	1				
				<b>Tax</b>		
				<b>Freight/Shipping</b>		
				<b>Grand Total</b>		

\* Please see included Qutoes for exact equipment pricing.

Escalon Unified School District  
 District Network Equipment and  
 Wireless Upgrades E-Rate YR 24

**Site Name** Escalon Charter Academy  
**Address** 17950 S. Van Allen Road, Escalon, CA 95320

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Ruckus ZoneFlex R720 WAP <i>(+ ceiling-mount installation)</i> or equivalent	901-R720-US00	8				*
Ruckus 3YR SLED Premium AP Support or equivalent	S41-0001-3LSG	8				
Ruckus SZ100 AP LIC Upgrade or equivalent	L09-0001-SG00	8				
Secure Mounting Bracket for R720	902-0120-0000	8				
Arrow Wire & Cable 5ft Cat6A Orange or equivalent	86B6ASL-5-3	25				
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch or equivalent	JL003A	1				
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	1				
Aruba 24-port 10/100/1000BASE-T or equivalent	J9986A	4				
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	2				
Aruba 3810M 48G PoE+ 1-slot Switch or equivalent	JL074A	1				
Aruba 3810M 4SFP+ Module or equivalent	JL083A	1				
Aruba X372 54VDC 1050W 110-240VAC PSU or equivalent	JL086A	2				
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	4				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS or equivalent	SU2200RTL2UN	2				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	2				
2-Post Rack/Wall Mount Install Kit	2POSTRMKITWM	2				
Arrow Wire & Cable 5ft Cat6 Blue or equivalent	86B6SL-5-6	50				
Panduit 2M 50/125 OM3 MM LC-LC Fiber Cables - Aqua or equivalent	FX2ERLNLNSNM002	2				
				<b>Tax</b>		
				<b>Freight/Shipping</b>		
				<b>Grand Total</b>		

\*Please see included Quotes for exact equipment pricing.

Escalon Unified School District  
 District Network Equipment and  
 Wireless Upgrades E-Rate YR 24

**Site Name** Van Allen Elementary School  
**Address** 21051 E. Highway 120, Escalon, CA 95320

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Ruckus ZoneFlex R720 WAP <i>(+ ceiling-mount installation)</i> or equivalent	901-R720-US00	21				*
Ruckus 3YR SLED Premium AP Support or equivalent	S41-0001-3LSG	21				
Ruckus SZ100 AP LIC Upgrade or equivalent	L09-0001-SG00	21				
Secure Mounting Bracket for R720	902-0120-0000	21				
Arrow Wire & Cable 5ft Cat6A Orange or equivalent	86B6ASL-5-3	50				
Aruba 5406R 16-port SFP+ (no PSU) v3 z12 Switch - 16 ports - managed or equivalent	JL095A	1				
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	1				
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	2				
Aruba 24-port 10/100/1000BASE-T PoE+ MACsec v3 z12 Module or equivalent	J9986A	4				
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	6				
SmartOnline 120V 2.2kVA 1.6kW Double-ConversionUPS or equivalent	SU2200RTXL2UN	1				
1.rkW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15ATNET	1				
2-Post Rack/Wall Mount Install Kit	2POSTRMKITWM	1				
Arrow Wire & Cable 5ft Cat6 Blue or equivalent	86B6SL-5-6	135				
Panduit 2M 50/125 OM3 MM LC-LC Fiber Cable - Aqua or equivalent	FX2ERLNLNSNM002	6				
				<b>Tax</b>		
				<b>Freight/Shipping</b>		
				<b>Grand Total</b>		

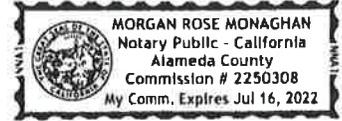
\*Please see included Quotes for exact equipment pricing.

Escalon Unified School District  
 District Network Equipment and  
 Wireless Upgrades E-Rate YR 24

**Site Name** Escalon High School  
**Address** 1528 Yosemite Avenue

Description	Part #	QTY	Price Per Item	E-Rate Eligible Price	E-Rate Ineligible Price	Total Price
Aruba 5406R 16-port SFP+ (no PSU) v3 z12 Switch - managed - 16 ports or equivalent	JL095A	1				*
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	1				
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	2				
Aruba 24-port 10/100/1000BASE-T PoE+ MACsec v3 z12 Module or equivalent	J9986A	4				
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	32				
Aruba 10G SFP+ LC/LR (10km) SMF XCVR or equivalent	J9151E	2				
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS or equivalent	SU2200RTLXL2UN	1				
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUMH15AT NET	1				
2-Post Rack/Wall Mount Installation Kit	2POSTRMKITWM	1				
Arrow Wire & Cable 5ft Cat6 Blue or equivalent	86B6SL-5-6	135				
Arrow Wire & Cable 5ft Cat6A Orange or equivalent	86B6ASL-5-3	25				
Panduit 2M 50/125 OM3 MM LC-LC Fiber Cable - Aqua or equivalent	FX2ERLNLNSN M002	32				
Panduit 2M 9/125 OS2 SM LC-LC Fiber Cable - Yellow or equivalent	F92ERLNLNSN M002	2				
<b>Tax</b>						
<b>Freight/Shipping</b>						
<b>Grand Total</b>						

\*Please see included Quotes for exact equipment pricing.



*Morgan Monaghan*  
(Signature of Notary)

(Seal of Notary)

**VENDOR'S CERTIFICATE**

**REGARDING WORKER'S COMPENSATION**

Labor Code Section 3700 in relevant part provides:

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

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

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

AMS.NET, Inc.

\_\_\_\_\_  
Proper Firm Name of Bidder

*Joseph Moosau*

\_\_\_\_\_  
Proper Name of Bidder – print name

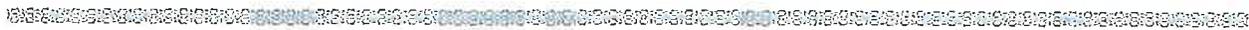
By: \_\_\_\_\_

*J. Moosau*  
\_\_\_\_\_  
Signature of Bidder

In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

CIVIL CODE § 1189



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

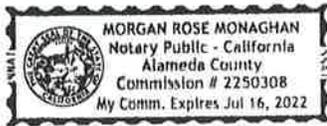
State of California }  
County of Alameda }

On December 11, 2020 before me, Morgan Rose Monaghan, Notary Public  
Date Here Insert Name and Title of the Officer  
personally appeared Joseph Moomau  
Name(s) of Signer(s)

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

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

WITNESS my hand and official seal.



Signature Morgan Monaghan  
Signature of Notary Public

Place Notary Seal and/or Stamp Above

OPTIONAL

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

Description of Attached Document

Title or Type of Document: \_\_\_\_\_

Document Date: \_\_\_\_\_ Number of Pages: \_\_\_\_\_

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

Capacity(ies) Claimed by Signer(s)

Signer's Name: \_\_\_\_\_

Corporate Officer – Title(s): \_\_\_\_\_

Partner –  Limited  General

Individual  Attorney In Fact

Trustee  Guardian of Conservator

Other: \_\_\_\_\_

Signer is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

Corporate Officer – Title(s): \_\_\_\_\_

Partner –  Limited  General

Individual  Attorney in Fact

Trustee  Guardian of Conservator

Other: \_\_\_\_\_

Signer is Representing: \_\_\_\_\_

**CONDUCT RULES FOR VENDORS**

Each Vendor/subcontractors, when performing work on Escalon Unified School District properties shall adhere to the following rules of conduct:

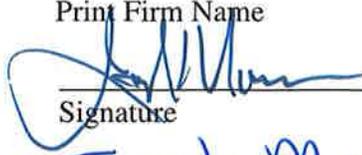
1. Professional and courteous conduct is expected and will be displayed at all times.
2. Interaction with students, staff, and/or other visitors is prohibited with the exception of designated administrators.
3. The use of profanity and/or disparaging language will not be tolerated.
4. All vendors/subcontractors shall wear a means of identification on site when school is in session which must be approved by the District prior to commencement.
5. All vendors/subcontractors shall remain in the vicinity of his/her work and will not stray to other areas of the property not involved in the proposal, including student and staff toilet facilities.
6. Pursuant to Government Code Section 8350 etc. seq., the ESCALON UNIFIED SCHOOL DISTRICT is a drug free workplace. This policy shall be strictly enforced.
7. Alcoholic beverages are prohibited from being consumed or brought on any District property.
8. The use of any tobacco products on District property is strictly prohibited.
9. Any lewd, obscene, or otherwise indecent acts, words, or behavior by any vendor/subcontractors shall not be tolerated.
10. All vendors/subcontractors shall conform to a dress code whereby:
  - (a) No clothing that contains violent, suggestive, derogatory, obscene or racially biased material may be worn.
  - (b) Garments, accessories or personal grooming artifacts with slogans, graphics, or pictures promoting drugs, alcohol, tobacco, or any other substances which are prohibited to minors will not be allowed.
11. No firearms are allowed on campuses/District property.

Non-compliance with any of the above-stated rules of conduct by any vendor/subcontractors may be sufficient grounds for immediate removal from the job site and termination of the contract.

I acknowledge that I am aware of the above-stated rules of conduct and hereby certify that all of my Company's employees, consultants, suppliers, and/or any subcontractors will adhere to these provisions.

12/11/2020  
Date

AMS.NET, Inc.  
Print Firm Name

  
Signature

Joseph Mormau Vice President  
Print Name Title

**E-RATE 2021-2022  
REQUEST FOR PROPOSAL**

**470 # 210004062**

**ESCALON UNIFIED SCHOOL DISTRICT**

**1520 YOSEMITE AVE ESCALON CA 95320**

**BID/RFP: DISTRICT NETWORK EQUIPMENT  
AND WIRELESS UPGRADES RFP NO ESC2021 02**

**MAPS IDENTIFYING WAP LOCATIONS– Addendum 1**

**Additional information regarding locations of WAP on school sites. The 28 day window will be restarted according to the below chart.**

<b>EVENT</b>	<b>DATE</b>
1. 28 Day E-Rate Window Restart	<b>November 16, 2020</b>
2. RFI-Pre-submittal of written questions/clarification due	<b>November 30, 2020</b>
3. Request for Proposals due	<b>December 17, 2020</b>
4. Submit ERATE Form 471 (application for funds)	<b>By Close of E-Rate Window</b>

**Clarification and/or Notes for Scope:**

Escalon Charter recently changed its physical location, the numbers 1-8 in red identify location of WAPs for those sites.



Electrical Shutoff

Water Shutoff

5

4

3

2

1

6

7

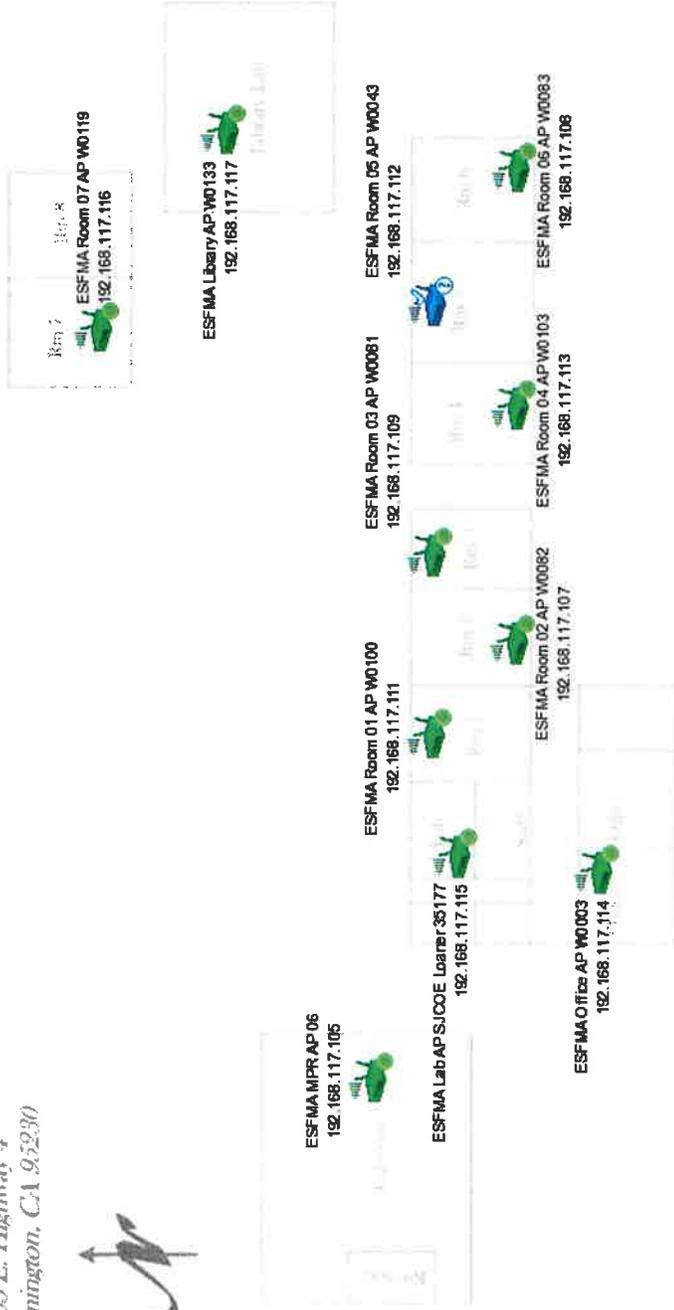
8

Gateway Academy

On Site Staging Area

Google

*Farmington Elementary School*  
25233 E. Highway 4  
Farmington, CA 95230



**Charts for this map:**

**Links to other pages:**

View this map in Google Earth ([https://intermapper.dpjpa.net/g57b7553a/document/\\_/maplist.kml](https://intermapper.dpjpa.net/g57b7553a/document/_/maplist.kml))

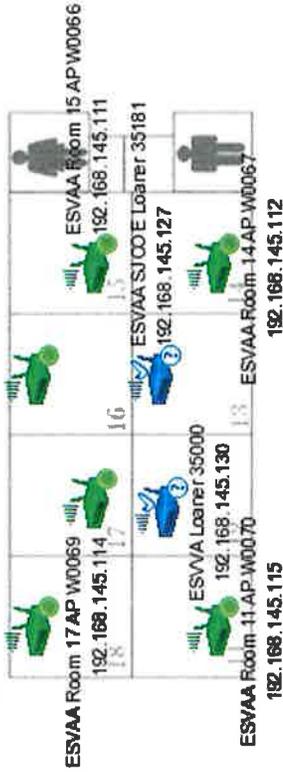
*Van Allen Elementary School*  
 21051 Highway 120  
 Escalon, CA 95320



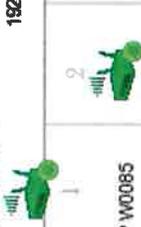
ESVAA MPR AP W0 147  
 192.168.145.131



ESVAA Room 18 AP W0068 192.168.145.116  
 ESVAA Room 16 AP W0071 192.168.145.113



ESVAA Room 01 AP W0020  
 192.168.145.109

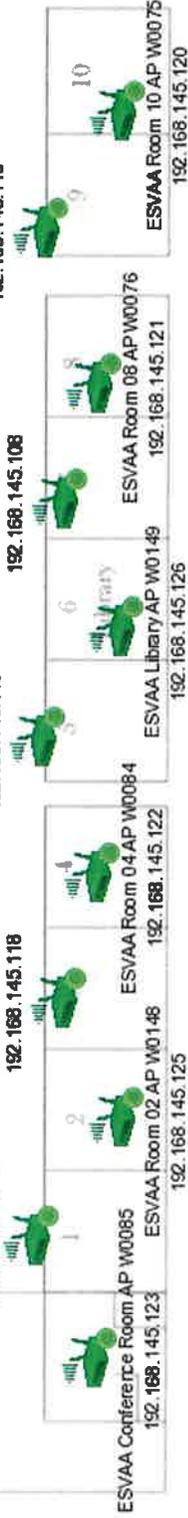


ESVAA Room 03 AP W0073  
 192.168.145.118

ESVAA Room 05 AP W0074  
 192.168.145.119

ESVAA Room 07 AP W0012  
 192.168.145.108

ESVAA Room 09 AP W0019  
 192.168.145.110



# Project Cost Summary and Quotes – Escalon USD – E-Rate 23 Project

## Project Information

Escalon Unified School District E-Rate 24 -  
 Multiple Sites - Network Equipment - 89938  
 Project # 89938  
 December 9, 2020

## Account Manager

Jared Bayless  
 jbayless@ams.net  
 (925) 245-6186

AMS Quote #	Description	Subtotal	Taxes	Total
Q-00049678	E-Rate 24 - Farmington ES - Network Equipment - 89938	\$23,488.61	\$1,716.98	\$25,205.59
Q-00049682	E-Rate 24 - Colleagueville ES - Network Equipment - 89938	\$15,565.37	\$1,206.33	\$16,771.70
Q-00049683	E-Rate 24 - Dent ES - Network Equipment -	\$3,400.85	\$263.57	\$3,664.42
Q-00049684	E-Rate 24 - Escalon Charter Academy - Network Equipment - 89938	\$27,638.76	\$2,073.10	\$29,711.86
Q-00049685	E-Rate 24 - Van Allen ES - Network Equipment - 89938	\$31,895.93	\$2,290.98	\$34,186.91
Q-00049686	E-Rate 24 - Escalon HS - Network Equipment - 89938	\$30,986.11	\$2,401.44	\$33,387.55

## Project Summary

Project Total	\$132,975.63
Estimated Total Taxes	\$9,952.40
<b>Grand Total</b>	<b>\$142,928.03</b>

Vendor: AMS.NET  
 Address: 502 Commerce Way, Livermore, CA 94551  
 Phone: 925-245-6100  
 SPIN: 143005880



**AMS.NET, Inc.**  
 502 Commerce Way, Livermore, CA 94551  
 925-245-6100 • 925-245-6150 Fax  
[www.ams.net](http://www.ams.net)

## Customer Quotations

### Customer

Escalon Unified School District  
 1520 Yosemite Ave Escalon, CA 95320-1796  
 ATTN:

<b>Project Name</b>	Escalon Unified School District E-Rate 24 - Multiple Sites - Network Equipment - 89938
<b>Project #</b>	89938
<b>Account Mgr.</b>	Jared Bayless
<b>AM Phone</b>	(925) 245-6186
<b>AM Email</b>	jbayless@ams.net
<b>Inside Account Mgr.</b>	Teri Edwards
<b>IAM Phone</b>	(925) 245-6149
<b>IAM Email</b>	tedwards@ams.net

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049678, E-Rate 24 - Farmington ES - Network Equipment - 89938</b>					
1	<b>901-R720-US00</b> Ruckus ZoneFlex R720 dual-band 802.11abgn/ac	Ruckus Wireless	12.00	\$582.75	\$6,993.00
2	<b>LE9-0001-SG03</b> E-Rate SZ/vSCG3.X AP lic upgr.3y wtyBND	Ruckus Wireless	12.00	\$61.20	\$734.40
3	<b>902-0120-0000</b> Secure Mounting Bracket for ZoneFlex R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R600, and R700 without pad-lock support.	Ruckus Wireless	12.00	\$11.25	\$135.00
4	<b>JL003A</b> HP5406R 44GT PoE+ and 4 port SFP+ (included J9986A and J9990A)	Hewlett Packard	1.00	\$3,822.00	\$3,822.00
5	<b>J9827A</b> HP 5400R z12 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
6	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	2.00	\$516.00	\$1,032.00
7	<b>J9986A</b> HP 24p 10/100/1000BASE-T PoE+ v3 z12 Mod	Hewlett Packard	4.00	\$1,512.00	\$6,048.00
8	<b>J9150D</b> HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR	Hewlett Packard	2.00	\$416.00	\$832.00
9	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	1.00	\$1,309.28	\$1,309.28
10	<b>PDUMH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2-15P Horizontal 1URM	Tripp Lite	1.00	\$466.84	\$466.84



**AMS.NET**  
Technology Solution Provider

**AMS.NET, Inc.**

502 Commerce Way, Livermore, CA 94551

925-245-6100 • 925-245-6150 Fax

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11	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	1.00	\$58.73	\$58.73
12	<b>86B6SL-5-6</b> CAT6 SLIM LINE PATCH CORD 5 FT BLUE	Arrow Wire & Cable	135.00	\$2.06	\$278.10
13	<b>86B6ASL-5-3</b> CAT6A SLIM LINE W/BOOT 5 FT ORANGE	Arrow Wire & Cable	25.00	\$2.88	\$72.00
14	<b>FX2ERLNLNSNM002</b> DUPLEX FIBER JUMPER MM 50/125 OM3 10 GIG AQUA LC-LC 2 METER	Panduit	2.00	\$28.63	\$57.26
15	<b>AMS-NI-AP-MOUNT</b> Networking Labor: Access Point Mounting	AMS.NET	12.00	\$50.00	\$600.00
16	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$23,488.61
				Estimated Tax:	\$1,716.98
				Quote Total:	\$25,205.59

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049682, E-Rate 24 - Colleagueville ES - Network Equipment - 89938</b>					
1	<b>JL003A</b> HP5406R 44GT PoE+ and 4 port SFP+ (included J9986A and J9990A)	Hewlett Packard	1.00	\$3,822.00	\$3,822.00
2	<b>J9827A</b> HP 5400R zL2 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
3	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	2.00	\$516.00	\$1,032.00
4	<b>J9986A</b> HP 24p 10/100/1000BASE-T PoE+ v3 zL2 Mod	Hewlett Packard	4.00	\$1,512.00	\$6,048.00
5	<b>J9150D</b> HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR	Hewlett Packard	4.00	\$416.00	\$1,664.00
6	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	1.00	\$1,309.28	\$1,309.28
7	<b>PDUMH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2 5-15P Horizontal 1URM	Tripp Lite	1.00	\$466.84	\$466.84
8	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	1.00	\$58.73	\$58.73
9	<b>FX2ERLNLNSNM002</b> DUPLEX FIBER JUMPER MM 50/125 OM3 10 GIG AQUA LC-LC 2 METER	Panduit	4.00	\$28.63	\$114.52
10	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00



**AMS.NET, Inc.**  
 502 Commerce Way, Livermore, CA 94551  
 925-245-6100 • 925-245-6150 Fax  
[www.ams.net](http://www.ams.net)

Subtotal:	\$15,565.37
Estimated Tax:	\$1,206.33
Quote Total:	\$16,771.70

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049683, E-Rate 24 - Dent ES - Network Equipment -</b>					
1	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	1.00	\$516.00	\$516.00
2	<b>J9827A</b> HP 5400R zI2 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
3	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	1.00	\$1,309.28	\$1,309.28
4	<b>PDUMH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2 5-15P Horizontal 1URM	Tripp Lite	1.00	\$466.84	\$466.84
5	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	1.00	\$58.73	\$58.73
6	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00
Subtotal:					\$3,400.85
Estimated Tax:					\$ 263.57
Quote Total:					\$3,664.42

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049684, E-Rate 24 - Escalon Charter Academy - Network Equipment - 89938</b>					
1	<b>901-R720-US00</b> Ruckus ZoneFlex R720 dual-band 802.11abgn/ac	Ruckus Wireless	8.00	\$582.75	\$4,662.00
2	<b>LE9-0001-SG03</b> E-Rate SZ/vSCG3.X AP lic upgr,3y wtyBND	Ruckus Wireless	8.00	\$61.20	\$489.60
3	<b>902-0120-0000</b> Secure Mounting Bracket for ZoneFlex R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R600, and R700 without pad-lock support.	Ruckus Wireless	8.00	\$11.25	\$90.00
4	<b>JL003A</b> HP5406R 44GT PoE+ and 4 port SFP+ (included J9986A and J9990A)	Hewlett Packard	1.00	\$3,822.00	\$3,822.00
5	<b>J9827A</b> HP 5400R zI2 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
6	<b>J9986A</b> HP 24p 10/100/1000BASE-T PoE+ v3 zI2 Mod	Hewlett Packard	4.00	\$1,512.00	\$6,048.00



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7	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	2.00	\$516.00	\$1,032.00
8	<b>JL074A</b> HEWLETT PACKARD ENTERPRISE : HP 3810-48G-PoE+ w/1 Slt Swch	Hewlett Packard	1.00	\$2,990.00	\$2,990.00
9	<b>JL083A</b> HEWLETT PACKARD ENTERPRISE : HP Stackable 4p 10GbE SFP+ Module	Hewlett Packard	1.00	\$530.00	\$530.00
10	<b>JL087A#ABA</b> HEWLETT PACKARD ENTERPRISE : HP X372 54VDC 1050W 100-240VAC PS	Hewlett Packard	2.00	\$479.60	\$959.20
11	<b>J9150D</b> HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR	Hewlett Packard	4.00	\$416.00	\$1,664.00
12	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	2.00	\$1,309.28	\$2,618.56
13	<b>PDUMH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2-15P Horizontal 1URM	Tripp Lite	2.00	\$466.84	\$933.68
14	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	2.00	\$58.73	\$117.46
15	<b>86B6SL-5-6</b> CAT6 SLIM LINE PATCH CORD 5 FT BLUE	Arrow Wire & Cable	50.00	\$2.06	\$103.00
16	<b>86B6ASL-5-3</b> CAT6A SLIM LINE W/BOOT 5 FT ORANGE	Arrow Wire & Cable	25.00	\$2.88	\$72.00
17	<b>FX2ERLNLNSNM002</b> DUPLEX FIBER JUMPER MM 50/125 OM3 10 GIG AQUA LC-LC 2 METER	Panduit	2.00	\$28.63	\$57.26
18	<b>AMS-NI-AP-MOUNT</b> Networking Labor: Access Point Mounting	AMS.NET	8.00	\$50.00	\$400.00
19	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$27,638.76
				Estimated Tax:	\$2,073.10
				Quote Total:	\$29,711.86

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049685, E-Rate 24 - Van Allen ES - Network Equipment - 89938</b>					
1	<b>901-R720-US00</b> Ruckus ZoneFlex R720 dual-band 802.11abgn/ac	Ruckus Wireless	21.00	\$582.75	\$12,237.75
2	<b>LE9-0001-SG03</b> E-Rate SZ/vSCG3.X AP lic upgr,3y wtyBND	Ruckus Wireless	21.00	\$61.20	\$1,285.20



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3	<b>902-0120-0000</b> Secure Mounting Bracket for ZoneFlex R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R600, and R700 without pad-lock support.	Ruckus Wireless	21.00	\$11.25	\$236.25
4	<b>JL095A</b> HP 5406R 16-Port SFP+ (No PSU) v3 z12 switch	Hewlett Packard	1.00	\$4,032.00	\$4,032.00
5	<b>J9827A</b> HP 5400R z12 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
6	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	2.00	\$516.00	\$1,032.00
7	<b>J9986A</b> HP 24p 10/100/1000BASE-T PoE+ v3 z12 Mod	Hewlett Packard	4.00	\$1,512.00	\$6,048.00
8	<b>J9150D</b> HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR	Hewlett Packard	6.00	\$416.00	\$2,496.00
9	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	1.00	\$1,309.28	\$1,309.28
10	<b>PDUMH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2 5-15P Horizontal 1URM	Tripp Lite	1.00	\$466.84	\$466.84
11	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	1.00	\$58.73	\$58.73
12	<b>86B6SL-5-6</b> CAT6 SLIM LINE PATCH CORD 5 FT BLUE	Arrow Wire & Cable	135.00	\$2.06	\$278.10
13	<b>86B6ASL-5-3</b> CAT6A SLIM LINE W/BOOT 5 FT ORANGE	Arrow Wire & Cable	50.00	\$2.88	\$144.00
14	<b>FX2ERLNLNSNM002</b> DUPLEX FIBER JUMPER MM 50/125 OM3 10 GIG AQUA LC-LC 2 METER	Panduit	6.00	\$28.63	\$171.78
15	<b>AMS-NI-AP-MOUNT</b> Networking Labor: Access Point Mounting	AMS.NET	21.00	\$50.00	\$1,050.00
16	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00

Subtotal:	\$31,895.93
Estimated Tax:	\$2,290.98
Quote Total:	\$34,186.91

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
<b>Quote # Q-00049686, E-Rate 24 - Escalon HS - Network Equipment - 89938</b>					
1	<b>JL095A</b> HP 5406R 16-Port SFP+ (No PSU) v3 z12 switch	Hewlett Packard	1.00	\$4,032.00	\$4,032.00



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2	<b>J9827A</b> HP 5400R z12 Management Module	Hewlett Packard	1.00	\$1,050.00	\$1,050.00
3	<b>J9829A#ABA</b> HP SWITCHING 5400R 1100W POE+ ZL2 POWER	Hewlett Packard	2.00	\$516.00	\$1,032.00
4	<b>J9986A</b> HP 24p 10/100/1000BASE-T PoE+ v3 z12 Mod	Hewlett Packard	4.00	\$1,512.00	\$6,048.00
5	<b>J9150D</b> HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR	Hewlett Packard	32.00	\$416.00	\$13,312.00
6	<b>J9151E</b> Aruba 10G SFP+ LC LR 10km SMF Transceiver	Hewlett Packard	2.00	\$1,172.00	\$2,344.00
7	<b>SU2200RTXL2UN</b> 2200VA 1600W UPS Smart Online Rackmount 110V / 120V USB SNMP 2U	Tripp Lite	1.00	\$1,309.28	\$1,309.28
8	<b>PDU MH15ATNET</b> Tripp Lite PDU Switched ATS 120V 15A 5-15R 8 Outlet 2 5-15P Horizontal 1URM	Tripp Lite	1.00	\$466.84	\$466.84
9	<b>2POSTRMKITWM</b> Tripp Lite 2-Post Rackmount / Wallmount Installation Kit Select UPS	Tripp Lite	1.00	\$58.73	\$58.73
10	<b>86B6SL-5-6</b> CAT6 SLIM LINE PATCH CORD 5 FT BLUE	Arrow Wire & Cable	135.00	\$2.06	\$278.10
11	<b>86B6ASL-5-3</b> CAT6A SLIM LINE W/BOOT 5 FT ORANGE	Arrow Wire & Cable	25.00	\$2.88	\$72.00
12	<b>FX2ERLNLNSNM002</b> DUPLEX FIBER JUMPER MM 50/125 OM3 10 GIG AQUA LC-LC 2 METER	Panduit	32.00	\$28.63	\$916.16
13	<b>F92ERLNLNSNM002</b> FIBER JUMPER OM4 LC/LC 2MTR DUPLEX 50/125 MM 10GIG AQUA	Panduit	2.00	\$33.50	\$67.00
14	<b>AMS-FREIGHT-DROPSHIP</b> Freight	None	1.00	\$0.00	\$0.00

Subtotal:	\$30,986.11
Estimated Tax:	\$2,401.44
Quote Total:	\$33,387.55

Order Summary

Project Total	\$132,975.63
Estimated Total Taxes	\$9,952.40
<b>Grand Total</b>	<b>\$142,928.03</b>



## AMS.NET, Inc.

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## Terms and Conditions

1. AMS.NET will require a Purchase Order referencing this Quote # or if a Purchase order is not provided, an authorized representative must sign this quote.

2. Payment terms are Net 30. Payment made beyond 30 days are subject to a finance charge of 1.5% per month. Customer agrees to pay all collections costs and attorney fees for late payments if applicable. Customer agrees to accept multiple invoices for projects that cover multiple sales. In the event that a site's readiness is delayed by the customer, customer agrees to accept and pay invoices that reflect equipment and services already received.

3. Items sold by AMS.NET, Inc. and shipped to destinations in California 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 an 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. Shipping charges and sales tax will be added to this order when invoiced and the customer agrees to pay these charges.

4. All companies with tax exemption must present a valid Tax Exempt form. If Customer is tax exempt or if tax exempt form is not provided then customer agrees to pay all applicable taxes.

5. All shipments are FOB Origin or Pre-paid and shipped to Dock. Any Special shipping requirements must be clearly stated on all PO's (i.e. inside delivery). If inside Delivery or Lift-gate is required it must be specified and additional fees will incur. Shipping charges that appear on this quote are an estimate, AMS.NET will invoice and the customer will pay the actual shipping charge when identified.

6. Upon delivery of equipment, customer agrees to open all shipments and visually inspect equipment for physical damages. All damages must be reported to AMS.NET within 24 hours of delivery.

7. Returns will be accepted at AMS.NET discretion and are subject to manufacturer returns policies as well. For returns to be approved all merchandise must be in an unopened box and the customer agrees to pay a restocking fee of 15% of the purchase price. Returns must be made within 15 Days of receipt. All shipments must have a valid RMA number from AMS.NET before returning. For RMA requests please contact our Customer Service Department at (800) 893-3660 Ext. 6111. Email RMA requests should be directed to [service@ams.net](mailto:service@ams.net). A copy of AMS.NET's full RMA policy is available for review online at [www.ams.net/services/procurement-and-financing/](http://www.ams.net/services/procurement-and-financing/).

8. The laws of the State of California will apply to this sale.

9. The term "installation date" means the first business day on which installation of the system is complete. Minor omissions or variances in performance of the System that do not materially or adversely affect the operation of the system, shall not be deemed to have postponed the Installation Date. Seller shall use its best efforts to make timely delivery and installation. However, all stated delivery and installation dates are approximate and except as expressly provided in this agreement, Seller shall, under no circumstance, be deemed to be in default hereunder or be liable for consequential, incidental or special damages or commercial loss resulting from delays in delivery or installation.

10. Warranties. AMS warrants to Customer that it has good title to the equipment being sold to Customer under this Agreement, and the right to sell such equipment to Customer free of liens or encumbrances. AMS further warrants to Customer that the equipment being sold to Customer hereunder shall be free from defects in workmanship for a warranty period of thirty (30) days commencing on the later date the equipment is delivered to Customer or the date upon which AMS completes performance of the services to be performed under this agreement (this warranty being hereinafter referred to as an "Installation Warranty"). Except as expressly set forth in this paragraph, AMS does not make, and hereby disclaims, any and all representations or warranties, express or implied, with respect to the equipment or services being provided under this agreement, including but not limited to any implied warranties of merchantability, fitness for a particular purpose, satisfactory quality, against infringement, or arising from a course of dealing, usage or trade practice. AMS shall reasonably cooperate and assist Customer in enforcing any manufacturer warranties with respect to the equipment being sold to Customer under this Agreement. AMS hereby advises Customer, and Customer acknowledges that in the event Customer desires to procure from AMS any warranty protection beyond the warranty of title and the Installation Warranty provided under this Paragraph, Customer may do so by entering into a separate Service Agreement with AMS.

Manufacturer's warranty that is guaranteed is whatever is published by the manufacturer at the time of purchase.

11. Cisco Cloud services purchased from AMS.NET requires customer to accept Cisco's Universal Cloud agreement located on Cisco Systems' Website. This Universal Cloud Agreement describes the rights and responsibilities related to the Cloud Service(s) you purchase from Cisco or an Approved Source and is between you and Cisco. The Universal Cloud Agreement includes the applicable Offer Description(s) located at [www.cisco.com/go/cloudterms](http://www.cisco.com/go/cloudterms) (collectively "Agreement"). By clicking 'accept,' or using the Cloud Service, you agree to the terms of this Agreement. If you do not have authority to enter into this Agreement, or if you do not agree with its terms, do not click 'accept' and do not use the Cloud Service. If you determine that you cannot comply with the terms of this Agreement after you have paid for the Cloud Service, you may terminate your



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Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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



## PROJECT REFERENCES

### Project Summaries

**Name of Organization: Brentwood Union School District**

Address: 255 Guthrie Lane, Brentwood, CA 94513

Contact Person: Robert Remley

Email/Phone: rremley@brentwood.k12.ca.us, (925) 513-6340

Cisco VoIP CUCM Upgrade and Managed Services

Original contract amount: \$281,000.00

Contract start date: September 2019

Final completion date: Ongoing

Brentwood Union School District serves approximately 9,290 students in 8 elementary schools and 3 middle schools. This project included a Cisco Unified Communication upgrade, maintenance renewals and managed services. The District's goal was to replace UC server hardware, program and place 500+ legacy Cisco IP phones and migrate applications to new hardware. The District uses AMS.NET voice managed services to monitor applications and hardware along with adjustments to configurations to meet changing business goals. The Cisco UC upgrade began in September 2019 and was completed in April 2020. The managed voice contract began in July 2020 and is ongoing.

- Cisco Unified Communications upgrade including server hardware and update 500+ IP phones
- Cisco maintenance renewals and support contract management to renew and manage contracts of a multi-vendor environment
- Voice Managed Services to monitor hardware and applications including Cisco Unified Communications Manager, Cisco Unity Connection, SynApps Call Alert, Cisco Instant Messaging and Presence. Managed services contract provides annual software upgrade, software/firmware bug fixes, quarterly meetings, weekly reporting, 24x7 monitoring and alerting, and onsite repair and changes.

**Name of Organization: City of Brentwood**

Address: 150 City Park Way, Brentwood, CA 94513

Contact Person: Mike Baria

Email/Phone: mbaria@brentwoodca.gov, (925) 516-5425

Cisco VoIP UC 12.x Voice Upgrade Project

Original contract amount: \$22,000.00

Contract start date: January 2019

Final completion date: June 2019

The City of Brentwood project included the Cisco Unified Communications voice upgrade to latest version - Cisco UC 12.x Voice Upgrade.



## PROJECT REFERENCES

### Project Summaries Continued

**Name of Organization: Buckeye Union School District**

Address: 5049 Robert J. Mathews Parkway, El Dorado Hills, CA 95762

Contact Person: Brian McCahon

Email/Phone: bmccahon@buckeyeusd.org, (530) 677-2277

New Wireless Access Points Including Installation and Cabling

Original contract amount: \$114,009.55

Contract start date: June 2019

Final completion date: March 2020

E-Rate Site Billed Entity Number (BEN)- 144583

- The project consisted of installation and cabling for Wireless Access Points to be deployed throughout the District as well as to provide a labeling system to allow for any troubleshooting of connectivity issues.
- Wireless AP's were cabled and mounted in center of classroom per District's standards.
- Cabling was performed from IDF to desired location of each individual AP and was terminated at the patch panel.
- Wireless Access Points were installed and configured per existing District standards and Wireless SSID's.
- Protective enclosures were also included for the Wireless AP's that were to be located in a gym or multi-purpose room.
- Clean up was performed on a nightly basis along with locking up and making sure equipment was in a secure location.
- Testing of the system was performed including, power of the system, network connectivity and performance of the Wireless Network.
- Documentation for AP's was provided including AP serial numbers and locations as well as heat maps showing AP coverage.

**Name of Organization: Cotati-Rohnert Park Unified School District**

Address: 7165 Burton Ave., Rohnert Park, CA 94928

Contact Person: Robert Valdivia

Email/Phone: r\_valdiviazales@crpusd.org, (707) 285-2078 x10700

IP Video Surveillance Project

Original contract amount: \$85,000.00

Contract start date: May 2020

Final completion date: August 2020

CRPUSD wanted to explore a cloud-based camera system that could be accessed by multiple users both on/off-network, scale easily, negate the need for on-prem appliances, and easily managed. After reviewing multiple product offerings, CRPUS and AMS.NET identified Verkada as the best solution for the customer's needs. AMS.NET



## PROJECT REFERENCES

### Project Summaries *Continued*

designed and deployed a Verkada camera system to provide visibility to the majority of the RCHS campus. This included over (40) cameras to meet the coverage needs and include AMS.NET Pro Services for Install, Configuration, and both Admin and End-User Training. CRPUSD has been very happy with their decision to work with AMS.NET and Verkada. They have now begun expanding the Verkada deployment to multiple school sites throughout the District.

**Name of Organization: CENIC**

Address: 16700 Valley View, La Mirada, CA 90638

Contact Person: Sana Bellamine

Email/Phone: sbellamine@cenic.org, (714) 220-3458

Original contract amount: \$3,000,000.00+

Contract start date: July 2016

Final completion date: July 2018

CENIC, who empowers nearly all K12, community colleges, public libraries, UCs & CSUs released an open specification E-Rate Category 1 bid 100GB optical solution to upgrade their K12 High Speed Network (K12HSN) backbone. AMS.NET partnered with Cisco to design a 100GB solution using Cisco's NCS2K solution. This design after significant review with CENIC engineers was awarded to AMS.NET and Cisco. The project officially kicked off in July 2016 and is ongoing and all of the CENIC nodes on the K12HSN are upgraded. CENIC continues to be an international model for how the public sector and education can create a network that unlocks the world of possibilities thanks to AMS.NET.

**Name of Organization: Foothill De Anza Community College District**

Address: 12345 El Monte Road, Los Altos Hills, CA 94022-4599

Contact Person: Sharon Luciw

Email/Phone: luciwsharon@fhda.edu, (650) 949-6161

**Firewall Project**

Original contract amount: \$750,000.00

Contract start date: September 2019

Final completion date: January 2020

- Foothill DeAnza Community College engaged AMS.NET to provide options for updating/upgrading their existing Cisco ASA Firewall's split across two campuses with an HA pair located at each campus. AMS.NET provided POC trial hardware and configuration assistance for both Cisco and Palo Alto Networks solutions. FHDA chose a PAN solution. AMS.NET provided config migration and implementation labor and for the accepted proposal.



## PROJECT REFERENCES

### Project Summaries Continued

**Name of Organization: Fremont Unified School District**

Address: 4210 Technology Dr, Fremont, CA 94538-6337

Contact Person: Lucas Bogle

Email/Phone: lbogle@fusdk12.net, (510) 657-2350 x12275

Wireless Network Project

Original contract amount: \$800,000.00

Contract start date: December 2019

Final completion date: December 2020

E-Rate Site Billed Entity Number (BEN)- 144189

- Fremont Unified School District was looking to replace all of their existing 1G switching and 802.11 b/g wireless infrastructure utilizing a combination of a Modernization Bond and E-Rate funds. An additional part of the Bond project was to provide all new Copper and Fiber plants, UPS's with a minimum of 60 minutes runtime, as well as IDF and MDF enclosures at each of the schools. AMS.NET provided parts, labor and overall technology oversight for the entirety of the project, including participating in all of the Bond planning meetings and strategy discussions. This project took over 2 years to complete due to construction timelines. Most school sites (all except the 6 middle schools) were upgraded to a 10G LAN and 802.11 A/C Wave 2 Access Points as well as UPS's to support the District requirements.

**Name of Organization: Judicial Courts AOC**

Address: 455 Golden Gate Avenue 7<sup>th</sup> Floor, San Francisco, CA 94102

Contact Person: May Jean Pena

Email/Phone: mayjean.pena@jud.ca.gov, (415) 865-4022

Cisco VoIP CUCM Upgrade and Phone Migration Projects

Original contract amount: \$210,000.00

Contract start date: March 2019

Final completion date: June 2020

- Deployed multiple sites across the state and continues to support the customer in multiple projects as needs arise
- Helped develop Cisco Playbook to standardize deployment across all sites



## PROJECT REFERENCES

### Project Summaries *Continued*

**Name of Organization: Konocti Unified School District**

Address: 9430 Lake St., Lower Lake, CA 95457

Contact Person: Jon Buege

Email/Phone: jon.buege@konoctiusd.org, (707) 994-4796 x3233

District-Wide Network Upgrade

Original contract amount: \$705,000.00

Contract start date: June 2019

Final completion date: August 2020

E-Rate Site Billed Entity Number (BEN)- 144454

AMS.NET had design-built a wired and wireless network nearly a decade prior that had served the District well, but with the increasing bandwidth from students and staff, an upgrade was a necessity. AMS.NET designed a wired network using Cisco C9500 for core switching, and Cisco C9300 for access switching. This provided KUSD with best-of-breed switching, using 10Gbps backbone, that can be inexpensively upgraded to 25Gbps, 40Gbps, or 100Gbps and multi-Gig to wireless APs. A goal was to provide maximum POE to support wireless, cameras, speakers, VoIP, and other IoT needs. As the District was already heavily invested in Cisco Meraki Wireless, AMS.NET designed a wireless solution to upgrade all Wireless APs to the latest Cisco Meraki multi-Gig WiFi 6 wireless APs. AMS.NET also expanded an existing Cisco Meraki Camera deployment to continue to enhance public safety. All of this was accomplished in the Summer of 2019 to ensure District network readiness by the start of school. By engaging AMS.NET, KUSD was able to deploy a scalable, easily managed, high-throughput and POE Network that will last another decade.

**Name of Organization: Livermore Valley Joint Unified School District**

Address: 685 E Jack London Blvd., Livermore, CA 94551

Contact Person: Geoff Warner

Email/Phone: gwarner@lvjUSD.org, (925) 606-5228

Cisco VoIP CUCM Upgrade and Managed Services

Original contract amount: \$35,000

Contract start date: November 2019

Final completion date: November 2020

- AMS.NET upgraded CUCM to the latest version
- Utilized Collaboration Flex for EDU to move TP devices to the Webex Cloud and provided training for staff on usage
- Integrated with Singlewire Informacast for mass notification
- AMS.NET maintains UC applications through our managed services

### Project Summaries Continued

**Name of Organization: College of Marin**

Address: 835 College Ave., Kentfield, CA 94904-2551

Contact Person: Patrick Ekoue-Totou

Email/Phone: pekouetotou@marin.edu, (415) 884-3180

Network Refresh

Original contract amount: \$100,000.00

Contract start date: September 2019

Final completion date: September 2020

- The College of Marin engaged AMS.NET to assist them with building the most cost-effective solution for the College. AMS.NET provided multiple options in multiple different configurations to find the price point that met the budgetary requirements of the College of Marin, establishing a long-term strategy for replacing hardware throughout the school system. AMS.NET was also instrumental in assisting the College with an On-Prem SmartZone to Cloud Hosted wireless control migration.

**Name of Organization: Modesto City Schools**

Address: 1017 Reno Ave, Bldg A, Modesto, CA 95351-2631

Contact Person: Anthony Gattuso

Email/Phone: gattuso.a@monet.k12.ca.us, (209) 492-8000

Network Refresh

Original contract amount: \$600,000.00

Contract start date: May 2020

Final completion date: December 2020

E-Rate Site Billed Entity Number (BEN)- 144393

- AMS.NET was engaged by Modesto City Schools to provide a wireless solution in the theaters at each of the high schools. This was particularly difficult as the distance from the ceiling to the seating in the theaters exceeded the maximum distance for most Access Point antennas. MCS did not want Access Points installed on the walls. AMS.NET created a method to provide the desired wireless coverage, at the density specified using patch antennas mounted on the ceiling directed at individual seating areas, hiding the access point itself and only exposing the antennas. AMS.NET provided wireless surveys pre and post installation in order to provide Proof of Concept to MCS.
- The next item on MCS priority was a refresh of their Core network. AMS.NET proposed a Cisco DNA ready architecture utilizing Catalyst 9000 series switches to accomplish this. Prior to the refresh, all Core and Data Center switching was performed in one pair of HA switches. AMS.NET proposed to modularize this design and separate network functions into a layered approach. Core, Data Center, Distribution and WAN modules were key components to the new architecture.



## PROJECT REFERENCES

### Project Summaries *Continued*

- MCS, utilizing funds through E-Rate 21 were able to replace the Core switch at all learning facilities. AMS.NET performed extensive site walks at all of the District sites, and along with District staff determined which solution best fit the District's needs. MCS chose to replace the existing core switches and UPS systems in the MDF at each site. AMS.NET provided configuration guidance and implementation services in this proposal.

**Name of Organization: Pleasanton Unified School District**

Address: 4750 First Street, Pleasanton, CA 94566

Contact Person: Amy Nichols

Email/Phone: anichols@pleasantonusd.net, (925) 596-9660

District Network Refresh

Original contract amount: \$8,200,000.00

Contract start date: April 2020

Final completion date: June 2021

E-Rate Site Billed Entity Number (BEN)- 144214. Project was partially funded with E-Rate and the remaining covered by Bond funds.

- Pleasanton Unified School District had not refreshed the switching network in over 10 years and were running a 1G backbone at all school sites. Through use of a local Bond and E-Rate year 22 funding, PUSD was able to completely update the wired network to establish a 40G LAN at each school utilizing a Brocade/Ruckus architecture. To enable the new architecture, a completely new fiber infrastructure needed to be installed to replace the existing multi-mode fiber plant. PUSD worked with AMS.NET to architect a 40G solution that had multi-rate ports in the ToR switches and PoE+ to all ports. This met the Districts 7-10 year architecture goals.
- Prior to E-Rate 23, PUSD asked AMS.NET to provide POC trials with a number of different wireless manufacturers. AMS.NET provided POC hardware and setup assistance for Ruckus and Meraki solutions. In the end, a Meraki solution was chosen by the District. AMS.NET performed extensive site walks at all of the District sites, and along with District staff determined what deployment strategy best served the District's needs. AMS.NET proposed 802.11 AX wireless access points in indoor and outdoor models, providing wireless service to all locations across every campus in the District. AMS.NET proposed to place one access point in every classroom and learning area of each site. Outdoor wireless access points were placed in locations that cover blacktops and play areas and were installed in vandal proof enclosures in order to protect the Districts investment in hardware.



## PROJECT REFERENCES

### Project Summaries *Continued*

**Name of Organization: South San Francisco Unified School District**

Address: 398 B Street, South San Francisco, CA 94080

Contact Person: Joe Siam

Email/Phone: jsiam@ssfusd.org, (650) 877-5230

Cisco VoIP CUCM Upgrade and Managed Services

Original contract amount: \$82,000.00

Contract start date: August 2019

Final completion date: August 2020

- CUCM Upgrade and Managed Services
- Working with District on Singlewire InformaCast implementation

**Name of Organization: City of Sunnyvale**

Address: 650 W Olive Ave, Sunnyvale, CA 94086

Contact Person: Ai-Chan Thai

Email/Phone: athai@sunnyvale.ca.gov, (408) 730-3048

Cisco VoIP CUCM Upgrade and Managed Services

Original contract amount: \$35,000

Contract start date: June 2020

Final completion date: Ongoing with Contract Up for Renewal in June 2021

The City of Sunnyvale's voice project included the implementation of a Cisco Unified Communications Mobile and Remote Access (MRA) to provide external users a softphone. They also contract with AMS.NET for voice managed services to monitor hardware and applications. The managed voice contract began in June 2020 and is ongoing.

- AMS.NET deployed MRA to allow external use of softphone
- Voice Managed Services to monitor hardware and applications including Cisco Unified Communications Manager, Cisco Unity Connection, Singlewire InformaCast, Cisco Instant Messaging and Presence, Cisco Emergency Responder (E911), Cisco Unified Contact Center Express and Cisco Media Sense Call Recording. Managed services contract provides annual software upgrade, software/firmware bug fixes, quarterly meetings, weekly reporting, 24x7 monitoring and alerting, and onsite repair and changes.



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## PROJECT REFERENCES

### Project Summaries *Continued*

**Name of Organization: Tahoe Truckee Unified School District**

Address and Phone: 11603 Donner Pass Road, Truckee, CA 96061

Contact Person: Ed Hilton

Email/Phone: [ehilton@ttusd.org](mailto:ehilton@ttusd.org), (530) 563-6003

Network Electronics Upgrade Project

Original contract amount: \$326,194.66

Contract start date: October 2019

Final completion date: April 2020

E-Rate Site Billed Entity Number (BEN)- 144807

- The project consisted of upgrading the District's network switching environment to Cisco's new Catalyst 9000 series switching platform to better prepare the District for more IP devices such as IP Phones, IP Speakers, IP Cameras and Access Points that are being added on to the District's network year over year.
- AMS Professional Services provided to configure and test the new network switches
- Re-patched the new switches in each MDF with new patch cords
- Facilitated the Removal of the existing data network switches in each MDF as well as old patch cables
- Provided all necessary configuration information and labeled each switch per District standard

**Name of Organization: Tracy Unified School District**

Address and Phone: 1875 W Lowell Ave, Tracy, CA 95376

Contact Person: Tom Quiambao

Email/Phone: [tguiambao@tusd.net](mailto:tguiambao@tusd.net), (209) 830-3282 ext. 1940

Network Switching Upgrade Project

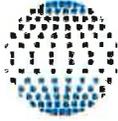
Original contract amount: \$800,000.00

Contract start date: June 2020

Final completion date: December 2020

E-Rate Site Billed Entity Number (BEN)- 144421

- Tracy Unified School District was in the process of annually replacing portions of their End-of-Life (EOL) switching hardware, and E-Rate 22 was the last batch of switches that needed to be replaced before the EOL date had been reached. TUSD and AMS.NET worked together to define a concise list of the remaining hardware and provided the switches and interconnect to complete the switch refresh. AMS.NET provided template configurations for each switch and assisted Tracy USD in the configuration and deployment of all hardware.



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## PROJECT REFERENCES

### Project Summaries *Continued*

- The last item that needed to be address for TUSD was the Core and Data Center switching infrastructure. The existing Core was coming to its EoL date and the District needed assistance planning for a Core Upgrade. One of the biggest issues faced was the cabling plant for the Data Center switching terminated at the Core switch, and a 7 slot core switch was overloaded with connections making daily maintenance and administration very difficult. AMS.NET proposed ToR switches in the Data Center with 100G uplinks to the new Core switch, reducing the amount of physical connections into the new core switch by half. The core switch was replaced utilizing a smaller chassis and fewer blades to accomplish the same goal. This implementation also offered TUSD an opportunity to deploy Cisco DNA in their environment. AMS.NET worked with Cisco and TUSD to provide a Base installation of Cisco DNA that will continue to grow into the future.



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## EDUCATION REFERENCES

### Detailed Reference

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### Detailed References (Continued)

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### Additional References (Continued)

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**Santa Cruz County Office of Education**

IP Telephony

**Saratoga Union School District**

IP Telephony

**Yuba City Unified School District**

Network Infrastructure



**AMS.NET**

Technology Solution Provider

## ABOUT US

### About Us

AMS.NET is an innovative technology solution provider delivering business outcomes to organizations for more than 30 years. The company was established more than two decades ago to provide technical support to local school districts in California. Today, AMS.NET provides education, local government and businesses a comprehensive technology solution including design, implementation and support services.

With a consultative approach, consideration is taken to understanding technology requirements, existing equipment, industry, growth plan and budget. Leveraging proven and emerging technologies through leading manufacturers, AMS.NET's certified engineers' architect a solution that supports your initiatives and allows for future growth.

Prior to implementation, we can provide complete structured wiring services and post deployment, a host of managed services and maintenance plans to ensure your network and equipment are running at optimum performance.

Many financing options are available. With experience in the public sector around procurement vehicles, E-rate expertise and leasing options, we can make recommendations specific to your industry and technology solution.

Our extensive reference list is a tribute to our ability to successfully design, manage and implement technology solutions that support your initiatives. With more than 30 years of successfully providing technology solutions, you can be assured that we have the capability, experience and stability to be your trusted partner. And we'll be here for future needs!



Celebrating More Than **30** Years

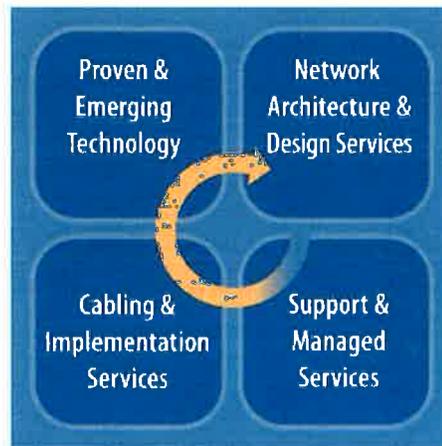


**AMS.NET**  
Technology Solution Provider

## Unique Customer Experience

AMS.NET is an innovative technology solution provider delivering business outcomes to organizations for more than 30 years. Our industry expertise, technology vision and people create a unique customer experience.

- Close customer engagement in the presales process with design, site walk, white boarding session and more
- Proven installation process including project management, skilled and experienced engineers and post installation support
- Established, trusted and proven with more than 30 years' experience, extensive reference list and specialization in your vertical
- Elite partnerships with leading manufacturer partners to obtain and provide exceptional pricing for your solutions
- Multivendor expertise with certifications and technical knowledge to support your entire technology landscape
- Long term technology partner with a consultative approach regardless of the organization size or project scope.



**TURNKEY IMPLEMENTATION**



**AMS.NET**

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## Our Approach

With a focus on delivering business outcomes, we have a four-pronged pre-sales approach to keeping your business goals top of mind.

1. First is determining the business drivers for your organization. Are you needing to meet government mandates? Are you looking to add new programs such as BYOD or video instruction? Has there been a security breach or another event that is being addressed? A clear insight to your business drivers sets the road map for your technology solution.
2. Identifying considerations or possible concerns at the start of a project allows for planning to minimize the effects and costs of those possible barriers. Cabling, infrastructure, IT resources and budget constraints should all be identified.
3. During the planning process, specific deadlines, funding schedules, internal resources and other projects need to be considered.
4. Following the technology implementation support may be necessary. Identifying current expertise gaps or need for managed services should be evaluated.



### SOLUTION APPROACH



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Technology Solution Provider

## Project Cycle

AMS.NET provides complete project management services to ensure the success of your technology implementation. We follow a 5-step project cycle that is tailored to meet the needs of your project. Each project is managed by a project manager and staffed with AMS.NET team members that are experienced in the proposed technology solution.

Throughout your engagement you will receive status updates, thorough project plans and have a project team dedicated to understanding and addressing your business needs. We provide collaborative planning and consistent updates throughout the project through communication and effective documentation. At the end of the project, you'll be provided design documentation and the ability to engage the AMS.NET technical support team for ongoing support. Your project will be structured based on the following phases and activities will be performed as required by your unique project:

- Complete Project Management Support
- Experienced, Certified and Dedicated Project Manager Assignment
- Tailored to Meet Your Project and Requirements
- Established and Proven 5-Step Project Cycle
- Complete Support Through Project Sign Off

### Discovery & Preparation

- Internal Hand Off and Kick Off Meeting
- Site Surveys and Network Discovery
- Identification of Project Goals, Outcomes and Objective Completion Criteria
- Internal Technical Reviews

### Design & Planning

- Technical Planning Meetings- Existing Practices, Design Goals, Best Practices
- Design Proposal and Acceptance
- Tailored Project and Implementation Plan Creation
- Equipment Staging and Configuration
- Logistics Coordination and Pre-Installation Meeting



## PROJECT CYCLE



# AMS.NET

Technology Solution Provider

## Implementation/Execution

- Execution as Defined in Project Plan
- Post-Installation Acceptance Testing
- Day 2 Support
- System Administrator Training *(if purchased)*
- End-User Training *(if purchased)*

## Project Closeout

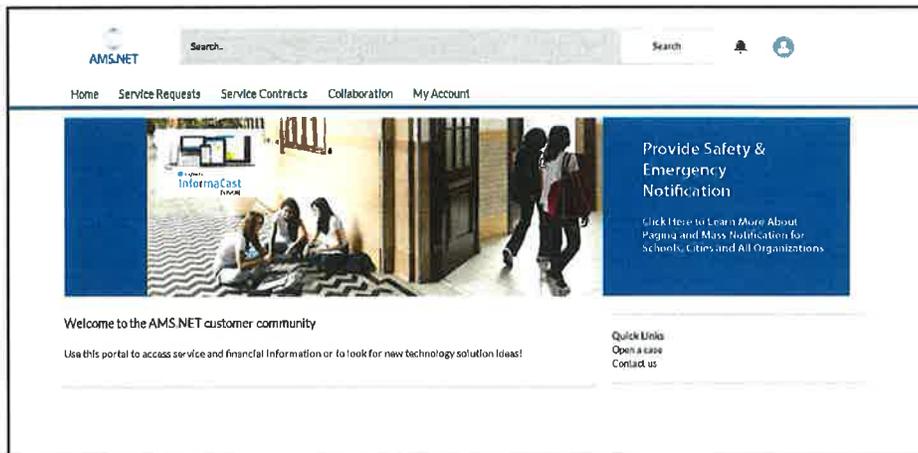
- Virtual Site Walk and/or Physical Site Walk
- Punch List Completion
- Final Documentation Submission
- Project Closure and Sign Off

Task Name	Duration	Start	End	Assign To
- Design and Planning	16d	11/28/18	12/16/18	
Site Walks	3d	11/28/18	11/30/18	John Stott
Remote Network Discovery and Data Gathering	3d	11/29/18	11/30/18	Christian Welsoe
Internal Discovery Review	2d	12/03/18	12/04/18	Christian Welsoe
Technical Planning Meeting	1d	12/04/18	12/05/18	Jordan Moenau
Equipment Staging	4d	12/04/18	12/11/18	John Stott
Design Creation	6d	12/05/18	12/11/18	Christian Welsoe
Design Proposal and Acceptance	2d	12/12/18	12/13/18	John Stott
Internal Pre-Installation Meeting	1d	12/13/18	12/13/18	Jordan Moenau
Project Team Pre-Installation Meeting	1d	12/13/18	12/13/18	Jordan Moenau
- Execution	9d	12/17/18	12/27/18	
- Example Site	9d	12/17/18	12/27/18	
Fiber Installation	5d	12/17/18	12/22/18	Matt Stewart
AP Cabling Installation	3d	12/17/18	12/20/18	Dave Dillard
- Switching Upgrade	2d	12/26/18	12/27/18	
Installation	1d	12/26/18	12/26/18	Christian Welsoe
Day 2 Support	1d	12/27/18	12/27/18	John Stott
Access Point Installation	2d	12/26/18	12/27/18	Christian Welsoe
IP Video Camera Installation	2d	12/26/18	12/27/18	John Stott
- Project Closeout	4d	01/02/19	01/07/19	
Punchlist Walks	2d	01/02/19	01/03/19	Jordan Moenau
Punchlist Completion	1d	01/03/19	01/03/19	Christian Welsoe
System Admin Review	1d	01/03/19	01/03/19	John Stott
Final Documentation Completion	1d	01/02/19	01/02/19	Christian Welsoe
Project Sign Off	1d	01/02/19	01/02/19	Jordan Moenau

PROJECT PLAN

## Support & Maintenance Phase

- 30 Day Workmanship Warranty
- Premium Flex Time Contracts *(if purchased)*
- Managed Services Agreements for Voice, Wi-Fi, WAN, Security, Video Surveillance and More *(if purchased)*
- Support Customers Have Access to Their Customer Community- Review Current Service Requests, View Upcoming Appointments, Open New Requests and More



CUSTOMER COMMUNITY



# AMS.NET

Technology Solution Provider

Manufacturer Partners



Celebrating More Than 30 Years

www.ams.net  
800-893-3660



# AMS.NET

Technology Solution Provider

## AMS.NET versus the Competition

- Established proven partner in your vertical
- 120+ employees throughout the state of California
- Multi-vendor network support
- Complete architecture solutions
- Elite manufacturer partnerships– Cisco Gold Partner since 2007
- Skilled and Certified Engineers- CCIE's in networking, security, voice
- Advanced manufacturer technology specializations
- Structured cabling- C-7 Contractor and RCCD Certified
- Certified project management – PMP Certification
- Executive management accessibility regardless of the customer size



ARCHITECTURE SOLUTIONS

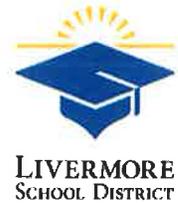
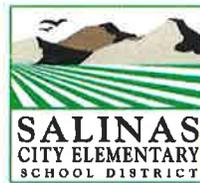


# AMS.NET

Technology Solution Provider

## Extensive Reference List

### Education



ALAMEDA UNIFIED SCHOOL DISTRICT

Excellence & Equity For All Students





**AMS.NET**

Technology Solution Provider

City/County Government



**City Of Atwater**  
Community Pride City Wide



CITY OF **Monterey**  
CALIFORNIA

City of **FRESNO**



JUDICIAL COUNCIL  
OF CALIFORNIA



**PITTSBURG**  
CALIFORNIA



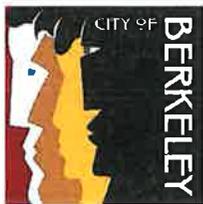
CITY OF PLEASANT HILL

**LA COUNTY**  
LIBRARY



CITY OF OAKLAND

*califa*



Other Verticals



SUTTER HILL  
VENTURES





# AMS.NET

Technology Solution Provider

## Before and After

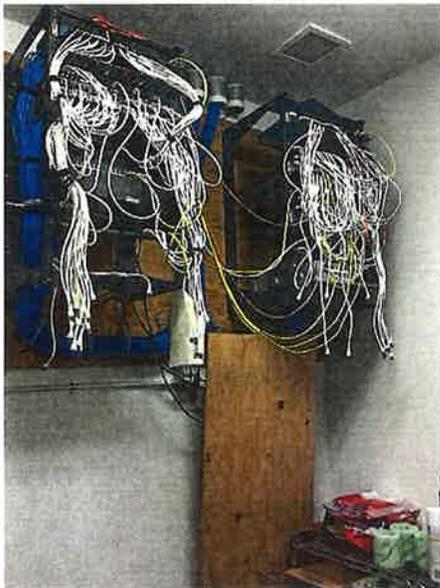
Our professional certified engineering and cabling teams have the expertise for your project- large or small. Structured wiring, racks and equipment are professionally installed and labeled for ease of maintenance after deployment.



Before



After



Before



After



**AMS.NET**

Technology Solution Provider

## COMPANY FACTS

### General Info

Legal Name: AMS.NET Inc.  
Type: Delaware Corporation  
Tax ID: 94-3291626  
Principal Owner: Robert Tocci  
Years in Business: 32 Years  
Number of Employees: 115  
Website: www.ams.net  
Email: sales@ams.net  
Phone: 800-893-3660/925-245-6100  
Fax: 925-245-6150

#### Locations:

Headquarters: 502 Commerce Way, Livermore, CA 94551-7812  
Sacramento Regional Office: 1200 Creekside Drive  
Folsom, CA 95630 Phone 800-893-3660  
Central Valley Regional Office: 1155 East North Avenue, Suite 106  
Fresno, CA 93725, Phone 559-733-1641, Fax 559-713-6692  
Southern California Regional Offices: 12405 East Slauson Ave, Unit K,  
Whittier, CA 90606, Phone 800-893-3660

### License and Procurement

**DIR#:** 1000001046 Expires 6/30/22

**FCC RN:** 0012300554

**Contractor License C-7:**

763508 Expires 4/30/22

**DUNS#:** 556116234

**Microsoft MCSE's:** 1673446, 2056976

**Procurement:**

E-Rate: SPIN 143005880

Merced County FOCUS Contract #2015109

SPURR Master Contract/ PEPPM Contract

**NASPO Contracts-** Cisco, HPE, Ruckus, EMC,  
Pure Storage, Palo Alto Networks

**CMAS Contracts-**

APC	HP	Corning
Arecont Vision	Nimble Storage	General Cable
Aruba	Palo Alto Networks	Hitachi
Avigilon	Pure Storage	Leviton
Bosch	Rubrik	Ortronics
Cisco	Ruckus Wireless	Panduit
Cohesity	TrippLite	Superior Essex
Eaton	Veeam	Labor
EMC	VMware	
Extron	Berk-Tek	
Fortinet	Chatsworth	

### Certifications and Specializations

Cisco Gold Certified Partner/

Cisco Meraki Partner

*Cisco Specializations:*

- Advanced Data Center Architecture
- Advanced Collaboration Architecture
- Advanced Security Architecture
- Advanced Enterprise Network Architecture
- Collaboration SaaS Authorization
- Customer Satisfaction Excellence
- Customer Experience Specialized

*Partial Manufacturer List:*

Aruba HPE Platinum Partner, HPE Silver Partner,  
Ruckus Elite Partner, Palo Alto Networks, Fortinet, Barracuda,  
Aerohive, Pure Storage, Nimble Storage, Cohesity, DDN,  
Rubrik, Veeam Silver Pro Partner, Datrium, VMware Partner,  
Singlewire, FrontRow, Class Connection, AtlasIED, Extron,  
Advanced Network Devices, Avigilon, Verkada, OnSSI,  
Milestone, Arecont Vision, Hikvision, exacqVision, Tripplite,  
APC, Panduit, General Cable, Damac, Leviton, Berk-Tek,  
Ortronics, Hoffman, Cooper B-Line, Chatsworth, Superior Essex



**AMS.NET**  
Technology Solution Provider

## EXECUTIVE BIOS

### Executive

### Brief Biography

#### **Robert Tocci**

Founder, Owner,  
President

The visionary and founder of AMS.NET, Robert Tocci established AMS.NET in 1988 and remains at the helm today. Robert has more than 30 years of technology and business management experience. Although his role has somewhat changed throughout the years, Robert remains the President of AMS.NET performing R&D, setting business strategy and technical direction, managing financial resources, and overseeing the overall operations.

Robert has completed extensive coursework in Computer Science and has earned advanced certifications with Cisco, HP and Novell. Throughout his career he has held up to 40 Cisco certifications in varied technologies and today draws on that technical knowledge and his years of experience as he continues to discover and architect technical solutions.

As an entrepreneur and futurist, Robert is a leader in virtual computing and was at the forefront of the IP Convergence revolution. He has established a core team made up of information-age experts as well as seasoned telecommunications professionals. Robert continually invests and increases resources to offer proven and emerging technologies that support a physical and virtual infrastructure along with business enhancing applications.

#### **Diana Monaghan**

Vice President of  
Administration

Diana brings more than 32 years of experience in the telecommunication field in the areas of Administration, Human Resources and IT Management making her the perfect blend of technology and administration for her role at AMS.NET. She began her career at AMS.NET more than 19 years ago and today holds the title of Vice President of Administration managing finance, facilities, corporate administration, human resources, and marketing.

One of Diana's roles at AMS.NET is to provide the highest level of professionalism in the areas of human resources and corporate administration. A major function therein is to identify legal requirements and government reporting regulations and to maintain corporate compliance in those areas. Diana is also responsible for overseeing finance and marketing including training and events. Diana continually takes human resources and management courses and maintains her membership in the Society for Human Resources Management.

**Executive**

**Brief Biography**

**Joe Moomau**

Vice President of  
Operations

Moomau brings a diverse skill set to the AMS.NET team from business management and customer service to technical. Prior to joining AMS.NET in 1995, Moomau worked for RMC Lonestar as a Senior Quality Control Engineer. Joe began his career with AMS.NET more than 24 years ago as Customer Service Manager and since then has been promoted to Operations Manager, Director of Operations and most recently to Vice President of Operations.

Moomau has completed college coursework in Business Management and has earned and maintains several Cisco certifications including the Cisco Certified Project Manager, Cisco IP Telephony, Cisco Product Solutions and Cisco Sales Expert. He implements and oversees AMS.NET processes and procedures and manages the daily affairs in Operations and Project Management.

**John Stott**

Vice President of  
Engineering

John has more than 27 years of technology and network experience in both network design and implementation. He holds a Bachelor of Science degree in Computer Information Systems from California State University Hayward. John continually expands his technical and engineering resources with continuing education and has achieved numerous Cisco certifications including his CNMA, and most notably, his CCIE. As AMS.NET's first Network Engineer, John should be commended for his efforts in building the skilled technical team we have today.

**Tom Vasconi**

Vice President of Sales

Tom brings more than 21 years of sales and management industry experience to the AMS.NET team. He holds a Bachelor's of Science Degree from California State East Bay along with manufacturer sales certifications. Tom began his career with AMS.NET in 2002 as an Account Manager and through hard work and complete dedication to his customers; he was promoted to Senior Account Manager, Public Sector Sales Manager, and Director of Sales and most recently to Vice President of Sales.

Customer testimonials attest to Tom's total commitment to AMS.NET and most importantly to the success of AMS.NET's customers. Tom's sales approach involves first a thorough discovery process to uncover the customer issues and requirements followed by a solution to address those issues. Tom also brings a partnership approach to our manufacturers. AMS.NET relies on our manufacturer partners for the latest cutting-edge technology and our partners depend on AMS.NET to provide strong implementation and support services for those technology solutions.



**AMS.NET**

Technology Solution Provider

## PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
<b>Jordan Moomau</b> PMO Manager	Jordan has been with AMS.NET in various technical, sales and project management roles since 2007. In 2011 Jordan joined the project management team and has since earned some of the industry's most valued certifications such as PMP, BISC RTPM and ITIL Foundation. His experience as well as continued education made him the right candidate for our PMO Manager position that he holds today. Jordan is responsible for the PMO team along with the development of project management best practices and deliverables. He oversees the implementations of projects large and small to ensure that they meet customer expectations.	<ol style="list-style-type: none"><li>1. Tahoe Truckee Unified School District</li><li>2. County of Los Angeles Public Library</li><li>3. San Luis Coastal Unified School District</li></ol>
<b>David Stoutenburg</b> Senior Project Manager	David has more than 34 years of experience in the information technology field in networking, construction and project management. David's expertise managing IT projects at a large software company, construction contractor and elsewhere allow him to apply his knowledge to AMS.NET technology implementations large or small. He understands technology, the requirement of the customer and how to guide a project through the milestones until completion. David holds a professional designation as Registered Communications Distribution Designer (RCDD). He is also a certified Extron AV Associate (EAVA).	<ol style="list-style-type: none"><li>1. Manteca Unified School District</li><li>2. Sacramento City Unified School District</li><li>3. Chabot-Las Positas Community College District</li></ol>
<b>Jocelyn Ambrose</b> Project Manager	Jocelyn brings more than 12 years of experience in IT project management, encompassing infrastructure, networking, and development across many industries. Her experience working in private and public sectors with their unique requirements and regulations has given her the tools to navigate roadblocks, streamline processes, strategically manage risk, while driving productivity to deliver quality results. She understands how to effectively guide a project through the milestones until completion. To further her skill set and bring added value to our customers, Jocelyn is in the process of obtaining her PMP certification.	<ol style="list-style-type: none"><li>1. California Health Sciences University</li><li>2. Hanford Elementary School District</li><li>3. Madera Unified School District</li><li>4. Shasta College</li></ol>



## PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
<b>Joseph Costa</b> Project Manager	Joseph brings more than 17 years of project management and operations experience to AMS.NET. His background includes extensive experience in operations at an education facility along with college coursework. With roles at AMS.NET as a Project Assistant, Project Coordinator and Project Manager, Joseph has the understanding of our proven project management process and has applied this methodology to several large-scale projects of varied industries. Joseph continues to expand his education with project management training and classes.	<ol style="list-style-type: none"><li>1. Oakley Elementary School District</li><li>2. Alameda Unified School District</li><li>3. Livermore Valley Joint Unified School District</li></ol>
<b>Overlin Zamora</b> Engineering Operations Manager	Overlin has more than 21 years' experience in the information technology and network industry. He began his career with AMS.NET 17 years ago as a Systems Engineer and since then has been promoted to Operations Manager. His remarkable portfolio of certifications includes the CCNP, CCNA, CCDA, Cisco Utility Design Specialist, Certified Associate in Project Management (CAPM) and VMware Certified Professional (VCP).	<ol style="list-style-type: none"><li>1. Alameda Unified School District</li><li>2. San Luis Coastal Unified School District</li><li>3. County of Kern- Department of Child Support Services</li></ol>
<b>John Stott</b> Vice President of Engineering	John has more than 26 years of technology and network experience in both network design and implementation. He holds a Bachelor of Science degree in Computer Information Systems from California State University Hayward. John continually expands his technical and engineering resources with continuing education and has achieved numerous Cisco certifications including his CNMA, and most notably, his CCIE. As AMS.NET's first Network Engineer, John should be commended for his efforts in building the skilled technical team we have today.	<ol style="list-style-type: none"><li>1. West Hills Community College District</li><li>2. San Leandro Unified School District</li><li>3. County of Napa</li></ol>



## PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
<p><b>Christian Weisse</b></p> <p>Senior System Engineer</p>	<p>Christian Weisse has more than 18 years' experience in technology with network design and implementation. Christian's career with AMS.NET began 16 years ago as a Systems Engineer and as a result of his impeccable work and additional certifications, Christian is now a Senior System Engineer. He holds numerous Cisco certifications including his CCNA, CCNP and remarkably his double CCIE (Switching/Routing &amp; Security).</p>	<ol style="list-style-type: none"> <li>1. Oakley Union School District</li> <li>2. Cabrillo College</li> <li>3. City of Oakland</li> </ol>
<p><b>Derek Ramirez</b></p> <p>Technical Support Manager</p>	<p>Derek Ramirez has more than 16 years' experience in network design and implementation. He began his AMS.NET career as a technical assistant and has since been promoted to System Engineer, Manager of Unified Communications &amp; Applications, Senior System Engineer, Data Center Practice Manager and Technical Support Manager. His career path at AMS.NET is a testament to his high level of skills and work ethic. Derek holds several certifications including the Cisco CCDA, Microsoft MCP, MCSA 2000, MCSE 2000, MCSE 2003, MCSA 2003, MCSA 2008, MCITP 2008, VMware VCP, EMCIE RecoveryPoint, EMCIE-VNX, EMCIE Clariion, EMCIE Celerra and Western Digital/Tegile TCIE.</p>	<ol style="list-style-type: none"> <li>1. Oakley Union Elementary School District</li> <li>2. San Rafael City Schools</li> <li>3. John Swett Unified Unified School District</li> <li>4. Antioch Unified School District</li> </ol>
<p><b>Anthony Bastian</b></p> <p>Safety and Security Product Sales Specialist</p>	<p>Anthony has more than 27 years of technology and network experience in network implementation and 16 years of surveillance experience in design and implementation. Anthony continually expands his technical and engineering resources through continuing education and has achieved numerous certifications from Verint, Bosch, Vbrick and Microsoft. He has worked for AMS.NET for 25 years and has been a valuable asset to our team.</p>	<ol style="list-style-type: none"> <li>1. Kings County Office of Education</li> <li>2. City of Merced</li> <li>3. State Center Community College District</li> </ol>



**AMS.NET**  
Technology Solution Provider

## PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
<b>Ray Valine</b> Cabling Operations Manager	Ray Valine brings to every project more than 27 years' experience in the cabling industry, 17 of those with AMS.NET. Ray joined AMS.NET in 2002 as a technician and has since been promoted to a senior technician and cabling operations manager in 2008. Ray is responsible for the overall operation and management of the cabling department including the procurement of cabling materials and the day-to-day management and supervision of 24 or more field cabling employees. He holds certifications with leading cabling manufacturers including Panduit, Leviton, Berk-Tek Oasis, Siemon, Valcom and others. He also maintains safety certifications such as the Click Safety C2 Leads Hazards Certificate, Asbestos Level III Operations and Maintenance Certification, RGA Environmental Fit Test Certificate, Renovator Toxic Substances Lead Based Paint Certificate and CPR and First Aide Training.	1. Manteca Unified School District 2. Sacramento Unified School District 3. City of Sunnyvale
<b>Mike Malone</b> Purchasing Manager	Mike joined AMS.NET in 2003 as the Superintendent responsible for managing 18 or more cable technicians. Since then he has been promoted to Inside Cabling Operations Manager, Cabling Logistics Manager and most recently to Purchasing Manager. In his current role, Mike handles the purchasing of all technology equipment along with managing supplier relationships. Mikes 25 years of industry network and cabling experience and his strong management skills give him the tools to successfully procure technology at fair prices for our customers.	



**AMS.NET**

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### Cisco

**CCIE (4)**- Certified  
Internetwork Expert  
**CCNP (6)**- Certified  
Networking Professional  
**CCDA (3)**- Certified  
Design Associate  
**CCNA (12)**- Certified  
Network Associate  
**CCENT**- Certified  
Entry Networking  
Technician  
**Cisco AMP** Endpoint  
Associate  
**Cisco IronPort WSA**

### Microsoft

**MCP**- Certified Professional  
**MCSA** Certified Solutions  
Associate-  
2000, 2003, 2008,  
Windows Server 2012,  
Office 365  
**MCSE** Certified Solutions Expert  
- 2000 + Messaging,  
Private Cloud, Cloud  
Platform & Infrastructure,  
2003  
**MCSA** Certified Solutions  
Associate- Office 365  
**MCITP** Certified IT Professional  
Certification- 2008

### Ruckus Wireless

**ICX Implementer (2)**  
**CWNA** – Certified  
Wireless Network  
**SmartZone SE**  
**Cloudpath SE**  
**WiSE**

### Palo Alto Networks

**PCNSE (3)**- Certified  
Network Security Engineer  
**ACE (2)**- Accredited  
Configuration Engineer  
**SE Traps** Professional

Multi-  
Vendor  
Expertise

### HP/Aruba Wireless Expertise

**ACMP (3)**- Certified  
Mobility Professional  
**ACSP (3)**- Certified  
Switching Professional  
**ACCP (2)**- Certified  
Clearpass Professional  
**ATP FlexNetwork**  
Solutions Certification  
**ATP Hybrid IT Solutions**  
Solutions Certification

### VMware

**VCP (4)**- Certified  
Professional  
**VTSP (Many)**- Technical  
Sales Professional

### Western Digital/Tegile

**TCIE**- Certified  
Implementation Engineer

### Dell/EMC

**EMCIE**- Implementation  
Engineer  
- Clariion  
- VNX (2)  
- Celerra  
- RecoverPoint (2)

### Veem

**VMCE (2)**- Certified Engineer

### Others

Various other sales and  
engineering certifications



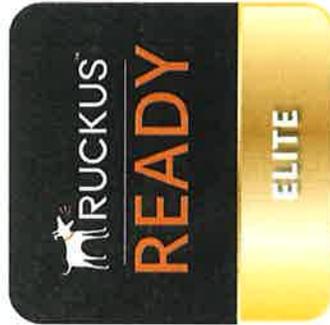
# RUCKUS READY PARTNER PROGRAM

Ruckus Networks is proud to welcome

**AMS.NET, Inc**

as an authorized Elite partner in the Ruckus Ready Partner Program

February 2019



Ian Whiting, President, Ruckus Networks

Raelyn Krizter, Ruckus Channel Chief

# Certificate of Partnership

Fiscal Year 2019

AMS.NET, INC.

UNITED STATES

is an approved member of the HPE Partner Ready Program and qualifies as a Aruba Gold Partner.

**Aruba Gold**

Campus Mobility



**Jim Harold**

Vice President

North America Aruba Channel



a Hewlett Packard  
Enterprise company

# Certificate of Partnership

Fiscal Year 2019

AMS.NET, INC.

UNITED STATES

is an approved member of the HPE Partner Ready Program and qualifies as a Silver Partner.

**Silver**

Hybrid IT

**Aruba Gold**

Campus Mobility



**Paul Hunter**

Vice President, Head of Partner Sales



**Hewlett Packard  
Enterprise**



*hereby recognizes*

**AMS.Net**

**Livermore, CA (United States)**

As a Gold Enterprise Structured Cabling Certified Company, authorized to Deploy Panduit® Enterprise Structured Cabling Systems,

Partner Since: 2004-03-02

Valid Through: 2021-09-21





1111 W. 35th Street • Chicago, IL 60609  
Tel: 773.869.1111 • [www.tripplite.com](http://www.tripplite.com)

Thursday, April 10, 2014

*RE: Trippe Manufacturing Company ("TrippLite") Reseller Program*

Dear Sir or Madam:

This is to confirm that AMS.net is an authorized Tripp Lite Reseller and is authorized to install and pass all applicable manufacturers' warranties through to the its customers.

Tripp Lite products include uninterruptible power supplies, surge suppressors, other power protection products, connectivity devices, notebook accessories and other computer peripherals.

Should you have any questions, or require further information, please to not hesitate to contact me via the information provided below.

Regards,

**TRIPPE MANUFACTURING COMPANY**

A handwritten signature in black ink, appearing to read "Michael Turley", is written over a light-colored background.

Michael Turley  
Western Regional Sales Manager  
Phone: 773-869-1094  
[Michael\\_Turley@tripplite.com](mailto:Michael_Turley@tripplite.com)



*Since 1922. Designer and Manufacturer of Electronic Power Equipment.*





**AMS.NET**  
Technology Solution Provider

## CONTRACTORS C-7 INFORMATION

### C-7 Contractors License

STATE OF CALIFORNIA <b>dca</b> DEPARTMENT OF CONSUMER AFFAIRS	<b>CONTRACTORS STATE LICENSE BOARD ACTIVE LICENSE</b>	
License Number	<b>763508</b>	Entity <b>CORP</b>
Business Name	<b>AMS.NET INC</b>	
Classification(s)	<b>C-7</b>	
Expiration Date	<b>04/30/2022</b>	<a href="http://www.cslb.ca.gov">www.cslb.ca.gov</a> 

### C-7 Responsible Managing Officer

#### BOND OF QUALIFYING INDIVIDUAL

1. The Responsible Managing Officer (RMO) TOCCI ROBERT MICHAEL certified that he/she owns 10 percent or more of the voting stock/equity of the corporation. A bond of qualifying individual is not required.

Effective Date: 04/12/2000



**AMS.NET**  
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## CONTRACTORS C-7 INFORMATION

### C-7 Contractors Bond - Continued

#### Business Information

AMS.NET INC  
502 COMMERCE WAY  
LIVERMORE, CA 94550  
Business Phone Number:(925) 245-6100

**Entity** Corporation  
**Issue Date** 05/24/1999  
**Reissue Date** 04/12/2000  
**Expire Date** 04/30/2022

#### License Status

This license is current and active.

All information below should be reviewed.

#### Classifications

C-7 - LOW VOLTAGE SYSTEMS

#### Bonding Information

##### Contractor's Bond

This license filed a Contractor's Bond with HANOVER INSURANCE COMPANY.

**Bond Number:** 1031231

**Bond Amount:** \$15,000

**Effective Date:** 01/01/2016

Contractor's Bond History

##### Bond of Qualifying Individual

The qualifying individual ROBERT MICHAEL TOCCI certified that he/she owns 10 percent or more of the voting stock/membership interest of this company; therefore, the Bond of Qualifying Individual is not required.

**Effective Date:** 04/12/2000



## FCC RED LIGHT DISPLAY SYSTEM

### AMS.NET's FCC Red Light Display System Status

The Red Light Rule was adopted as part of the Federal Communication Commission's ongoing effort to implement the Debt Collection Improvement Act, which provides that the Commission checks to determine whether entities or individuals seeking licenses or other benefits from the FCC are delinquent in debt owed to the Commission. The Red Light Display System displays the current Green status of AMS.NET (FRN #0012300554).

#### Red Light Display System View

ECC | [Fees](#) | Red Light Display System

< [FCC Site Map](#)

Logged in as FRN: AMS.NET, Inc. (0012300554) [Log Out]

[Back](#) | [Print](#) | [Help](#)

1/31/2020 4:57 PM

#### Current Status of FRN 0012300554

**STATUS: Green**

**You have no delinquent bills which would restrict you from doing business with the FCC.**

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts restricting business with the Commission by any FRN associated with requestor's TIN. The Red Light Display System was last updated on 01/31/2020 at 6:32 AM; it is updated once each business day at about 7 a.m., ET.



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**EVIDENCE OF COVERAGE**

<b>ACORD.</b>	Client#: 443449	AMSNEINC	DATE (MM/DD/YYYY) 2/07/2020												
<b>CERTIFICATE OF LIABILITY INSURANCE</b>															
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p>															
<p><b>IMPORTANT:</b> If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).</p>															
<b>PRODUCER</b> Marsh & McLennan Agency LLC Marsh & McLennan Ins Agency LLC 1340 Treat Blvd #250 Walnut Creek, CA 94597	<b>CONTACT NAME:</b> Felicia McAroy <b>PHONE (A/C No. Ext):</b> 925 482-9300 <b>FAX (A/C. No.):</b> 925 482-9390 <b>E-MAIL ADDRESS:</b> Felicia.McAroy@MarshMMA.com														
<b>INSURED</b> AMS.NET, INC 502 Commerce Way Livermore, CA 94551-7812	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> <tr> <td>INSURER A : Atlantic Specialty Insurance Company</td> <td>27154</td> </tr> <tr> <td>INSURER B : Republic Indemnity Company of America</td> <td>22179</td> </tr> <tr> <td>INSURER C :</td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Atlantic Specialty Insurance Company	27154	INSURER B : Republic Indemnity Company of America	22179	INSURER C :		INSURER D :		INSURER E :		INSURER F :	
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<b>COVERAGES</b>		<b>CERTIFICATE NUMBER:</b>													
<b>REVISION NUMBER:</b>															
<p>THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.</p>															
INFR LTR	TYPE OF INSURANCE	ADDITIONAL RISK	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	Limits									
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  <input type="checkbox"/> GENL. AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		7110086830014	08/24/2019	08/24/2020	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Per occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$									
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-GAINED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> Comp/Coll: \$1,000 Ded.		7110086830014	08/24/2019	08/24/2020	COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$									
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		7110086830014	08/24/2019	08/24/2020	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$									
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE/OFFICER/ MEMBER EXCLUDED? <input type="checkbox"/> Y/N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		16099216	02/01/2020	02/01/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEES \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000									
A	Property of Others		7110086830014	08/24/2019	08/24/2020	\$100,000 Limit									
<b>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)</b> RE: Evidence of Insurance.															
<b>CERTIFICATE HOLDER</b>				<b>CANCELLATION</b>											
Evidence of Coverage				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.											
				AUTHORIZED REPRESENTATIVE 											
ACORD 25 (2016/03) 1 of 1 The ACORD name and logo are registered marks of ACORD © 1988-2015 ACORD CORPORATION. All rights reserved. WSCZS															



**AMS.NET**  
Technology Solution Provider

## DEPARTMENT OF INDUSTRIAL RELATIONS

### AMS.NET's Department of Industrial Relations

SB 854, a budget trailer bill that was signed into law on June 20, 2014, and became effective immediately, made several significant changes to laws pertaining to the administration and enforcement of prevailing wage requirements by the Department of Industrial Relations (DIR). Among other things, SB 854 established a new public works contractor registration program to replace prior Compliance Monitoring Unit (CMU) and Labor Compliance Program (LCP) requirements for bond-funded and other specified public works projects. AMS.NET is a DIR registered contractor (DIR #1000001046).

#### Department of Industrial Relations System View

State of California

## Department of Industrial Relations

### Contractor Information

**Legal Entity Name**  
AMS.NET, INC  
**Legal Entity Type**  
Corporation  
**Status**  
Active  
**Registration Number**  
1000001046  
**Registration effective date**  
07/01/19  
**Registration expiration date**  
06/30/22  
**Mailing Address**  
502 COMMERCE WAY LIVERMORE 94551 CA United States of America  
**Physical Address**  
502 COMMERCE WAY LIVERMORE 94551 CA United States of America  
**Email Address**  
dmonaghan@ams.net  
**Trade Name/DBA**  
License Number (s)  
CSLB:763508

### Legal Entity Information

<b>Corporation Entity Number:</b>	097642448
<b>Federal Employment Identification Number:</b>	943291626
<b>President Name:</b>	ROBERT TOCCI
<b>Vice President Name:</b>	JOSEPH MOOMAU
<b>Treasurer Name:</b>	ROBERT TOCCI
<b>Secretary Name:</b>	ROBERT TOCCI
<b>CEO Name:</b>	ROBERT TOCCI

**Agency for Service:**  
**Agent of Service Name:** DIANA MONAGHAN  
**Agent of Service Mailing Address:** 502 COMMERCE WAY LIVERMORE 94551 CA United States of America



**AMS.NET**  
Technology Solution Provider

## GREEN INITIATIVES

### AMS.NET & Cisco Green Initiatives

Cisco and AMS.NET have green initiatives in place to conserve energy and reduce greenhouse gas emissions. From internal 'green' business practices to power conserving products and innovative technology that reduces travel and changes the way you do business, both Cisco and AMS.NET are helping customers go green.

Cisco offers EnergyWise which is an innovative power saving solution that is added to existing Cisco Catalyst switches to measure the power consumption of network infrastructure and manage that power consumption with specific policies. Along with Cisco EnergyWise, Cisco and AMS.NET offer innovative products that enable organizations to conduct business anywhere on the globe thus eliminating travel and paper intensive business processes. Cisco's products include WebEx, MeetingPlace, VPN technologies, IP phones, IP soft phones, Cisco Presence and video solutions. Cisco has also built an extensive collaborative website, Cisco's Connection Online, which provides an online solution for employees, partners and customers to conduct business.

AMS.NET is furthering this green initiative within our own business practices. AMS.NET uses WebEx and MeetingPlace for customer communications. Using the WebEx hosted solution, AMS.NET delivers informational webinars that update customers on new technology and products. MeetingPlace on-premise solution is used for its video, voice, white boarding and presentation features to hold online meetings with customers and limit travel and drive time thereby reducing carbon emissions. Our Technical Assistance Center provides support using VPN and web-based tools for monitoring and break fix, unless onsite support is needed. Remote workers also take advantage of these tools to eliminate travel time to the corporate offices. AMS.NET also has a recycling program to reuse the shipping cardboard and paper used to conduct business. All of these processes and technologies are helping not only AMS.NET go green but also its customers.



## AMS.NET E-RATE BILLING PROCESS

AMS.NET, Inc. (also to be referenced as the Service Provider) has developed processes to bill E-Rate projects that best suits their customer needs. We are set up to accommodate both SPI and BEAR billings.

SPI billings will occur on a regular basis and AMS.NET, Inc. will invoice the SLD their portion of committed amount and the customer their portion.

AMS.NET, Inc. agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from the USAC via the Form 474 Service Provider (SPI). The customer will only be responsible for paying its non-discounted share of the costs and does not intend to use the BEAR process (Form 472). The maximum percentage the customer will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a funding commitment decision letter from the SLD and submission and certification of Form 486, the customer shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the company decide that it is in the best interests of the company to file a Form 472, the customer will inform AMS.NET, Inc. of its intent.

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

AMS.NET, Inc. will bill your company directly for a BEAR billing. Companies will pay the full amount of the invoice until all steps of the discount process below have taken place:

- A. You must have received your FCDL (Funding Commitment Decision Letter) from the SLD / E-Rate people.**
- B. You must file your Form 486.** [The form 486 lets the E-Rate people know that the services have begun and that they may begin paying the invoices. The SLD cannot process a payment related to a Funding Request Number (FRN) unless a properly completed Form 486 has been submitted by the Library and approved by the SLD for that FRN]
- C. The form 486 must be approved by the SLD before AMS.NET, Inc. can apply the discount and credit your bill.** When AMS.NET, Inc. is notified by the SLD that your form 486 has been approved, AMS.NET, Inc. will credit your bill with your approved funding. It takes two billing periods for the discount to appear on your bill. Depending on timing of your 486 approval, it could be the next month or two months later that you see your discount on your AMS.NET, Inc. bill.

AMS.NET, Inc. bills the total monthly charges and the E-Rate discount which does net to the discounted amount, but we do not bill just the discounted amount. It takes two billing periods for the discounts to appear so depending on timing, it could be the next month or two months later.

**A Note regarding BEAR Forms:** Companies who prefer to pay their invoices and file BEAR forms for reimbursement – can continue to do so; however, a company cannot both file a BEAR form and request a billing discount on the same FRN in the same funding year. That is, you will either file BEAR forms for reimbursement – or – request a billing discount; but not both.



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## TAC Contact Information

### TAC Contact Information

**By Phone:** (925) 245-6111  
(800) 893-3660 Option 2,2  
(925) 245-6100 Option 2,2

**E-Mail:** [tac@ams.net](mailto:tac@ams.net)

**Website:** <http://www.ams.net>

Click on Customer Portal

To View realted items, a login is required. Logging in will give visibility to:

- Review current service request including site, contact, status, ect.
- View upcoming appointments
- Open a new services request
- Contact support



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## Supplement Your Internal Technical Resources

To protect your investment and ensure your network and equipment are running at optimum levels, AMS.NET offers a host of support and maintenance plans. Whether you need full 24x7 support or your in-house IT staff need assistance with a particular technology, AMS.NET has a plan to meet your requirements.

### Managed Services

If you need to supplement IT resources or are looking for the support of a hosted model, AMS.NET managed services agreements can provide that support and free up IT resources for more strategic projects. Voice, Wireless, WAN, and Video Surveillance Managed Services services are available. Agreements provide troubleshooting and repair, system updates and upgrades, configuration changes and backup, monitoring, monthly reporting and configuration of failed equipment covered under contract.

### Guaranteed Response Plan

When you need to have backup technical assistance available on a limited basis, our Guaranteed Response Plans can provide you with certified experienced technical experts. These plans offer guaranteed response time during normal business hours. Pre-scheduled after-business hour technical support is available at a higher rate. Available in blocks of up to 10, 20, 30 or 40 hours.

### Technical Support Packs (TSPs)

Technical Support Packs provide technical expertise for your non-emergency projects. Several TSPs are available in blocks from \$500 to \$8,000 to accommodate the amount of support needed. Commit to larger support packs for discounted rates and save up to 20%.

### Flex Time Plans

AMS.NET Flex Time Plans provide flexible support for both urgent and scheduled support requests. Flex Time plans response times are based on the support request and urgency. Local certified and experienced technical experts will provide remote, on-site or telephone support in up to a 4 hour response time.

## Professional Services



### Professional Services Highlights

- ▶ Support and Maintenance of Your Technology Investments
- ▶ Emergency Support
- ▶ Planned Project Support
- ▶ Hosted-Type Technical Support
- ▶ Technology Specific Managed Services-Voice, Wireless, WAN, Video Surveillance
- ▶ Technical Support and Troubleshooting
- ▶ Management and Monitoring
- ▶ Host of Various Plans Available

Celebrating More Than **25** Years

Learn More!

Go to [www.ams.net/services](http://www.ams.net/services)  
800-893-3660



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## MAINTENANCE COMPARISON

### Choose the Right Technical Service Plan

Supplement IT staff, protect your investment and ensure your network and equipment are running at optimum levels with AMS.NET's support and maintenance plans. AMS.NET offers a host of plans from our Managed Services for comprehensive coverage, Guaranteed Response Plan for limited emergency support, Technical Support Packs for non-emergency, scheduled support and Flex Time plans that cover both urgent and scheduled support.



Service/Features	Cisco Warranty	Cisco SMARTnet	AMS.NET Flex Time	AMS.NET Technical Support Pack	AMS.NET Guaranteed Response Plan	AMS.NET Managed Services
Priority Support	NO	YES	YES	NO	YES	YES
Cisco Technical Support	NO	YES	NO	NO	NO	YES
AMS.NET Technical Support	NO	NO	YES	YES	YES	YES
Unlimited Technical Support	NO	YES	NO	NO	NO	YES
On-Site Coverage	NO	YES (Add-On)	YES	YES	YES	YES
System Monitoring	NO	NO	NO	NO	NO	YES
Guaranteed Response Time	NO	YES	YES	NO	YES	YES
Hardware Replacement	YES	YES	NO	NO	NO	YES
Hardware Replacement Configuration and Installation	NO	NO	NO	NO	NO	YES
Installation/Configuration Warranty	NO	NO	NO	NO	NO	YES
Loaner Hardware	NO	NO	NO	NO	NO	NO
New Equipment Coverage	NO	NO	NO	NO	NO	YES (Add-On)
Version Updates and Upgrades	NO	NO	YES*	YES*	YES*	YES
Moves, Adds, and Changes	NO	NO	YES*	YES*	YES*	YES
Weekly and Monthly Reporting	NO	NO	NO	NO	NO	YES
Billable Rate Per Hour	N/A	N/A	Disc. Rate	Up to 20% Off	Priority Rate	N/A
Shipping Costs	Not Included	Included	N/A	N/A	N/A	N/A
Next Business Day	YES (ELLW)	YES	NO	NO	NO	YES

\*Support or service will be deducted from labor block balance.

Celebrating More Than **25** Years

Learn More!

Go to [www.ams.net/services](http://www.ams.net/services)  
800-893-3660



## WARRANTY & SERVICE REPLACEMENT

### Warranty & Service Replacement Policy

AMS.NET warranties all work for a period of 30 days after installation unless otherwise specified. AMS.NET handles all these issues in-house and will provide technical resources to solve any problems which may arise. AMS.NET will work to obtain replacement equipment if said equipment is found to be faulty or in need of repair.

All warranty issues after the initial 30 days will be handled through direct manufacturer's warranty unless otherwise specified.

In the case of Public Bids and Contracts, all required warranty specifications will be followed and executed by AMS.NET in accordance with contractual law.

AMS.NET keeps a rotating reserve in-house of loaner/spares equipment for both our Service Contract Customers and warranty issues. If a newly placed piece of equipment fails, we can, in most cases get the customer's connectivity back in order while waiting for the replacement part to arrive from the manufacturer.

It is the policy of AMS.NET to keep on hand enough equipment to cover our core installation models. In addition, we have existing inventory from jobs in progress that serve as spares as well. In doing this, we can keep our customer's up time while dealing with getting permanent replacement parts through the manufacturer.



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## CISCO WARRANTIES FOR K-12

Cisco offers a range of comprehensive warranties that can help you protect your technology investment. Use the table below to understand how Cisco Warranties work with Cisco's K-12 offerings.

	U.S. K-12 Bundled Warranty	EDU SKUs	Basic Maintenance	Cisco Smart Net Total Care Service
SKU name	Services entitled with CON-SW service SKUs* and K-12 Bundled Warranty incentive	SKUs with the EDU prefix or suffix EDU-XXX or XXX-EDU	CON-SW (also known as Smart Net, no RMA)	CON-SNT or CON-SNTC
Products covered/ included	E-rate eligible products	38 switching SKUs	All hardware	All hardware and operating systems
Services duration	1 year	3 years	1 year	Renewable 1-, 3-, or 5-year contracts, depending on product families
Hardware replacement	3 years advanced hardware replacement included in bundle- up to 10-business-day RMA**	Lifetime next-business-day (NBD) hardware replacement included with SKU	No	NBD hardware replacement
Technical assistance (TAC)	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU (phone-only TAC access)	Yes	Yes
Software updates	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included on switching SKUs only	Yes	Yes
Cisco.com access	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU	Yes	Yes
E-rate eligibility***	100 percent	100 percent	100 percent	Partially eligible-cost allocation is required (use cost allocation worksheet here: <a href="http://www.ciscoerate.com">www.ciscoerate.com</a> )

\*Basic maintenance service SKUs may be CON-ECMU in some cases.

\*\*Requires renewal of CON-SW in years 2 and 3.

\*\*\*Note that a service's E-rate eligibility depends on the eligibility of the product it covers. For example, a CON-SW SKU mapping to a 100 percent E-rate eligible product is 100 percent E-rate eligible; a CON-SW SKU mapping to a 90 percent E-rate eligible product is 90 percent E-rate eligible.

