



ComSource

Yonkers CSD Wireless 470 220016783

Quote # 007356
Version 2

Prepared for:
Yonkers CSD

Prepared by:
Mike Stepkoski

ComSource, Inc

500 Plum St Suite 400 Syracuse, NY 13204
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Friday, March 18, 2022

Yonkers CSD
Chris Carvalho
1 Larkin Center
Yonkers, NY 10701
ccarvalho@yonkerspublicschools.org

Dear Chris,
Please find our response to E-Rate 470 220016783.
ComSource SPIN #: 143049421

Your partners at ComSource are pleased to offer you and Yonkers CSD the following quote. Please let us know if you have any questions or need for additional information.

ComSource, Inc has been in business for 30+ years and supports education customer customers across New York State and the Northeast. We have experienced design and implementations engineer in technologies spanning:

1. Data Center and Cloud, including data protection
2. Enterprise Networking, including wireless and SD-WAN
3. Cyber Security
4. Video/Voice Collaboration

Our technical expertise will ensure your project gets installed correctly but our focus on the customer experience is what drives our customers to come back time and time again.

We also have a local presence of sales and engineering staff in the Hudson Valley region.

Please don't hesitate to reach with any questions you may have in reference to this response or any future projects we can help you out with.

Thank you for the opportunity,



Mike Stepkoski
Account Executive
ComSource, Inc

Cisco Wireless NCPA 01-97

Manufacturer Part Number	Product Description	List Price	Price	Discount	Qty	Ext. Price
Wireless Controller(s)						
EDU-C9800-80-K9	EDU SKU-Cisco Catalyst 9800-80 Wireless Controller	\$88,178.70	\$39,327.70	55.40 %	2	\$78,655.40
SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-Class	\$782.71	\$349.09	55.40 %	20	\$6,981.80
Maintenance (5-Years)						
CON-SNT-EDUC9889	SNTC-8X5XNBD EDU SKU-Cisco Catalyst 9800-80 Wireless	\$51,130.00	\$34,257.10	33.00 %	2	\$68,514.20
Access Point(s)						
C9136I-B-EDU	Cisco Catalyst 9136I Series, Internal Antennas,-B Regulator	\$3,009.98	\$1,203.99	60.00 %	550	\$662,194.50
AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)	\$0.00	\$0.00	0.00 %	550	\$0.00
EDU-DNA-E-3Y	Wireless Cisco DNA On-Prem Essential,3Y Term, EDU Lic	\$266.15	\$118.70	55.40 %	550	\$65,285.00
Subtotal:						\$881,630.90

Pro Services 47QTCA21D00BD

Manufacturer Part Number	Product Description	List Price	Price	Discount	Qty	Ext. Price
PS-SNY-ADV	Implementation of Wireless as per SOW	\$37,538.75	\$30,031.00	20.00 %	1	\$30,031.00
Subtotal:						\$30,031.00

Statement of Work - Overview

Introduction

This Statement of Work outlines the agreed upon services to be performed by ComSource, Inc. ("Seller") for YonkersCSD ("Customer").

Covered in this document are project and technical assumptions, the responsibilities of YonkersCSD, scope of services provided by ComSource and defined criteria for successful project completion.

Project Overview

ComSource appreciates the opportunity to deliver industry leading professional services for your Yonkers CSD Wireless 470 220016783 project. Below is a high-level overview of the tasks that ComSource has included in their scope of work. Additional detail for each of these tasks can be found under the "ComSource Scope" section of this document.

1. Configuration (2) Cisco 9800 Wireless Controllers
2. Configuration of (550) Cisco access points

Locations

ComSource will complete implementation services at the following location(s) :

Site Name	Site Address
YonkersCSD	Yonkers, NY

Statement of Work - Assumptions

Project Assumptions - Fixed Fee

The following items are agreed upon expectation between ComSource, Inc and YonkersCSD on the logistics of the project.

1. This scope of work has been priced as "Fixed Fee Pricing".
2. All professional services will be completed during normal business hours (8AM - 5PM Monday thru Friday), excluding national holidays, unless otherwise noted in this statement of work. Any work that has been scoped for off-hours will be completed during a time mutually agreed upon by ComSource and the Customer.
3. Configuration changes that will impact production systems will be communicated with the customer and scheduled appropriately.
4. ComSource can not be held responsible for the availability of products. ComSource, Inc will attempt to escalate shipment of products but items on back-order or discontinued may delay the project.
5. Any packages opened by the Customer increase the risk of not being returnable. It is recommended the Customer allow ComSource to open and inventory all equipment and software. If a RMA is required after the Customer opens a package an additional cost may be incurred.
6. Any professional services requested of ComSource which are not covered in this statement of work may require a change order. The details of that process can be found in the "Change Control" section of this statement of work.

Customer Responsibilities

ComSource believes that a clear understanding of responsibilities is critical to the success of the project. As such, the following high level tasks are understood to be the responsibility of Yonkers CSD. There may be additional customer responsibilities listed under each of the technology scopes further below in the SOW.

1. Participate in design sessions with ComSource and assist with gathering required system information in a timely manner.
2. Provide a workspace for ComSource engineers to perform work while on-site. This workspace will require physical space to configure the equipment being installed, access to 110v/120v power, network connectivity, and access to the internet.
3. Provide VPN connectivity (preferred) or a Remote Desktop session to ComSource to allow remote work.
4. Provide credentials and authorization to access existing equipment that is needed to successful complete the project.
5. Provide a technical resource for any systems not included in the ComSource scope of work but required to complete the project. This can be a customer resource or a third party that is contracted by the Customer.
6. Provide resources and/or criteria for test plans. ComSource recommends that test plans be executed during major changes in the environment.
7. Provide ComSource access to existing maintenance contracts for equipment being configured as part of the project.
8. Schedule all internal resources or third party contractors required to complete Customer responsibilities. This excludes any third party contractors which are provided by ComSource and documented in our scope of work.
9. Required rack space, power, and cooling for all equipment being installed as part of this project.
10. Physical removal and disposal of existing equipment, unless documented in the ComSource scope of work.
11. Provide copper and fiber patch cords required for the completion of the project and not included in the ComSource bill of material.
12. Installation and modification of all structural wiring, equipment racks, and cable management not specified in the ComSource scope of work.
13. Notify ComSource of any project-impacting schedule change at least seventy-two (72) hours prior to the originally scheduled task date.
14. Complete the project complete form after the verification of all success criteria

Statement of Work - Technologies

Technology - Wireless - Cisco

A. Technical Assumptions

1. Pre and/or Post site-surveys are not included as part of this scope
2. The customer has defined where the access points will be installed
3. Software / Firmware will be installed at manufacturer recommended versions, unless a different version is agreed upon between ComSource and the Customer during the design phase. ComSource will not complete software upgrades during a project unless it is required to fix a known bug or requested by the manufacturer. If the customer requests a software upgrade outside of these parameters, then it will require a change order.
4. The customer has an existing radius server or will configure a radius server if 802.1x authentication is required
5. Existing APs will continue to run on the existing wireless controller. They will be upgraded and moved to the 9800 controllers as part of a future ERATE project.

B. Customer Responsibility

1. Configuration of endpoints that will utilize the wireless network
2. Mounting of all access point hardware (unless coordinated through a sub-contractor under a separate agreement)
3. Provide the required 10G SFP+ ports on the core switches, as well as the required fiber optic cabling between the controller(s) and switch

C. ComSource Scope of Work

1. Design
 - i. Participate in (1) design session with the customer to review the environment and implementation
2. Implementation
 - i. Review and documentation of existing wireless
 - ii. Review of documentation with customer prior to start of configuration
 - iii. Deployment and configuration of (2) Cisco Controllers
 - a. Upgrade of software to the latest recommended version
 - b. Configuration based on workbook and best practices
 - iv. Configuration of the following wireless infrastructure:
 - a. Configuration of up to (4) SSIDs
 1. (1) Open SSID for Guest
 2. (2) SSID for PSK Devices
 3. (1) SSID for 802.1x Authentication
 - b. Integration with the customer existing 802.1x infrastructure
 - c. Configuration of appropriate VLANs/Subnets based on requirements
 - v. Configuration of location specific settings for up to (10) buildings
 - vi. Configuration of up to (550) access points within the Cisco controllers
 - vii. Testing of connectivity, including:
 - a. (1) client associates with each SSID in each building and receives the correct access
3. Training
 - i. Up to (4) hours of administrator training on wireless management
4. Support
 - i. Up to (16) hours of Day 2 Support
5. Success Criteria
 - i. Controllers are configured as per the workbook
 - ii. SSIDs show connected clients with proper access privileges
 - iii. Successfully completed test plan
 - iv. Completed administrator training
6. Deliverables
 - i. Completed configuration workbook
 - ii. Backup configuration of the wireless controller(s)
 - iii. Completed test plan

Statement of Work - Project Management & Billing

Project Management

Project Management is provided by ComSource as part of this engagement to ensure the project's milestones are staying on schedule and meeting the expectations defined in this statement of work. The ComSource project manager is responsible for the following tasks:

1. Fulfill the role as the primary point of contact for ComSource during the project
2. Review this statement of work with the project stake holders at the onset of the project
3. Develop a project plan which includes activities, critical milestones, and assigned responsibilities
4. Track project status and provide updates to stakeholders
5. Document and monitor issues identified during the project
6. Ensure project success criteria is met and deliverables are completed prior to project closeout

Change Control

A change control process will be utilized to evaluate any additional work, changes or exceptions that are not otherwise detailed in this Statement of Work. Examples, but not limited to, of exceptions, are :

1. Incomplete customer responsibilities/prerequisite tasks
2. Delays in implementation that are outside of the control of the ComSource project team and are not reported 72 hours in advance as outlined in this Statement of Work

The details of this change control process are as follows:

1. A change to the Statement of Work may be requested at any time by either party
2. A Project Change Request (PCR) will be the method for communicating any requested/required changes
3. The PCR will describe the scope of the change, associated costs, and the rationale behind it. Both parties will need to review all change requests to evaluate the change's impact on the project schedule, project risk, project quality, project resources, and project cost/credit
4. A signed PCR will be considered an addendum to this Statement of Work and is required for any changes and for the issuance of a Purchase Order or Credit Memo

Milestone Billing

ComSource will invoice based on the following schedule:

1. Bi-weekly based on a measurable percentage of work completed
2. Remaining balance at the completion of the project

Yonkers CSD Wireless 470 220016783



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Prepared for:
Yonkers CSD
1 Larkin Center
Yonkers, NY 10701
Chris Carvalho

Quote Information:
Quote #: 007356
Version: 2
Delivery Date: 03/18/2022
Expiration Date: 05/27/2022

ccarvalho@yonkerspublicschools.org

Quote Summary


Description	Amount
Cisco Wireless NCPA 01-97	\$881,630.90
Pro Services 47QTCA21D00BD	\$30,031.00
Total:	\$911,661.90

ComSource can offer a wide range of Finance Services, Pro Services, and Managed Services for your organization.

Pricing does not include taxes, freight or installation, if applicable, unless otherwise stated. Payment Terms – Net 30. Pricing is valid for 30 days, unless otherwise stated. Invoice payments are accepted via Check, ACH, or Wire Transfer. We do not accept credit card payments. We reserve the right to withdraw or modify this proposal at any time due to tariff or manufacturer related price increases. Sales tax rates are subject to change. Purchases will be taxed at the rate effective at the time of billing. We reserve the right to cancel orders arising from pricing or other errors.

ComSource, Inc

Yonkers CSD

Signature: 
Name: Mike Stepkoski
Title: Account Executive
Date: 03/18/2022

Signature: _____
Name: Chris Carvalho
Date: _____