



## Proposal

# New Hampton Community School District - 2022 Ruckus Wireless for Elementary School

Quote # 035067  
Version 1

Prepared for:

**New Hampton Community School District**

Prepared by:

**Austin Witham**

## CEC Overview

Thank you for the opportunity to offer CEC services to New Hampton Community School District. We understand the importance of having access to the best technologies available to solve your business challenges. CEC partners with leading industry manufacturers to give you choices on *the right technology* solutions for your business. The expertise of our people, the high-quality products and services we deliver, and the experience that our customers have with each interaction is what makes our partnerships great.

**Our Company** | Over the years, CEC has evolved and advanced with technology and industry changes, transforming from a local radio shop to a nationally recognized systems integrator. With offices in the Midwest, our teams work with local and national customers to custom design, implement and service technology solutions.

We differentiate ourselves from competitors in the importance given to understanding each customer's unique needs, the partnership created through discovery and our ability to deliver a complete technology solution. Staying ahead of emerging technologies isn't about simply knowing which systems are best. At the core, it's about having *the right people* with the expertise to implement and support them - CEC does that like no other organization.

**Our Mission** | To create world class technology experiences that improve the lives of our people and partners.

**New! Managed Systems Program** | Managing the complex technology systems throughout your organization can be a costly distraction from you running your core business. CEC's Managed Systems Program (MSP) packages the latest technology into an affordable monthly usage payment. With CEC's MSP, customers get installation of the system with end user training for the life of the system. You'll never worry about downtime because CEC maintains the system throughout the term including, software upgrades, programming changes, repairs, and an annual PM check to assure the system is performing optimally. At the end of the term, you will have the option to upgrade to the latest solution.

We stay ahead of technology so you don't have to.

At CEC, *The Experience Matters*. The expertise of our people, and the experience that our customers have with each interaction, is what makes our client partnerships great.

## Lead Times and Cost Increases

Dear Valued Customer,

The Covid 19 pandemic has created global supply chain disturbances. Logistics capacity has been resulting in inaccurate shipment dates and increasing lead times and costs. Unemployment has dropped to pre-pandemic levels resulting in tight talent availability. Economists do however, expect normalization within six (6) months.

As your partner, we want to provide transparency around the potential impact to project and service work which could include:

- Extended material lead times negatively impact our ability to meet desired schedules;
- Material availability extending project completion dates;
- Quote requiring review when pricing is over 30 days old to align with current material costs that could result in a project cost change;
- Talent availability may push out schedules.

CEC is focused on mitigating these effects for you through these initiatives.

- Close engagement with suppliers on long term forecasts and availability.
- Advanced equipment ordering within 30 days of proposal acceptance to lower lead times and avoid price increases.
- Qualifying new suppliers.
- Increased purchase commitments to suppliers to secure supply on critical components.
- Additional recruiting and subcontracting resources to manage labor constraints.

### What is the impact to you:

- **Advanced equipment ordered will be invoiced as it is received by CEC.**
- **Equipment storage arrangements will be coordinated if necessary.**

**Delivering a great customer experience is our priority. We will be honest and forthcoming if we find these short-term issues will impact your outcomes.**

Thank you for your partnership,

Kim Lehrman

CEO

## System Summary

CEC is pleased to present this proposal to New Hampton Community Schools for a solution to provide new wireless infrastructure in the New Hampton Elementary School.

This solution includes fifty-one Ruckus R550 802.11ax Wi-Fi 6 access points, as well as a 5 year subscription to Ruckus Cloud.

A Ruckus ICX7150 switch, as well as the necessary stacking cables, will be added to support the new access points in the first floor wiring closet. This switch will be logically combined with the existing ICX7150 switches to create a single logical switch.

This proposal includes technical services to configure, install, mount, and test the new network equipment.

In addition to the Ruckus network equipment, this proposal includes labor and materials to provide twelve new cable run to support the new access points.

## System Implementation

### CEC Responsibilities

- Perform pre-configuration investigation of existing solution to gain further understanding of customer's system
  - Schedule project kickoff call with customer to gain additional familiarity with customer, their equipment, and the current configuration
  - Perform examination of customer-provided documentation, including physical and logical diagrams, floor plans showing equipment locations, relevant service provider circuit information, and any other customer-provided documentation
  - Perform examination of current equipment configuration and function
- Perform initial configuration of new solution prior to on-site installation to minimize downtime and ensure a smooth transition
  - Unbox and assemble of equipment, including attaching of any necessary mounting brackets, installation of modular power supplies and/or any other components
  - Update firmware, if deemed to be necessary by project requirements
  - Perform base configuration of equipment, including setting hostname according to customer's naming system
  - Assign static IP addresses to each access point and switch
  - Secure management interfaces (Console, Secure Shell, HTTPS, and SNMP, if available) with customer provided usernames/passwords
  - Configure vlan interfaces, rapid spanning tree, logging parameters, Power over Ethernet, link

aggregation, and per-port vlan configuration according to project requirements

- Configure wireless SSIDs and wireless security profiles according to project requirements
- Perform physical installation of network equipment
  - Securely mount all new indoor access points?
  - Install 10 Cat 6 per supplied drawing
- Perform cutover from existing solution to new solution
  - Perform necessary configuration or modification to move functionality from existing system to new solution
  - Verify wireless coverage and connectivity according to customer's testing parameters
  - Provide documentation on new solution listing equipment model numbers, serial numbers and physical locations

## Customer Responsibilities

- Designate a key customer representative to act as project manager. This individual will coordinate the activities of internal customer departments and services required for successful completion of the project.
- Attend project kickoff call with CEC team to provide details on schedule requirements, project goals, and existing systems
- Provide photos of all relevant equipment locations, if deemed necessary by CEC
- Provide availability for an on-site walkthrough of all relevant areas, if deemed necessary by CEC
- Provide documentation showing network connections between all relevant existing equipment
- Provide remote access VPN connectivity to existing equipment for configuration and function examination
- Provide CEC personnel prompt and unrestricted access to work areas for the duration of the project
- Provide lift for accessing any areas not reachable by 12 ft. ladder
- Schedule required downtime, and notify users of this planned outage
- Provide adequate equipment cooling
- Provide conditioned power.
- Provide space and appropriate area for secure mounting of equipment
- Provide test plan for verification of critical network functions.

## Conditions & Clarifications





- Any changes to this proposal will be communicated and approved in writing by an authorized Customer representative prior to commencing work.
- All CEC labor is to be performed during normal CEC business hours (7:30 to 4:30 M-F, excluding holidays) unless otherwise specified. Customer is to inform CEC prior project start up, of any times when work cannot be performed.
- This quotation assumes a standard installation schedule. Any expedited deliveries or installation schedules are not included, unless specifically identified, and will incur additional charges.
- Proposal is based on Single Phase Completion of the project. If the work is to be delivered in multiple phases the customer will incur additional charges.
- **NOTICE:** All work performed by CEC **MUST** be scheduled through our Project Management Office (PMO), allowing adequate lead time for equipment delivery and scheduling of workforce. Upon project award our PMO will contact you to confirm project timelines and availability of resources. Standard lead time for labor services is 4 to 6 weeks from confirmation.

Software		Price	Qty	Ext. Price
CLD-BNDL- RCAW-EDU5	Ruckus Cloud with basic RUCKUS Analytics Subscriptions for 1xAP 5yr. Includes Warranty Support.	\$257.36	51	\$13,125.36
			Subtotal:	\$13,125.36

Hardware		Price	Qty	Ext. Price
901-R550-US00	Ruckus R550 dual-band 802.11abgn/ac/ax - 2x2:2 streams, 802.3at PoE support	\$418.00	51	\$21,318.00
ICX7150-48PF-4x10GR-RMT3	Ruckus ICX7150 48 port PoE+ switch with 4x10G SFP+ ports	\$3,201.52	1	\$3,201.52
10G-SFPP-TWX-P-0101	Ruckus 10G direct attach stacking cable	\$60.75	2	\$121.50
			Subtotal:	\$24,641.02

# New Hampton Community School District - 2022 Ruckus Wireless for Elementary School

**Prepared by:**

**Communications Engineering Company**

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**Prepared for:**

**New Hampton Community School District**

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**Quote Information:**

**Quote #: 035067**

Version: 1  
 Proposal Delivery Date: 01/19/2022  
 Proposal Expiration Date: 02/26/2022

Quote Summary		Amount
Software		\$13,125.36
Hardware		\$24,641.02
Installation Services		\$21,101.10
	Estimated Sales Tax:	\$0.00
	<b>Total:</b>	<b>\$58,867.48</b>

A deposit of 40% is required at the time of purchase for all orders over \$10,000. Progress payments for material delivered and labor expended will be invoiced monthly. Invoice terms are NET 30 with approved credit.

This Proposal for sale of equipment or performance of services by CEC is subject to, and expressly conditioned upon CEC Standard Terms and Conditions. (<http://www.cecinfo.com/terms>) CEC Standard Terms and Conditions cannot be waived or altered without the express written consent of CEC Corporate Officer. By signing this Proposal, Customer expressly agrees to be bound by the terms of this Proposal and the CEC Standard Terms and Conditions.

Information contained in this proposal, including part numbers, installation details, pricing information, and engineering drawings shall be considered Proprietary and Confidential, and shall not be duplicated or shared with persons other than the intended recipient(s) referenced above.





## Communications Engineering Company

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

Name: Austin Witham

Title: Sales Executive

Date: 01/19/2022

## New Hampton Community School District

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

Name: Jeremiah Cantu

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

PO Number: \_\_\_\_\_