

# ERATE25 Yonkers PS - 470 250011727

Quote # 019031 Version 1

# **Prepared for:**

Yonkers Public Schools

# **Prepared by:**

Mike Stepkoski



Thursday, January 30, 2025

Yonkers Public Schools Chris Carvalho 1 Larkin Center 2nd floor Yonkers, NY 10701 ccarvalho@yonkerspublicschools.org

Dear Chris,

Please find our response to E-Rate 470 250011727

ComSource SPIN #: 143049421

SPI Billing Accepted

ComSource is pleased to offer you and Yonkers Public Schools the following quote.

ComSource, Inc has been in business for 30+ years and supports education 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 are thrilled to announce that we have invested in our growth with talented employees and local office space to support the Hudson Valley. Our new local office is located at:

ComSource, Inc 520 White Plains Road Suite 500 Tarrytown, NY 10591

Please don't hesitate to reach out with any questions you may have on this solution, or on any future projects that we can help you with.

Thank you Chris. We appreciate and thank you for your business.

Mike Stepkoski Account Executive ComSource, Inc.



NCPA 01-169: Cisco APs - 9136

Part Number	Description	List Price	Price	Disc	Qty	Ext. Price
C9136I-B-EDU	Cisco Catalyst 9136l Series, Internal Antennas,-B Regulator	\$3,009.98	\$1,333.42	55.70%	600	\$800,052.00
AIR-DNA-E-T	Wireless Cisco DNA On-Prem Essential, Term, Tracker Lic	\$0.00	\$0.00	0.00%	600	\$0.00
AIR-DNA-E-T-3Y	Wireless Cisco DNA On-Prem Essential, 3Y Term, Tracker Lic	\$0.00	\$0.00	0.00%	600	\$0.00
AIR-DNA-NWSTACK-E	Wireless DNA Perpetual Network Stack - Essentials	\$0.00	\$0.00	0.00%	600	\$0.00
C9136I-MULTI	Minimum Quantity = 10	\$0.00	\$0.00	0.00%	600	\$0.00
AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)	\$0.00	\$0.00	0.00%	600	\$0.00
AIR-DNA-EDU-E	Wireless Cisco DNA On-Prem Essential, Term, EDU Lic	\$0.00	\$0.00	0.00%	600	\$0.00
EDU-DNA-E-3Y	Wireless Cisco DNA On-Prem Essential,3Y Term, EDU Lic	\$266.15	\$117.90	55.70%	600	\$70,740.00
CDNA-E-C9136	Wireless Cisco DNA On-Prem Essentials, 9136 Tracking	\$0.00	\$0.00	0.00%	600	\$0.00
DNA-E-3Y-C9136	C9136l Cisco DNA On-Prem Essential,3Y Term,Trk Lic	\$0.00	\$0.00	0.00%	600	\$0.00
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	\$0.00	\$0.00	0.00%	600	\$0.00
SW9136-CAPWAP-K9	Capwap software for Catalyst 9136I	\$0.00	\$0.00	0.00%	600	\$0.00
AIR-AP-T-RAIL-R	Ceiling Grid Clip for APs & Cellular Gateways-Recessed	\$0.00	\$0.00	0.00%	600	\$0.00

**Subtotal:** \$870,792.00

# **GSA 47QTCA21D00BD: Pro Services**

Part Number	Description	List Price	Price	Disc	Qty	Ext. Price
PS-SNY-ADV	Implementation of Cisco APs as per SOW	\$21,506.25	\$17,205.00	20.00%	1	\$17,205.00
<b>Subtotal:</b> \$17,205.00						





### Statement of Work - Overview

#### Introduction

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

Covered in this document are project and technical assumptions, the responsibilities of Yonkers Public Schools, 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 ERATE25 Yonkers PS - 470 250011727 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 of up to (600) Cisco Access Points in the existing 9800 controller

#### Locations

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

Site Name	Site Address
Yonkers Public Schools	Yonkers, NY





# Statement of Work - Assumptions

### **Project Assumptions - Fixed Fee**

The following items are agreed upon expectation between ComSource, Inc and Yonkers Public Schools 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 Public Schools. 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 an existing 9800-80 controller which has capacity for the new access points
- 3. Software updates are not needed on the 9800 controller to support the new APs. If a software update is requested or required, a change order will be needed
- 4. The SSIDs are configured and working as desired. Changes to SSIDs are not covered under this project

#### **B. Customer Responsibility**

- 1. Deployment of all access point hardware
- 2. Any configuration changes required on the switching infrastructure, including any new VLANs which may be required
- 3. Configuration of endpoints that will utilize the wireless network

#### 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. Configuration of the following wireless infrastructure:
  - a. Configuration of wireless for up to (10) sites
- iv. Configuration of up to (600) access points within the Cisco controllers, including:
  - a. Configuration of AP name based on agreed upon syntax
  - b. Configuration of corresponding policy, site and RF tags
- v. Configuration of up to (0) switchports which will connect to an associated access point
- vi. Physical Mounting of (0) access points on drop ceilings
- vii. Technical assistance during (2) phased cut-overs of APs (customer hanging access points)

#### 3. Training

i. Up to (2) hours of administrator training on wireless management

#### 4. Support

i. Support will be provided for up to (5) business days following each cut-over or until action register tasks are completed

#### 5. Success Criteria

- i. Controllers are configured as per the workbook
- ii. SSIDs show connected clients with proper access privileges

#### 6. Deliverables

i. Completed configuration workbook





# 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 ComSoruce 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
- 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



## ERATE25 Yonkers PS - 470 250011727



Prepared by:

ComSource, Inc.

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Prepared for:

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Quote Information:

Quote #: 019031

Version: 1

Quote Date: 01/30/2025 Expiration Date: 03/31/2025

# **Quote Summary**

Description	Amount
NCPA 01-169: Cisco APs - 9136	\$870,792.00
GSA 47QTCA21D00BD: Pro Services	\$17,205.00
Total:	\$887,997.00

ComSource can offer a wide range of Financial, Professional, and Managed Services for your organization.

Pricing does not include taxes, freight or installation, if applicable, unless otherwise stated. Hardware, software, maintenance and any other products will be invoiced upon delivery. 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 Public Schools		
Signature:	Madjal	Signature:		
Name:	Mike Stepkoski	Name:		
Title:	Account Executive	Date:		
Date:	01/30/2025			