



Board Agenda Item #	II C – Consent Item
Date:	12.13.2018
To:	Magnolia Board of Directors
From:	Alfredo Rubalcava CEO & Superintendent
Staff Lead:	Rasul Monoshev, MPS IT Director
RE:	<p>Approval of Vendors for MSA-1 Construction Technology Infrastructure</p> <p>Recommendations:</p> <p>MSA-1 Cabling with server racks, security cameras and labor items</p> <ul style="list-style-type: none"> • Vendor – Digital Synergy • Total pricing for the cabling, cabinets, security cameras, and intrusion system and labor– \$60,943.86 <p>Viewsonic screens, cables for the classrooms:</p> <ul style="list-style-type: none"> • We would like to do the RFP again due to some complications that arose just recently. <p>Public Announcement/Bell system:</p> <ul style="list-style-type: none"> • Vendor for equipment – ProAcoustics • Pricing for the equipments and software –\$13,000 • Labor for installation – \$9,000 (We will request a quote from Digital Synergy for the installation) • Total for PA Bell system not to exceed \$22,000 <p>Grand Total for All Equipment and Services – \$82,943.86</p>

Proposed Board Recommendation

I move that the board awards the winning bid according to vendor evaluation matrix and adopt the purchase of equipment and cabling services for Magnolia Science Academy (MSA)-1 operating within the approved budgeted amounts. Should there be a similar need for any other Magnolia Public Schools(MPS), the approved vendor, machine model, and pricing per unit will be used between dates July 1st, 2018 – June 30th, 2020.

Background



For Magnolia Science Academy (MSA)-1’s new construction project, the MPS IT Department voluntarily took the responsibility for the planning and implementation of the IT infrastructure for the campus due to the cost effectiveness (From our previous experience, if we select and negotiate our own vendors for the project we save significant amounts of money for the school).

We had plans for two RFP processes for the MSA-1 Construction: first, for E-Rate eligible items like switches, wireless access points which can be purchased after April 1st, 2019 and, second, for the time sensitive items such as Ethernet cabling. The latter is the subject of the RFP referenced herein.

The MPS IT Department opened the RFP process for which the due date was November 2nd, 2018, but due to a lot of interest from vendors and lots of questions and walkthrough requests we amended the RFP and extended the due date for one more week until November 9th, 2018. The RFP evaluation committee consisted of MPS Facilities Director Mr. P. Ontiveros, MPS IT Director, Mr. R. Monoshev, MSA-1 Principal, Mr. M. Sahin, and MSA-1 IT Manager, Mr. J. Lopez. The committee evaluated the bids received and recommends awarding of the bid to Digital Synergy. We would like to do the RFP bidding process for the Visual touchscreen displays for the classrooms again.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%

Budget Implications

The budget developed by MPS Staff for the MSA-1 new construction includes an allowance of \$220,000 for the MSA-1 construction technology infrastructure. The scope of work will be paid for from the 2017 bond proceeds. At the end of the RFP biddings, especially with E-Rate grant portion, our estimate is that we will be saving around \$75,000 for the school from original budget of \$220,000.

Name of Staff Originator: Rasul Monoshev

POSTED RFP



REQUEST FOR PROPOSALS

MAGNOLIA SCIENCE ACADEMY-1 CABLING SERVICES

Amended with red highlights for the changes and the Q/A section added on last pages

(Due Date – November 09, 2018)

PURPOSE

Magnolia Public Schools (“MPS”) is soliciting proposals for the cabling services at its Magnolia Science Academy – 1 (“MSA-1”). MPS is presently constructing a new classroom building at 18220 Sherman Way for the benefit of MSA-1. The main purpose of the required service is to run all the necessary computer networking and security cameras cables, audio visual cables, and PA-Bell system cables. The mounting of security cameras, ceiling speakers for the bell system should be also included in the SOW. The submitted bid such include the bell system, security cameras, and the cables.

Important Date: Due to the construction schedule, the vendor’s calendar schedule should be available for the dates between **January 15th, 2019 – February 30th, 2019**.

Should there be a need for any other MPS schools listed below between dates July 1st, 2018 – June 30th, 2020, the approved vendor, the appliance/service model, and the price will be used for the purchase:

MPS School	Address
MSA-1	18238 Sherman Way, Reseda, CA 91335
MSA-2	17125 Victory Blvd., Van Nuys, CA 91406
MSA-3	1254 East Helmick Street, Carson, CA 90746
MSA-4	11330 West Graham Place, Los Angeles, CA 90064
MSA-5	18230 Kittridge St., Reseda, CA 91335
MSA-6	3754 Dunn Dr., Los Angeles, CA 90034



MPS School	Address
MSA-7	18355 Roscoe Boulevard, Northridge, CA 91325
MSA-8	6411 Orchard Ave., Bell, CA 90201
MSA-Santa Ana	2840 W. 1st Street, Santa Ana, CA 92703
MSA-San Diego	6525 Estrella Ave., San Diego, CA 92120

GENERAL TERMS AND CONDITIONS FOR RFP PROPOSAL GUIDELINES

1. Each item request and guideline in this RFP must be properly addressed in the proposal.
2. All equipment in the submitted proposal must conform to specifications provided in this RFP.
3. The Vendor must provide terms of warranty on all products
4. The Vendor shall provide a clear itemized breakdown of equipment and services costs.
5. The Vendor must provide an estimated timeline for product delivery and installation.
6. Proposal must be valid for 60 days.

All questions regarding this RFP should be addressed in writing to Rasul Monoshev, MPS IT Director at rmonoshev@magnoliapublicschools.org.

PROPOSAL SUBMISSION

Proposals are to be submitted for receipt no later than **5:00 PM PST, Friday, 11/09/2018** and may be delivered as follows:

- Email it@magnoliapublicschools.org



- Mail (Regular or Overnight) or Hand Delivery to:

Rasul Monoshev,
MPS IT Director
Magnolia Public Schools
250 East First St, STE1500,
Los Angeles, CA 90012

[Ref: MSA-1 cabling services 2018]

VENDOR WALK THROUGH

If a vendor walk-through is scheduled, the vendor shall sign-in or provide a business card or similar contact information. The date of the walkthrough will be provided.

Attendance at the walk through is ***OPTIONAL THOUGH HIGHLY RECOMENDED***; answers to clarifying questions not adequately explained in the existing RFP materials will be posted as RFP Addenda or Amendments on the same web site as this document and available to all vendors. All vendors interested in a walk-through are expected to schedule via email with the contact indicated above. This will allow us to notify all interested parties of any unanticipated, last minute changes in scheduling or starting location. Vendors should never offer gifts or favors of any kind, however small, to anyone associated with MPS, MSA-1 or their officers and agents, including their family members.

Submission of a proposal constitutes a presumptive certification that there is no conflict of interest.

ACCEPTANCE/REJECTION OF PROPOSAL SUBMISSIONS

MPS reserves the right to accept or reject any and all proposals or any portion of any and all proposals in its discretion. While price is an important consideration, it will not be



the sole determining factor in the selection of a Vendor. Payments will not be made nor orders submitted until after the MPS Board of Directors has accepted a proposal and awarded it as the winning proposal submission. A contract will be entered into between MPS and the Vendor after the aforementioned approvals.

PAYMENT

Payment shall be made no later than 60 days after invoice date. The payment will not be issued until after both the Vendor and MPS agree that the project is complete and meets all requirements.

RFP Revisions

MPS reserves the right to modify or issue amendments to this RFP at any time. MPS also reserves the right to cancel or reissue this RFP at any time. Notices will be posted to <http://magnoliapublicschools.org>. It is the sole responsibility of interested vendors to monitor the URL for posting of such information.

RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor qualifications, credentials, certifications, experience, and references	20%
Contract terms and conditions	10%
Total	100.00%

RFP Evaluation Committee

The RFP Evaluation committee members are as follows:

- Rasul Monoshev, IT Director
- Mustafa Sahin, MSA-1 Principal
- Patrick Ontiveros, MPS Facilities Director



- Julian Lopez, MSA-1 IT Manager

EQUIPMENT & SERVICES SPECIFICATIONS

- **Item 1:**
Quantity: 220
Description: Cabling price per Cat 6 drop (according to attached blueprint plus or minus approximately 15-20 drops. The conduits and J-Hooks will be provided. See QA on last pages for more details)
- **Item 2:**
Quantity: 1
Description: 150 feet fiber cabling between new and old buildings (conduits will be provided for it, i.e. no conduit job needed)
- **Item 3:**
Quantity: 1
Description: 40 feet fiber cabling between floors (conduits will be provided for it, i.e. no conduit job needed)
- **Item 4:**
Quantity: 1
Description: 20 Security cameras with 8TB NVR and mounting and configuration service for the cameras
- **Item 5:**
Quantity: 1
Description: The bell system for the whole campus (old and new building) and mounting service for 45 rooms total and 2 outside horns.
- **Item 6:**
Quantity: 1
Description: Lockable closed deep Server Rack to host blade servers in MDF



- **Item 7:**
Quantity: 1
Description: Open Rack for cable organizing and for switches in MDF
- **Item 8:**
Quantity: 2
Description: IDF Racks to host networking switches and cabling organizers
- **Item 9:**
Quantity: 24
Description: 25ft HDMI cables and running cables from teacher corner to the whiteboard (conduits will be provided for it, i.e. no conduit job needed)

Item 10:

Quantity: 2 total (one at the back and another for front door)

Description: Buzzing system for front and back outside doors (conduits will be provided for it, i.e. no conduit job needed) It should include buttons to talk, cameras to see who is out there. There will be a screen in main lobby where school should be able to see and talk to people before letting them into the building.

Item 11:

Quantity: 20

Description: **Interactive Display Board:** [Viewsonic IFP7550 and IFP6560](#) or similar options on separate quotes (Description: 20 - 65" on one quote and 20 – 75" quote on separate for us to compare and go with)

Item 12:

Quantity: 20

Description: [Diversitrack Hover Mount](#) or similar for Item 11, Interactive Displays and mounting service for those.



Cabling Specs

- a. All copper cable should be CAT6 or better, except when supplementing existing, properly installed CAT5e with additional runs, in which case CAT5e may be used
- b. Where required by applicable codes, plenum cable shall be used
- c. Each classroom should have at least 2 Power over Ethernet [PoE] port(s) at ceiling level to run wireless access point(s). Larger rooms may need more than two for adequate coverage; coverage is defined by both the ability of the AP to give radio signal strength to a given area and the AP's ability to handle the number of simultaneous connections anticipated for a given area. (WAP specifications are detailed below.)
- d. Other drops should be located near A/C power outlets available for end-user equipment
- e. 19-inch 4-post rack in a cabinet to be included if needed for the MDF
- f. Wall-mounted racks or cabinets must be capable of holding 175 lbs.
- g. All between buildings or from MDF to IDFs shall use fiber optic cable, minimum spec **6-strand** 50/125 μm multimode fiber, rated at 10 Gbps, with LC-type terminations on all strands
- h. All wiring must be in compliance with TIA/EIA 568/569-C standards. (This is not to be confused with T568A and T568B termination punch order standards)
- i. All wiring must be labeled on both ends and tested, with wiring maps supplied. Copper and fiber test results and wire maps are to be supplied to the Applicant in electronic format
- j. All necessary racks, cabinets, patch panels, patch cables, raceways, surface mount boxes, junction boxes, and similar items needed for a complete and working system should be included in cabling bids
- k. Racks should be large enough to accommodate other eligible equipment such as switches, routers, and servers that need to be co-located with patch panels, whether or not provided by the same Vendor
- l. All necessary additional patch cables should be supplied, in appropriate lengths.
- m. All runs should be properly terminated at the patch panel unless otherwise



indicated.

- n. Bids should summarize average per-drop pricing, including all parts, labor, taxes, and shipping
- o. MDF to contain: edge device (if needed), firewall, switches sufficient to activate all ports with modest (20%) spare capacity, patch panels for telephone and data traffic, appropriately sized UPS to support eligible equipment
- p. IDF's to contain: patch panel, switch(s), appropriately sized UPS to support all eligible equipment with necessary cascade. All IDF's will have either 1 or 2 POE switches protected by appropriately sized UPS units
- q. All IDF and MDF equipment must be mounted on standard 19-inch racks. Rack hardware should be included in cabling quotation
- r. Typical schools will require an MDF, ideally located at the MPOE, plus multiple IDFs

Attachment:

The new building blueprint with annotations.

Delivery/Shipping

NOTE: No dock at this location.

Bill to and Ship to Address:

Magnolia Public Schools

Magnolia Public Schools, 250 East First St, STE1500, Los Angeles, CA 90012

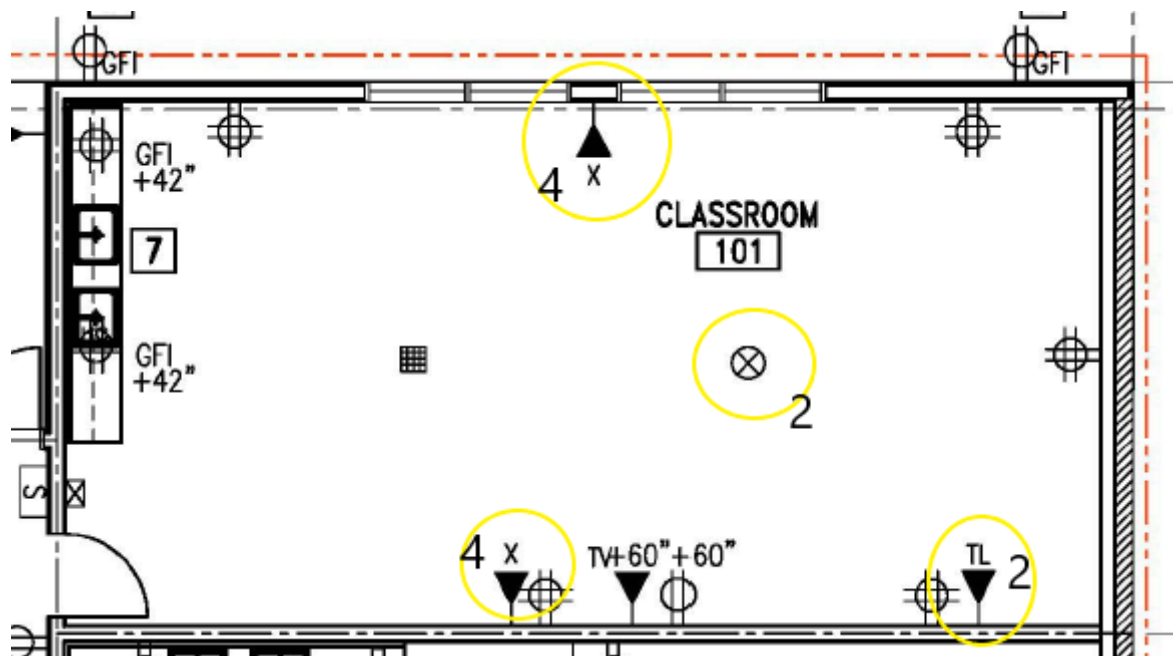
PROJECT Q/A:

Question 1:

In addition to the site walk question – the RFP calls for 110 drops. But the count on the floor plans between A1.3 and A2.3 are 284.

Can we clarify that these notations I made are correct – i.e. this classroom has 12 drops in it.

4 for each quad outlet, 2 for TL 2 for the ceiling AP



Answer:

The drops per classroom:

2 on teacher's corner, 4 on opposite side (Quad plate), 1 for Access Point on ceiling and 1 on teaching wall = Total 8 instead of 12 drops on blueprint



Question 2:

Is it possible to do a site walk?

Answer:

Yes, please with school's IT, Julian Lopez at jblopez@magnoliapublicschools.org

Question 3:

Bell system for the entire campus:

- > The school does not want a wireless bell system correct?
- > The 45 classrooms listed include adding the bell system to existing classrooms not just ones in the new building correct?
 - > Do you want clocks for the new classrooms as well?
 - > Do you want new clocks for the existing classrooms?
 - > Are wireless clocks ok, or do you want wired POE clocks?
 - > Do you want to be able to page through the bell system?

Answer:

- Correct, we don't want wireless bell system (In fact, our current bell/pa system is wireless)
- Yes, it includes both sites – new construction site and old site Important Note: We want drop ceiling speakers, around 22 on new site and 23 wall mount speakers for old building for the bell/pa system. Plus 2 horns for outside lunch area.



- Yes, we want clocks (Not PoE, synced with bell pa system though)
- Yes, clocks for all classrooms – new and existing buildings
- Wireless clock are ok, we don't want to run Ethernet drops for those and provide extra switches for clocks
- Yes, we would like to be able to page with bell system

Question 4:

Security cameras - of the 20 cameras being requested I only see 13 on the floor plans, are there camera locations that are somewhere other than the new building?

Answer:

Yes, we are adding another 7 security cameras which are not on blueprints (all are at new site)

Question 5:

- Do you want a color scheme of cables?
- If cable tray is provided?
- 4 post rack cabling tray?

Answer:

- Color scheme is not important, but can be implemented (as pricing per drop will remain the same)
- No, cable tray is not provided. I added open rack for it – Item 7, so please bid by including everything.
- 4 post rack cabling tray is OK. (Note: IDF cabinets are there to host those cabling terminations and to host switches. Please bid accordingly)



Question 6:

- What are the minimum specs you are looking for in regards to equipment i.e, NVR, Server rack?
- They wanted information on existing equipment.

Answer:

- Server rack Items are added with details in Item 6 and 7. (1 lockable, deep rack and one open rack for cabling and switches for MDF, both needs to be mounted on the floor). NVR – minimum of 8-10TB of space is preferable.
- NVR - is a generic system, some Chinese brand. There was no model number or manufacturer on the device.
- Current phone system is 3CX and we would like to keep it that way (expand it). PA/Bell system should be compatible with 3CX system. i.e. school should be able to make announcements from the desk phones.

Question 7:

- Another question about the amended RFP. Can we adjust security camera quote to include connection to current system?

Answer:

- Yes, the compatibility with current existing system is important. As mentioned in previous answer, the NVR spec is not clear but we want to be able to see existing and new system cameras in one system. (and those are will be in one physical and logical network).



Question 8:

- Rfp is a lil confusing.. do we email and reg mail our bid? Or can we just email?

Answer:

- If you're emailing, no need to mail. Please let me know if you're mailing.

Question 9:

- The one thing I wasn't clear on was the PA system and if you want to speaker/bell in every classroom?

Answer:

- Yes, speaker bell system is required in every classroom. I updated the description above. Since the new building is drop ceiling, we want ceiling speakers and in old building no drop ceiling, so we need wall mounted speakers. And two outside speaker horns for lunch area.

Question 10:

- What are the technical requirements, quantity, and functionality needed for the bell system?
- Does the bell system require 2 way paging or no paging ?
- Do you have a preference on the manufacturer for the bell system?
- Do we have to bid this project in full or can we bid the project partially since there are no specifications for the paging system?
- Is cabling required for the bell system?
- Are you looking for the Bell System or paging system?
- Will paging system be included? if yes, will that be 1-way paging or 2-way paging?
- Do you have technical specifications?
- For Cabling - Are you looking for raiser rated cable or plenum cable?



- For Fiber Optics Cabling - Are you looking for multi-mode fiber optics cable or single-mode fiber optics cable?

Answer:

- Bell system is pretty much straightforward, total of 2 zones for old and new sites. One way paging system (i.e. no need for two way paging system). It should be compatible with our current phone system – 3CX. And finally, details are added above and I encourage going through the QA section.
- One way paging, including paging from the phone system
- No preference
- You can bid fully or partially. Separate quotes for options are also great. i.e. same bidder but let's say two options for the bell/pa system. Example: Bogen on one quote and some other option on other one.
- Cabling required for the bell system and should be included in the bid
- Both bell and paging system
- Same question as above and same answer. 1 way paging system
- No technical specs just the description of what we need is specified above.
- Please bid both options on separate quotes. Riser and Plenum. We will go with one.
- Same. Please bid both options on separate quotes. Multi and single mode. We will go with one option.

Question 11:

- Is this a pre-vailing wage project?

Answer:

- No, pricing should include for the whole project and should remain the same.

Question 12:

I just need to know what type of camera they need.



Answer:

Type of camera: PoE

Question 13:

1. Is your total count 110 CAT6 Cables? Or is this count to accommodate 10- 15 drops with 4 cables per station? Just want to capture total individual cables per station.
2. Is this price per foot plus the terminations and do we include all hardware required in this cost?
3. Does this price include cabling, Mounting and Camera device?
4. Do we provide cabinet as specified in your specs?
5. Do we include faceplate? If so do we need to provide small HDMI patch cords from Device to faceplates?

Answer:

- The drops are updated above. There is a possibility of adding or removing 15-20 drops, but pricing per drop is important.
- It's just the distance is provided between MDF and IDF so that vendors could buy fiber optics cable accordingly.
- Cabling for cameras is included in Item 1. But yes mounting, configuration and etc. should be included.
- Yes, we need cabinets for the MDF to host our cables and necessary cable organizers. Updated items for open and lockable rack for those.
- Yes, faceplates and male to female adapter should be included in pricing and SOW. The smaller HDMI cable from wall to device is not important as we can buy ourselves later. Update: Interactive displays, mounts and mounting service included as additional items

EVALUATION MATRIX

MSA-1 Construction IT Infrastructure

Cablings, cabinets, security cameras, and intrusion system

	ION	Digital Synergy	Sky Technology	XACT	FTSI	Network Solutions	Network Solutions	
Total price (40%)	43,417.27 Note. Lacks details on certain items like cabling per drop wasn't included in the pricing quotes.	60,940.60 All the items included in the bid with descriptions and clear	\$40,772.33 Only cabling with materials included in the bidding. Less vendors to cover more items on the project will make it easier to manage the project especially with only 2 week window provided.	\$122,924.00 All the items included in the bid.	\$75,371.21 All the items included in the bid with descriptions and very clear	\$150,000+ All the items included in the bid with descriptions and very clear	\$80,000+ All the items included in the bid with descriptions and very clear	
Functionality/specification of items(30%)								
Vendor Qualifications(20%)	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	
Terms and Conditions(10%)	Good	Good	Good	Good	Good	Good	Good	
Evaluation								
Pricing including tax (Max 40 points)		40	36	40	30	33	25	32
Functionality/specification of items (Max 30 points)		20	30	23	30	30	30	30
Vendor Qualifications (Max 20 points)		20	20	20	20	20	20	20
Terms and Conditions (Max 10 points)		10	10	10	10	10	10	10
		90	96	93	90	93	85	92

The Winning bid is Digital Synergy

65' Viewsonic Screens and mounts

	California Western Visuals	Staples	ION	Digital Synergy	XACT	FTSI	Network Solutions	
Total price for the screens mounts, and cables(40%)	55,190.50 All the items included in the bid with descriptions and clear	\$51,298.62 The mount is not what school wanted - i.e. Hovermount	\$62.32 All the items included in the bid with descriptions and clear	\$72.24 All the items included in the bid with descriptions and clear	\$82,000.00 All the items included in the bid.	\$74,413.28 All the items included in the bid with descriptions and very clear	\$101,507.85 All the items included in the bid with descriptions and very clear	
Functionality/specification of items(30%)								
Vendor Qualifications(20%)	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified	
Terms and Conditions(10%)	Good	Good	Good	Good	Good	Good	Good	
Evaluation								
Pricing including tax (Max 40 points)		38	40	35	30	20	24	15
Functionality/specification of items (Max 30 points)		30	25	30	30	30	30	30
Vendor Qualifications (Max 20 points)		20	20	20	20	20	20	20
Terms and Conditions (Max 10 points)		10	10	10	10	10	10	10
		98	95	95	90	80	84	75

The Winning bid is California Western Visuals

RECEIVED BIDS

MAGNOLIA PUBLIC SCHOOLS

ATTN: Rasul Monoshev

MSA 1 Cabling Project

We appreciate the opportunity to bid on your project.

SPIN # 143036385 – Digital Synergy Consulting, Inc.
FRN # 0024370165
DIR # 1000012855
CSLB C10 License # 1011924
CA Business License Entity #: C2824489
CA Small Business Certification ID: 1757859
LA County Small Business Certification #: 1757859
City of Los Angeles Small Business Certification # SLB – 3155

Bidding Company:

Digital Synergy Consulting, Inc.
15021 Ventura Blvd #501
Sherman Oaks, CA 91403

Contact:

Ken Hagopian
818.647.9900 x210
ken@dsc.la



Capabilities Statement:

Digital Synergy is an IT consulting company located in Los Angeles, CA. We have implemented a number of high-density multi-building and multi-floor networks for both educational institutions and other enterprises. We have the experience to put in networks that work, and the tools to validate the design. We are HP, Brocade, Cisco, Meraki, Aruba and Ruckus partners.

We have spearheaded 1 to 1 initiatives for schools, and assist them in the design of their networks, wireless infrastructure, servers, and google apps.

We have been providing network services since 2006

Project Scope and assumptions:

Project RFP Response is separated in multiple sections. Anything on this quote can be changed. We are happy to work with the school to find a solution that fits within a budget that is affordable. We also offer leasing options for any or part of this project.

We have also included some alternative options for the ViewSonic Interactive flat panel displays.

Quote #1 Cabling & Cameras:

- CAT6 Cabling as requested. Quantities can be increased at the existing unit price
- Fiber Cabling
- Racks as requested
- 5 Megapixel vandal proof Cameras
- 32 Channel NVR with 12 TB of storage. This NVR will support other brand cameras. We would need to see if they existing cameras can be attached to this unit.



Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
Digital Synergy Consulting Inc.
15021 Ventura Blvd. #501
Sherman Oaks, CA 91403

(818) 647-9900
Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
Magnolia Public Schools
18238 Sherman Way
Reseda, CA 91335
United States

rmonoshev@magnoliapublicschools.org

Quantity	Description	Unit Price	Ext. Price
1.00	Note: MSA 1 Cabling	\$0.00	\$0.00
220.00	Cabling CAT6 Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost	\$150.00	\$33,000.00
1.00	Cabling between new and old buildings: 6 Strand 50/125 Multimode OM3 Indoor/Outdoor Fiber Optic Cable - terminated with LC connectors	\$1,250.00	\$1,250.00
1.00	Fiber cabling between floors: 12 Strand 50/125 Multimode OM3 Indoor/Outdoor Plenum Fiber Optic Cable - Black terminated with LC connectors	\$975.00	\$975.00
3.00	1U Rackmount Fiber Tray	\$150.00	\$450.00
4.00	6 Port (12F) Loaded LC Adapter Panel	\$50.00	\$200.00
10.00	Cat 6 panel 24 Port Patch panel	\$95.00	\$950.00
20.00	Security Cameras: HIKVISION 2.8MM 5 MEGAPIXEL ULTRA-LOW LIGHT NETWORK DOME CAMERA.	\$198.00	\$3,960.00
1.00	32CH NVR with 12 TB Storage 32-Channel up to 12MP HDMI 4-SATA interfaces 2 - 6TB hard drives Installed	\$1,450.00	\$1,450.00
20.00	Cabling for Cameras	\$150.00	\$3,000.00
1.00	Camera Install, Setup, Configuration, Mounting	\$1,500.00	\$1,500.00
1.00	Middle Atlantic BGR-SA SERIES RACK, 38 RU, 32"D- 32" D X 70 5/8" H. Usable Depth: 29.4 Usable Height: 66.625 Panel Width: 19. With VENTED FRONT DOOR, 38 RU BGR RACKS	\$1,500.00	\$1,500.00
1.00	Open Rack for MDF	\$450.00	\$450.00
1.00	MMR SERIES RACK, 18 RU, 24" D X 36.35" H with Essex 18 RU plexi front/rear door	\$818.00	\$818.00
1.00	Ladder rack for MDF	\$475.00	\$475.00
24.00	HDMI Cable, 25 Feet	\$15.00	\$360.00
40.00	Patch Cable CAT6 7 Ft.	\$5.00	\$200.00
1.00	Mounting of all Racks, ladder rack, misc hardware installation	\$1,500.00	\$1,500.00
Subtotal:			\$52,038.00
Sales Tax:			\$1,010.45
Total:			\$53,048.45

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Quote #2 Bell & Paging System:

- All devices are POE and do not require additional power outlets
- All devices are cabled onto the network and are not wireless
- 22 Ceiling speakers with support brackets for additional safety.
- 23 Wall mount speakers
- 2 Outdoor Horn speakers
- Bell schedule system and Paging adapter
- The system can create multiple paging zones to accommodate paging the entire school or just 1 building at a time
- Compatible with the schools existing 3cx system. Each device is registered on the phone system as a SIP device
- We will assist the school with configuration of the bell and paging system.

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
Digital Synergy Consulting Inc.
15021 Ventura Blvd. #501
Sherman Oaks, CA 91403

(818) 647-9900
Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
Magnolia Public Schools
18238 Sherman Way
Reseda, CA 91335
United States

rmonoshev@magnoliapublicschools.org

Quantity	Description	Unit Price	Ext. Price
1.00	Note: MSA 1 Paging System & Bell System	\$0.00	\$0.00
22.00	Ceiling Speaker: Algo 8188 SIP compliant IP ceiling speaker for voice paging, emergency notification, and background music. Wideband G.722 codec support provides optimum speech clarity in a HD voice environment. The integrated microphone enables talkback. The speaker is PoE and does not require an additional amplifier.	\$325.00	\$7,150.00
22.00	8188TBR T-Bar Support Bracket transfers the weight of the 8188 SIP Ceiling Speaker onto the T-Bar rails that hold up the ceiling tiles. This additional security is recommended in earthquake prone areas and to reduce chance of accidents as the ceiling tiles age and degrade due to moisture.	\$55.00	\$1,210.00
23.00	Wall Mount Speaker: IP speaker/amplifier for voice paging, loud ringing, and notification. PoE endpoint, allowing dual SIP registrations (Ring & Page). Supports talk back and simultaneous multicasting. Integrated Relay and Audio Output for interfacing analog accessories. The speaker is PoE and does not require an additional amplifier.	\$250.00	\$5,750.00
2.00	Outdoor Horn Speaker: Weatherproof SIP compliant IP horn speaker for voice paging, loud ringing, and emergency/safety/security notification and alerting. The speaker is PoE and does not require an additional amplifier.	\$350.00	\$700.00
1.00	The 8301 is a PoE IP Paging Adapter for integrating existing and traditional paging solutions into a VoIP environment. The 8301 also includes a scheduler for automated and precise play of WAV files suitable for school bells and public announcements. 50 Page Extensions 10 Alerting Extensions	\$350.00	\$350.00
47.00	Mounting for Speakers	\$85.00	\$3,995.00
47.00	Cabling for Speakers Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost	\$150.00	\$7,050.00
2.00	Cat 6 panel 24 Port Patch panel	\$95.00	\$190.00
94.00	Patch Cable CAT6 7 Ft.	\$5.00	\$470.00
1.00	Installation and configuration of paging system. Setup paging zones, assist in configuring sip registration on phone system. Testing and training.	\$4,250.00	\$4,250.00
Subtotal:			\$31,115.00
Sales Tax:			\$1,226.05
Total:			\$32,341.05

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Quote Set #3 Wi-Fi Clocks:

- Clocks are battery powered but check in for time via Wi-Fi
- No wireless broadcasting equipment or FCC registration needed
- No concern about range from the wireless transmitter to the clocks
- No additional equipment to maintain for the clocks
- Battery Life Expectancy - 3 Years



DIGITAL SYNERGY
INFORMATION TECHNOLOGY

15021 Ventura Blvd. #501 Sherman Oaks, CA 91401

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
 Digital Synergy Consulting Inc.
 15021 Ventura Blvd. #501
 Sherman Oaks, CA 91403

(818) 647-9900
 Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
 Magnolia Public Schools
 18238 Sherman Way
 Reseda, CA 91335
 United States

rmonoshev@magnoliapublicschools.org

Quantity Description		Unit Price	Ext. Price
1.00	Note: MSA 1 Wi-Fi Clocks	\$0.00	\$0.00
45.00	Wi-Fi Clock 13" No FCC registration required, No expensive transmitter, connects to Wi-Fi System, 4D batteries required. Battery Life Expectancy - 3 Years	\$160.00	\$7,200.00
1.00	Software CD for WIFI / POE Clocks	\$150.00	\$150.00
180.00	D Cell Batteries	\$1.50	\$270.00
45.00	Mounting, Installation and configuration of Clocks	\$20.00	\$900.00
1.00	Shipping	\$350.00	\$350.00
		Subtotal:	\$8,870.00
		Sales Tax:	\$590.55
		Total:	\$9,460.55

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Quote Set #4 Interactive Displays:

- We have quoted both ViewSonic models as requested by the school
- We have quoted the mounts requested by the school
- The larger ViewSonic model is slightly over the weight limit of the mounts

- As an alternative we have also quoted the top of the line Epson Interactive projector:
 - Significantly less costly than the ViewSonic panels
 - <https://epson.com/For-Work/Projectors/Interactive/BrightLink-695Wi-WXGA-3LCD-Ultra-Short-throw-Interactive-Display/p/V11H740522>
 - <https://www.youtube.com/watch?v=ZvVGnxqkRzY>

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
 Digital Synergy Consulting Inc.
 15021 Ventura Blvd. #501
 Sherman Oaks, CA 91403

(818) 647-9900
 Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
 Magnolia Public Schools
 18238 Sherman Way
 Reseda, CA 91335
 United States

rmonoshev@magnoliapublicschools.org

Quantity Description		Unit Price	Ext. Price
1.00	Note: MSA 1 Viewsonic IFP7550	\$0.00	\$0.00
20.00	VIEWSONIC : Advanced 75 inch Ultra HD ViewBoard Interactive Flat Panel IFP7550. Pricing will need to be refreshed on 12/29/18	\$3,245.00	\$64,900.00
20.00	Track Technology Systems Hovermount Flat Panel Mount, height adjustable up to 125 lbs. **Quoted as requested by school. This panel is slightly heavier than the mounts rating**	\$400.00	\$8,000.00
1.00	Shipping LTL	\$750.00	\$750.00
20.00	Mounting of equipment	\$165.00	\$3,300.00
		Subtotal:	\$76,950.00
		Sales Tax:	\$5,649.75
		Total:	\$82,599.75

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
 Digital Synergy Consulting Inc.
 15021 Ventura Blvd. #501
 Sherman Oaks, CA 91403

(818) 647-9900
 Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
 Magnolia Public Schools
 18238 Sherman Way
 Reseda, CA 91335
 United States

rmonoshev@magnoliapublicschools.org

Quantity Description		Unit Price	Ext. Price
1.00	Note: MSA 1 Viewsonic IFP6560	\$0.00	\$0.00
20.00	VIEWSONIC : 65inch ViewBoard 4K Interactive Flat Panel with InGlass Technology IFP6560. Pricing will need to be refreshed on 12/29/18	\$2,950.00	\$59,000.00
20.00	Track Technology Systems Hovermount Flat Panel Mount, height adjustable up to 125 lbs.	\$400.00	\$8,000.00
1.00	Shipping LTL	\$750.00	\$750.00
20.00	Mounting of equipment	\$165.00	\$3,300.00
		Subtotal:	\$71,050.00
		Sales Tax:	\$5,192.50
		Total:	\$76,242.50

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
 Digital Synergy Consulting Inc.
 15021 Ventura Blvd. #501
 Sherman Oaks, CA 91403

(818) 647-9900
 Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
 Magnolia Public Schools
 18238 Sherman Way
 Reseda, CA 91335
 United States

rmonoshev@magnoliapublicschools.org

Quantity Description		Unit Price	Ext. Price
1.00	Note: MSA 1 Epson 695Wi Interactive Display	\$0.00	\$0.00
20.00	Epson: BrightLink 695Wi WXGA 3LCD Ultra Short-throw Interactive Display. The 695Wi delivers a dynamic, easy-to-read display up to 100". Turn almost any wall or existing whiteboard into an interactive workspace with touch-based interactivity — up to six users at once.	\$1,900.00	\$38,000.00
20.00	EPSON : Ultra-Short Throw Wall Mount	\$109.00	\$2,180.00
1.00	Shipping LTL	\$650.00	\$650.00
20.00	Mounting of equipment	\$165.00	\$3,300.00
		Subtotal:	\$44,130.00
		Sales Tax:	\$3,113.95
		Total:	\$47,243.95

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Quote Set #5 Door intercom system:

- POE Touchscreen entry device with built in camera
- Video from the entry door can be viewed by any web browser
- Video compliant phones will also display the video
- Standard generic SIP device to work with phone system

Digital Synergy Consulting Inc. Quote



From: Ken Hagopian
 Digital Synergy Consulting Inc.
 15021 Ventura Blvd. #501
 Sherman Oaks, CA 91403

(818) 647-9900
 Ken@DigitalSynergyIT.com

Prepared for: Rasul Monoshev
 Magnolia Public Schools
 18238 Sherman Way
 Reseda, CA 91335
 United States

rmonoshev@magnoliapublicschools.org

Quantity Description		Unit Price	Ext. Price
1.00	Note: MSA 1 Door Intercom	\$0.00	\$0.00
2.00	IP Video Touch Screen Intercom for Door & Gate Entry. SIP compliant PoE outdoor intercom combining the functionality of an IP phone, security camera and interactive kiosk via a touch screen interface.	\$1,850.00	\$3,700.00
2.00	IP Door Opening Control and SIP Interface Module	\$375.25	\$750.50
4.00	Cabling CAT6 Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost	\$150.00	\$600.00
1.00	Setup, installation and configuration. Video viewing can be on any PC or web browser, or some compatible video enabled SIP phones (not included).	\$2,500.00	\$2,500.00
		Subtotal:	\$7,550.50
		Sales Tax:	\$344.91
		Total:	\$7,895.41

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Leasing Examples:

- Rough leasing numbers provided. We can include items not provided from us on the lease as well, dollar amount can be changed as needed:

November 5, 2018



Finance Options for

Customer Name: **Magnolia Science Academy**
Equipment Description: Tech/Furniture/Telecom/Data/Software
Transaction Amount: \$50,000.00
Vendor Name: Digital Synergy Consulting, Inc.

To apply for credit, please circle the subscription option(s) of most interest to you. Then, complete and submit the application below. Note: payment figures do not include applicable taxes.

Payment Proposal Summary:

No advance payment is required

<u>Standard Term</u>	<u>FMV Monthly Payment</u>	<u>\$1 Out Monthly Payment</u>
12	\$4,516.00	\$4,516.00
24	\$1,886.00	\$2,326.50
36	\$1,379.00	\$1,583.00
48	\$1,172.00	\$1,233.00
60	\$1,055.00	\$1,024.50

Your End-Of_Lease Options Are:

- FMV (Fair Market Value)**
- 1) Purchase the equipment for its Fair Market Value, or
 - 2) Continue to lease the equipment for your regular monthly payment, or
 - 3) Renew the lease for a specified time, or
 - 4) Return the equipment to the Lessor
- \$1 Out**
- 1) Purchase the equipment for \$1.00.

When you choose to lease, there may be no greater advantage than the ability to purchase more equipment and services through a financed structure compared to a cash purchase. This added buying power allows you to get more of the solution you need to meet the goals of your organization. Other benefits include:

Finance the Entire Solution:	We can finance hardware, software, services, installation, training and more.
Technology Obsolescence:	Avoid the full cost of ownership of equipment that becomes obsolete due to technology advances.
Predictable, Monthly Payments:	Leasing enables you to pay over time, rather than invest a lump sum up front.
Tax & Accounting Benefits:	Payments may be tax deductible. See your tax and accounting advisor to confirm the benefits.
Easier Budget Forecasting:	Fixed monthly payments allow to you accurately forecast budgets now and in the future.

Terms: I) Quote is valid for, and must fund within, 30 days from issuance, II) Quote is good for new equipment only, III) Quote does not include applicable taxes, which may be billed in addition to the monthly payment, IV) All quotes and transactions are subject to CIT Bank, N.A. credit, documentation and equipment configuration review and approval, V) Rates subject to change without notice, VI) Monthly payments may reflect monthly pass through payments for vendor supplied maintenance / service, VII) All transactions are subject to a \$75.00 Documentation Fee.

Please contact me should you have any questions about your finance options.
I look forward to working with you and designing a finance solution to fit your needs.

Thank You,
Ryan Kuss
610-202-2548
ryan.kuss@cit.com

November 8, 2018



Finance Options for

Customer Name: **Magnolia Science Academy**
Equipment Description: Tech/Furniture/Telecom/Data/Software
Transaction Amount: \$100,000.00
Vendor Name: Digital Synergy Consulting, Inc.

To apply for credit, please circle the subscription option(s) of most interest to you. Then, complete and submit the application below. Note: payment figures do not include applicable taxes.

Payment Proposal Summary:

No advance payment is required

<u>Standard Term</u>	<u>FMV Monthly Payment</u>	<u>\$1 Out Monthly Payment</u>
12	\$8,984.00	\$8,984.00
24	\$3,745.00	\$4,629.00
36	\$2,735.00	\$3,147.00
48	\$2,318.00	\$2,447.00
60	\$2,085.00	\$2,029.00

Your End-Of_Lease Options Are:

- FMV (Fair Market Value)**
- 1) Purchase the equipment for its Fair Market Value, or
 - 2) Continue to lease the equipment for your regular monthly payment, or
 - 3) Renew the lease for a specified time, or
 - 4) Return the equipment to the Lessor
- \$1 Out**
- 1) Purchase the equipment for \$1.00.

When you choose to lease, there may be no greater advantage than the ability to purchase more equipment and services through a financed structure compared to a cash purchase. This added buying power allows you to get more of the solution you need to meet the goals of your organization. Other benefits include:

Finance the Entire Solution:	We can finance hardware, software, services, installation, training and more.
Technology Obsolescence:	Avoid the full cost of ownership of equipment that becomes obsolete due to technology advances.
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Terms: I) Quote is valid for, and must fund within, 30 days from issuance, II) Quote is good for new equipment only, III) Quote does not include applicable taxes, which may be billed in addition to the monthly payment, IV) All quotes and transactions are subject to CIT Bank, N.A. credit, documentation and equipment configuration review and approval, V) Rates subject to change without notice, VI) Monthly payments may reflect monthly pass through payments for vendor supplied maintenance / service, VII) All transactions are subject to a \$75.00 Documentation Fee.

Please contact me should you have any questions about your finance options.
I look forward to working with you and designing a finance solution to fit your needs.

Thank You,
Ryan Kuss
610-202-2548
ryan.kuss@cit.com

Similar Project Experience & References:

1. **La Canada Unified School District** – Wireless network upgrade. Replaced existing and added new access points. Certified existing cabling, installed new cabling. Indoor and outdoor access points. Also performed a heatmap to validate wireless network. District wide project
 - a. Jamie Lee Lewsadder - Director of IT
 - b. (818) 486-8963 - JLewsadder@lcsd.net
2. **Campbell Union School District** – Network upgrade - District wide Cat 6 cabling 12 School sites.
 - a. Trevor Walker
 - b. (408) 364-4200 x7161 - TWalker@campbellusd.org
3. **City of Inglewood** – City Libraries & Park Wi-Fi: Cabling and certification in all city libraries, installation of Ruckus Access points, HP Switches and SonicWALL firewall devices. Heatmaps, and testing of the entire environment. Park wireless installation.
 - a. Chris Eckhard
 - b. (310) 412-5534 - cleckhard@cityofinglewood.org
4. **Oak Park Unified School District** – District wide replacement of access points with Ruckus equipment. Assistance in configuration. Project duration Compressed time table 2 weeks.
 - a. Enoch Kwok - Director of Technology
 - b. (818) 735-3201 - ekwok@opusd.org
5. **Magnolia Science Academy Public Schools** – New school construction. IDF. MDF, cabling, fiber cabling, installed access points, projectors, security cameras, PA system.
 - a. Rasul Monoshev IT Director
 - b. (714) 892-5066 x102 - rmonoshev@magnoliapublicschools.org
6. **Sherman Indian High School – Bureau of Indian Education** – Campus wide cabling throughout 10 buildings. Network certification, Design and installation of wireless access points throughout the campus, including wireless support for outdoor gather areas. Installation and configuration of HP switches. Wireless heatmap and validation. Project compressed time frame 2 weeks.
 - a. Terry Longenecker IT Coordinator or Lorna Hoffs
 - b. (951) 276-6325 - Terry.Longenecker@BIE.EDU or Lorna.Hoffs@bie.edu
7. **Multicultural Learning Center**: Multiple Projects over multiple years – cabling site wide, replacing aging equipment with new HP switches, Ruckus wireless controller, and Ruckus access points. Create VLANs, reconfigure network, implement high density campus wide wireless network, test, validate, and train. New building construction.
 - a. Saira Salazar-Martinez
 - b. (818) 716-5783 ext. 222 - saira@mlccharter.org
8. **The Archer School for Girls**: Multiple projects over multiple years – cabling school wide, replace aging Switches with new switches, wireless controller, and Access points. Create VLANs as required, implement high density campus wide wireless network, test, validate, train. Multiple Project starting from 2009
 - a. John Chen - Director of Information Technology
 - b. (310) 873-7068 - johnchen@archer.org
9. **MEND (Meet each need with Dignity)**: Multiple projects over many years since 2008. Cabling site wide, replace network switches in multiple locations, implement new firewalls in multiple locations, virtualization of servers, implemented new phone system.
 - a. Scott Mikels - Chief Financial Officer
 - b. (818) 686-7353 - scott@mendpoverty.org



Digital Synergy will implement a robust, easy to and secure network system.

We look forward to providing your organization excellent service to aid in the stability and growth of your school.

We appreciate the opportunity to bid on your project.

Ken Hagopian
CEO
Digital Synergy Consulting, Inc.





Quote 423

Joe Sweigart
 PO Box 1980
 Nipomo, Ca. 93444
 513.404.9354
Joseph@calwestvisual.com

EFFECTIVE FROM: November 9, 2018
 January 8, 2019

Customer Julian Lopez
jblopez@magnoliapublicschools.org
 Magnolia Science Academy 1
 18238 Sherman Way
 Reseda, CA. 91335
 (818) 609-0507

CA Small Business Cert# 21611

SALESPERSON	JOB	SHIPPING METHOD	SHIPPING TERMS	DELIVERY DATE	DUE DATE
Joe Sweigart	Magnolia Viewsonic	Ground	Ground with liftgate	As scheduled	As scheduled

QTY	ITEM #	DESCRIPTION	UNIT PRICE	LINE TOTAL
20.00	ifp6550	65" Viewsonic Viewboard	2,060.00	\$ 41,200.00
20.00	Hovermount	Hovermount Flat Panel Mount, height adjustable	435.00	\$ 8,700.00
20.00	Install	Scope to hang Hovermount display and selected Viewsonic display at customer provided height, will not exceed 7ft off ground	380.00	\$ 7,600.00
1.00	PD	1 hour of Viewsonic training	Free	\$ -
			Tax 9.5%	4,740.50
			Shipping	550.00
				62,790.50



www.skytsi.com | 657.230.7020



Proposal for
**Magnolia Public
Schools**

Cabling services at MSA-1

Magnolia Public Schools
ATTN: Rasul Monoshev
18238 Sherman Way
Reseda, CA 91335

Re: Cabling Service at MSA-1

Dear Rasul Monoshev,

Sky Technology Solutions, Inc., as an IT service provider, is pleased to submit the following response to **Cabling Service at MSA-1** solicitation. In this proposal, you will find all the relevant information on our company, method of implementation and required checklist. We have read and summarized our understanding of your initiatives in our response to the school RFP.


Sky TSI is a turn-key IT professional service company. With over 20 years of combined experience in the IT field, we have proven to uniquely qualify to support the school scope of work. As a bonded and licensed (**C-7 Low Voltage Systems and C-10 Electrical**) by the California State Licensed Board, we proudly meet all the requirements and/or regulations to be recognized. Classified as **Small Business (ID 2003868)** company, all of us here at Sky TSI are energetic, creative, embrace technology and certainly want our work to have meaning and purpose. It would be delighted for an opportunity to serve the school cabling project.

10 years of implementation of various Data Center and structured wiring project
Sky TSI's business model focuses on Professionalism, Integrity and Expertise
Excellent Post Implementation Support program well after successful deployment
Excellent references from past and current deployment
Proven record in growth, IT Technical ability and company financial stability

Our team and I look forward to discussing our proposal with you in greater details, as you've had an opportunity to review all of the responses and to begin generating questions.

Thank you again for the opportunity to serve Magnolia Public Schools. We look forward to your positive feedback and a favorable review of our response.

Sincerely,



Nathan Huynh
www.skytsi.com
657.230.7020 (O)

MATERIAL AND SUPPLIES



Our installation will comply with the Department safety requirements, prevailing wages (Davis-Bacon Act), TIA/EIA Standards & NEC Codes, Local and Building Code compliance and the manufacturer's warranty as required. A Project Manager will be assigned to this project until the completion signs off. Moreover, work will be completed on or before the Department require completion date.

MADE IN USA



We buy and deploy only US made product. Here at Sky Technology Solutions Inc. we believe in supporting America and its industry. Not a day goes by that we don't think of and look for ways to buy and deploy American-made product.

Thus far our Made in USA deployment line consists of products that range from Access Control Cable, CAT5E, CAT6 and CAT6A Ethernet Cable, Coaxial Cable, Security Alarm Cable Stranded and Server Racks & Enclosures just to name a few.

Buying and utilization of Made in USA product helps create and maintain jobs while building and sustaining a strong economy. Made in USA products are also a lighter burden on the environment with cost savings on natural resources.

Sky Technology Solutions Inc. support those men & women who proudly work hard every day to manufacture products that we fully 100% delighted to present to our customers need, with the quality we want.

By choosing to buy "Made in USA", we can keep Americans working!

Our turn-key solution deployment highlights

- ❖ Sky TSI and Berk-Tek/Leviton partnership to deliver network cable and equipment
- ❖ Price includes time and materials needed for a complete run from end-to-end
- ❖ Berk-Tek/Leviton to provide 25-year warranty on cable and equipment
- ❖ Sky TSI to provide 12 months of workmanship warranty from the date of acceptance
- ❖ Sky TSI installers are Certified by the partnership manufacturer
- ❖ Estimate timeline – Sky TSI will work with the school on the starting date. We estimate this project would be complete in 5 business days.

Magnolia Public Schools Cabling Quote

Item #	MFTR	Part #	Description	Qty	Unit	Unit cost	Extended cost	Total amount
CABLING								
1	Leviton	LEV61110-RL6	Cat 6 Drop Complete Installation	220	EA	\$50.00	\$11,000.00	\$11,000.00
	ClearLink	CL2993	Cat 6 Patch Cable	220	EA	\$5.50	\$1,210.00	\$1,210.00
	Leviton	69270-U48	Cat 6 Mod Patch Panel - 48P	5	EA	\$54.87	\$274.35	\$274.35
6, 7 and 8	TrippLite	SRW18US	19U Wall mount enclosure MDF	1	EA	\$600.00	\$600.00	\$600.00
	TrippLite	SRU08U22MD	19U Open Rack	3	EA	\$150.00	\$450.00	\$450.00
	Sky TSI	Backboard	Backboard	3	EA	\$45.00	\$135.00	\$135.00
2 and 3	Leviton	49991-LLC	Fiber Optic Connector	24	EA	\$10.00	\$240.00	\$240.00
	Berk-Tek	PDR012FB3010/F5	Fiber Optic Cable - OM4	200	FT	\$2.00	\$400.00	\$400.00
	Leviton	5R1UM-S03	Fiber Optic Patch Panel - 1U	3	EA	\$350.00	\$1,050.00	\$1,050.00
	Leviton	5F100-2QC	Fiber Adapter	4	EA	\$85.00	\$340.00	\$340.00
	CommScope	FEXLCLC42-BX	Fiber Optic Patch Cable - 2M	8	EA	\$30.00	\$240.00	\$240.00
9	Sky TSI	72145	25' HDMI Cable	24	EA	\$35.00	\$840.00	\$840.00

Total Labor	\$22,273.10
Total Material	\$16,779.35
Tax	\$1,300.40
Shipping	\$419.48
Grand Total	\$40,772.33



174 W. Lincoln Ave #519, Anaheim, CA 92805
Phone: 657-230-7020 - Fax 657-230-7021

COMPANY INFORMATION

COMPANY INFORMATION

Name	Sky Technology Solutions, Inc.
Federal Tax ID	81-2256030
Dun & Bradstreet #	042850769
SPIN #	143049561
FCC FRN #	0025856980
Arizona Contractor License #	CR-67 Low Voltage Systems 316565 CR-11 Electrical 317447
California Contractor License #	C-7 Low Voltage Systems 1021572 C-10 Electrical 1021572
PWC Registration #	1000045150



EXECUTIVE SUMMARY: Sky TSI has been established as a turn-key IT E-Rate service provider in California. We provide complete end-to-end IT services, from initial assessment and design, to project management and implementation, and finally through post completion support. Sky TSI is a company committed to designing, implementing and supporting cost-effective technological solutions for your district. With over 20 years

of combined experience in the IT field, we have proven to uniquely qualify to implement enterprise network/system. Our core business as a service provider is based strictly on the accomplishment of the awarded E-Rate projects with K-12 public schools, public libraries, and the consortiums. We are intimately familiar with any rules or regulations essential to the E-Rate program. As a service provider, we are dedicated to ensuring your school receives the highest return on your technology investment.

BUSINESS SERVICES

IT Network/System Engineering
Telecommunication services

Infrastructure design and deployment
Structured Network Cabling

Sky Technology Solutions, Inc. SLED division focuses on E-Rate project implementation. Our solutions have always been gear toward the student and the teacher: Stability and Speed. Our experience came from working with similar entities such as <school>, thus, understanding and accommodating the school needs are the reasons that set us apart from other service providers. For E-Rate and school objective, we realize cost is a major factor in winning or losing a project. Our Account Executives work tirelessly with all of the major IT manufacturers to compete for the lowest price possible.

COMPANY BACKGROUND: Formed by a group of **Millennials**, Sky Technology Solutions is an employee-owned company. Back in 2011 all of us used to work in a corporate environment where we either managed entire IT infrastructure, a facility and an entrepreneur. Having the education and deep experience in all phases of IT we decided to form Sky Technology Solutions Incorporated. All of us grew up in the technology age; thus we do know the SKY is the limit. Our proposals and designs are based on one thing in mind: **EXECUTION**. Because of our acceptance to change, we are constantly challenged to find new solutions to our client needs. Innovation together with team work, our clients extremely enjoy



the openness and fresh thinking of our approach. Sky Technology Solutions Inc. is a young, well-educated, skilled in technology, energetic and innovative company.

BUSINESS FINANCIAL STABILITY: Classified as a Small Business Enterprise, Sky Technology Solutions Inc. has numerous advantages over many large IT solutions corporation. Our business is so lean in overhead in that we are able to compete with national IT solutions providers as well as maintaining a consistent positive cash flow to our dedicated employee-owners. Year over year, Sky TSI has grown steadily by recruiting Project Managers, IT Engineers, and Structured Cabling Engineers. When awarded a contract, we are readily available to purchase all necessary tools, equipment and materials for the project and absorb any upfront cost prior to the project start date. Invoices are to generate after the completion of the project, via either BEAR or SPI method or at the discretion of the district. Sky TSI does not have any pending legal litigation, planned office closures, impending merger or bankruptcy. Confidential Income Statement and Balance Sheet are readily available upon request.

EXPERIENCE AND QUALIFICATION



Sky TSI owners are highly skilled, qualified and experienced professionals who can provide expert solutions and solve the most difficult IT problems. **We do not have employees; we only have dedicated shared owners with exceptional IT skills.** Professional who joins Sky TSI is to be considered part of the family and as a result, each individual brings a can-do attitude, enthusiasm and a wide range of technical expertise that will meet our client’s needs.

To deliver the technology, we partnered with many of the IT enterprise-class manufacturers. To us, all of the school districts, regardless of size, are ENTERPRISE class facility. When asking for recommendation on RFP with “No Reference” manufacturer, we always choose the most high-value cost effective solution. Even though non-enterprise manufactures, such as Netgear and D-Link, are functional, they are designed for consumer class of service.

PARTNERSHIP

Cisco
Brocade
Aruba Wireless
APC
Palo Alto Networks

Cisco Meraki
Ortronics
Aerohive Wireless
Primus Cable
Tripp-Lite

Berk-Tek Leviton
Ruckus Wireless
HPE
Adtran
Belden/Mohawk

By partnering with the above manufacturers, we gain invaluable training resources to continue to stay ahead of the latest technology and competitive edge over our competitors. Our core business is to provide smart technology solutions and obligated to our client’s network/system infrastructure, therefore; we are constantly upgrading our skillset, follow industry trending and adhere to new regulations to meet our client’s agreement.

Sky TSI complies with all the public works regulatory: prevailing wages, state bond, FCC green status, certified payroll, worker’s compensation insurance, CMAS contract and others requirement for K-12 school districts and state/local agencies.

STRUCTURED CABLING EXECUTION PLAN

STRUCTURED CABLING EXECUTION PLAN

Almost 50% of our professional services come from the deployment of structured cabling. Our technicians are trained installer for Berk-Tek, Belden/Mohawk and Ortronics Superior Essex. Sky TSI team is authorized to performed the design, installation and maintenance, in accordance with recognized TIA/EIA, ANSI/UL, and ISO/IEC industry standard. In addition to being certified by the above companies, Sky TSI is also licensed by the State of California to perform Low Voltage System installation with a C-7 license.

SPECIALTIES

IT Infrastructure - EIA/TIA Standards-based Cabling Systems

Copper and Fiber Premises Cabling

Backbone and Outside Plant Cabling

Horizontal cable plant design, Voice and Data - Bonding and Grounding :

Construction of conduit EMT, Raceway and Pathway

SCOPE OF WORK

An on-site pre-survey visit to be performed with the service provider and a designated Customer representative. This is typically <school> IT Manager and/or Project Manager, etc. Sky TSI will notify <school> representative of any issues that may hinder survey activities. Sky TSI's PM and Customer representative to discuss and confirm:

- Project schedule and set milestone
- Physical access
- Allowable working hour
- Staging of structured cabling equipment
- Gather and confirm actual location of the drops

This is where the rubber meets the road. Sky TSI engineer will carry on the actual deployment of the device or services. Each activity is described in further detail below.

Each step is to be recorded on the implementation record.

SKY TSI'S SITE SURVEY IN DETAIL

Site survey – Three steps process for every cabling project: 1. Gathering information 2. Performing the survey 3. Evaluating the findings. The information gathering phase includes obtaining a full and complete set of all documentation for the project including the project drawings and specifications. The site survey is an important opportunity to match the information on the blueprints with the real world, so it should be a thorough evaluation of the job site, not just a walk through

1. Project drawings and specification – verify with the facility manager for accurate building drawing
2. Installation drawings – Identification of Equipment room, Telecom Room, Telecom Pathways, Work Area Outlets
3. Major materials – Cable type, Conduit, Sleeves, Slots, Support, type of wall construction and frame

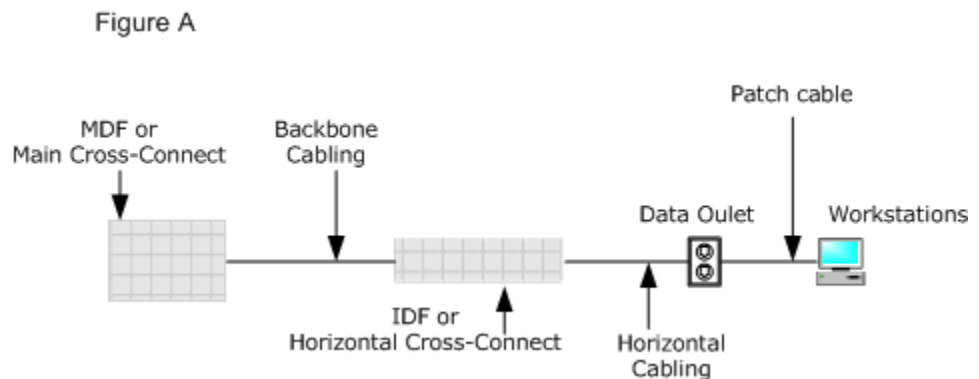
STRUCTURED CABLING DESIGN

After the site survey and/or site walk, our technicians plan and design a cable plant management system that will allow businesses to **cost effectively** plan, install, and manage the complex cable and fiber infrastructure required by today's networks. At Sky TSI we understand the high cost of physical plant change and implementation, and the

challenges of effectively maintaining that physical plant for an increasingly mobile work force. Employee moves, additions, and drops can also be managed through this solution.

Our structured engineer's broad experience in cable and fiber plant design and implementation can assist businesses in deciding the best investment of scarce IT resources into new infrastructures. Designs are consistent with

today's business needs, characteristics, and requirements. Along with the information transfer needs of organizations, the solution incorporates planning, required facility modifications, installation planning and implementation, start-up and check out, testing and certifications, and on-site support services.



Use Structured Cable Implementation to:

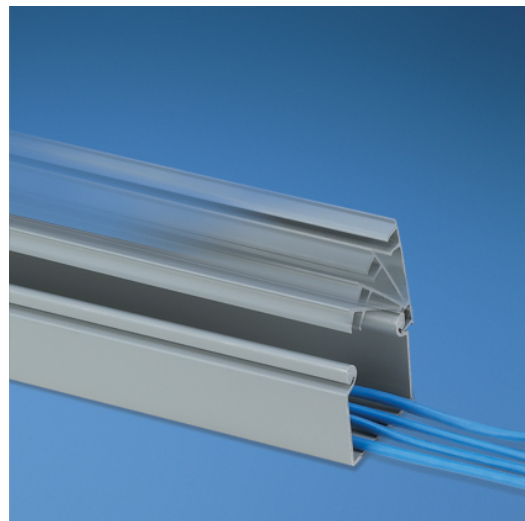
- Ensure manageability, operability, and infrastructure requirements are part of the planning, development, and deployment of the project plans
- Improve overall IT availability, performance, and quality-of-service levels by aligning development and deployment of new applications or equipment with operational requirements.

CABLE PLAN MANAGEMENT

Cable plant management is the design, documentation, and management of the lowest layer of the OSI network model-the physical layer. The physical layer is the foundation of any network whether it is data, voice, video or alarms, and defines the physical media upon which signals or data is transmitted through the network.

Approximately 70% of your network is composed of passive devices such as cables, cross-connect blocks and patch panels. Documenting these network components is critical to keeping a network finely tuned. The physical medium can be copper cable (e.g., cat 5), coaxial cable, optical fiber (e.g., single or multimode), wireless or satellite. The physical layer defines the specifics of implementing a particular transmission medium. It defines the type of cable, frequency, terminations, etc. The physical layer is relatively static. Most change in the network occurs at the higher levels in the OSI model.

Key components of the cable plant include the entrance facility, equipment room, backbone cable, backbone pathway, telecommunication room, and horizontal distribution system. We can show you how to develop an online inventory and management system that will let you take control of these critical infrastructure resources.



STANDARDS AND REGULATIONS

Sky TSI adheres to the following regulations and standards on all structured cabling work:

- ✓ Federal Regulations
- ✓ NEC Chapter 8 Communication Systems and Article 250 Grounding
- ✓ NFPA 70 National Electric Code

State of California Regulations

- ✓ Occupation Safety and Health Act (OSHA)
- ✓ Title 24, Building Standards, State of California
- ✓ Title 19, California Code of Regulations
- ✓ Title 8, Electrical Safety, State of California DIR Standards
- ✓ ANSI C2-2001 National Electrical Safety Code
- ✓ ANSIC80.3 Specification for Zinc-Coated Electrical Metallic Tubing
- ✓ ANSI/UL 797 Electrical Metallic Tubing
- ✓ ANSI/CEA S-83-596-2001 – Fiber Optic Premises Distribution Cable Technical Requirements

Industry Standards

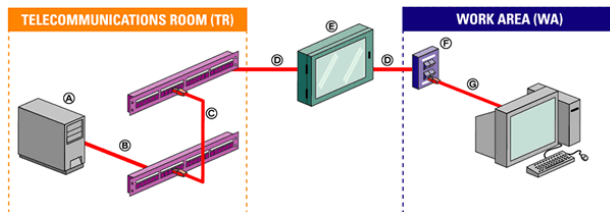
- ✓ TIA/EIA-568-C Commercial Building Telecommunications Cabling Standard
- ✓ TIA/EIA-568-C.1 General Requirements
- ✓ TIA/EIA-568-C.2 Balanced Twisted Pair Cabling Components Standard
- ✓ TIA/EIA-568-C.3 Optical Fiber Cabling Components Standard
- ✓ TIA/EIA-569-A Commercial Building Standard for Telecom Pathways and Spaces
- ✓ TIA/EIA-607 Commercial Building Grounding/Bonding
- ✓ National Electrical Manufacturers Association (NEMA)
- ✓ ISO/IEC ISO 11801 Generic Cabling for Customer Premises
- ✓ Building Industry Consulting Services International (BICSI) Telecommunications

MATERIAL TO BE USED

Sky TSI structured cabling products to be used are all certified by the manufacturer. We proudly only use network cables and jacks that are manufactured in the USA. Our main suppliers are Belden/Mohawk and Berk-Tek/Leviton. A summary of the equipment, in general, is listed below:

- ✓ Work area shall consist of Patch cord, Modular Inserts and Jacks, Faceplates
- ✓ Patch cord
 - All category 6e channel patch cords shall be constructed with a snagless boot, made of molded PVC.
 - All category 6e channel patch cords shall be constructed with category 6e patch cable 24 AWG, 7/32 tinned copper stranded patch cable, insulated with polyolefin and paired, jacketed with PVC, ETL verified for ISO 11801, (UL) NEC type CMR, 75 C, Article 800 CSA Type CMG.
 - Category 6e channel patch cords shall be 100% factory tested to pass return loss (RL) and near-end cross talk (NEXT).
 - All category 6e channel patch cords shall be manufactured using a T568-B plug wiring format.

HORIZONTAL DISTRIBUTION CABLING



The horizontal distribution cabling system is the portion of the telco cabling system that extends from the Work Area (WA) telcos outlet/connector to the Horizontal Cross Connect (HC) in the telco room (TR). When designing the horizontal distribution system, our team acknowledges the typical wire limitation. During the site visit, we must consider cable type, length, color reference and

recommend the placement of the IDF if there's one. Most school administrators do not understand the network signals from the telecommunication room to the work areas and the limitation. Part of the consultation is for us to

educate our customer above and beyond the plug'n'play. The horizontal distribution system for a typical school consists of:

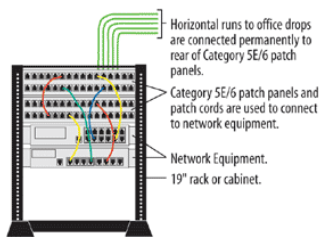
- ✓ Cabling Support System - J-hooks
 - Support all horizontal cabling every 48 inches
 - Cable supports shall have flared edges to prevent damage while installing cables
 - Cable supports shall provide a bearing surface of sufficient width to comply with required bend radii of high-performance cables: cULus Listed.
 - Fastener to be installed with one continuous cable support, factory or job site assembled.
- ✓ Copper Station Cable - Category 6 Copper Unshielded Twisted Pair (UTP) Cable
 - U.S. made by Belden/Mohawk and Berk-Tek/Leviton
 - The cable shall consist of four unshielded twisted pairs of thermoplastic insulated bare copper enclosed in a thermoplastic jacket
 - Cable shall be proven to support Gigabit Ethernet / 1000BASE-T / IEEE 802.3ab, ATM up to 155 Mbps, IEEE 802.3af Power Over Ethernet for VoIP
 - Cable shall have been certified with the UL 1666 Vertical Tray Flame Test.
 - Cable shall be available in a Plenum, Riser and Indoor/Outdoor rated jackets.

BACKBONE CABLING

The backbone cabling system is the portion of the telecommunications cabling system that extends from the Main Cross Connect (MC) to each Horizontal Cross Connect (HC). Our structured engineers are trained on two types of connection: Fiber and Copper.

- ✓ Fiber Optic Backbone Cabling
 - Cable shall be UL/cUL OFNR/OFN FTA rated and be flame resistant in accordance with the UL 1666.
 - Cable shall be an outside plant (OSP) rated jacket
 - Cable will be fully water blocked combining overall water blocking tape and a moisture blocking gel for each individual tube.
 - Fiber Cable Crush Resistance (EIA-455-41) = 2000 N/cm
 - Fiber Cable Impact Resistance (EIA-455-25) = 2000 Impacts w/1.6 N-m
 - Cable shall be constructed of 9µ/125 multi-mode capable of:
 - 1 Gigabit Ethernet Link at 1000m/600m (@850nm/1310nm)
 - 10 Gigabit Ethernet Link at 300m/300m (@850nm/1310nm)
- ✓ Copper Backbone Cabling
 - Please above "Horizontal Distribution Cabling" Copper Station Cable

TELECOMMUNICATION ROOM



The Telecommunications Room (TR) includes those products that terminate horizontal and backbone cabling sub-systems and connect them to the network equipment. This is where our engineer shines. Our goal is to dress the telco room as neat and organize as much as we possibly can. Majority of the time the IT staff work closely with the equipment; we want them to easily identify any newly cable Sky TSI installed. The equipment we install includes:

- Copper Patch cords
- Connect patch panel to network switch
- All patch cords will be three (3) feet in length
- Manufacture: Belden/Mohawk or Berk-Tek
- Color: Data = Blue, Voice = Red (upon approval of district)

- Fiber Optic Patch Cords
 - Connect fiber optic patch panel to network switch SFP+
 - Patch cords shall be Duplex LC to LC Single Mode fiber patch cords
 - All patch cords shall be factory polished and 100% optically tested for superior performance
 - Cables shall have a mated pair MM insertion loss of less than 0.60 dB (0.25 dB typical)
 - All optical, mechanical and environmental performance shall meet and/or exceed the TIA/EIA 568-C.3 specifications.
 - Fiber patch cords will be one (1) meter long

- Horizontal Cabling Termination Equipment – Cat 6 Patch Panels
 - Panels shall be made of black anodized aluminum in 24 and 48 port configurations.
 - Panels shall have optional rear cable support bar for strain relief. Cable support bar shall attach to the rear of the patch panel itself without the use of additional fasteners or screws.
 - Panels shall have self-adhesive, clear label holders and white designation labels provided with the panel for each row of 24 ports.
 - Panels shall be ANSI/TIA/EIA-568-C.1 and ISO/IEC 11801 category 6/6A compliant.
 - Panels shall be UL Listed 1863 and CSA certified
 - Panels shall be made by and ISO 9002 certified manufacturer.
 - Manufacture: Belden/Mohawk or Berk-Tek
 - Fiber Termination Panels:
 - Panels shall be one (1), two (2) or four (4) rack spaces, accepting up to twelve (12) adapter panels
 - Adapter panels shall be available with LC single-mode adapters. Adapter shall have a zirconia alignment sleeve.
 - Panels shall be constructed of cold rolled 16 ga. steel with a black powder paint finishes and provide for fully enclosed fiber patching and termination.
 - Panels shall have a removable smoked Plexiglas front cover with optional lock kit.

- Enclosed Wall Mount Cabinet – Sky TSI standard deployment
 - The cabinet shall have a swing-out cabinet body allowing for easy access to the rear of installed equipment
 - Certifications: EIA-310-D, UL Listed, NWIN with UL60950
 - Vertical Cable Management: Cabling lacing points on the side of equipment mounting rails
 - The cabinet shall be wall mountable, enclosed on all sides, with a lockable front door and swing-out rear access to equipment.

INSTALLATION

Upon verified approval equipment, confirmed scope of work with the district, start and completion date, measurement and final approval from the district, our team is ready to install. From Sky TSI standard of deployment, each area has a specific guideline.

- ✓ Work Area Outlets Installation
 - No more than 12" of cable shall be stored in an outlet box, modular furniture raceway, or insulated walls
 - Bend radius of the cable in the termination area shall not be less than 4 times the outside diameter of the cable
 - All UTP cables shall have no more than 12.7mm (½ inch) of pair untwisted at the termination point.
 - Data jacks, unless otherwise noted in drawings, shall be located in the top position(s) of each faceplate. Data jacks in horizontally oriented faceplates shall occupy the left-most position(s).

- Voice jacks, unless otherwise noted in drawings, shall occupy the next position(s) below the data on the faceplate. Voice jacks in horizontally oriented faceplates shall occupy the position left of the data jack.
 - All faceplates installed shall be level.
 - All outlets will be labeled according to the approved labeling scheme.
 - Each faceplate shall be machine labeled. The labeling shall be placed on the faceplate so that the individual jack can be clearly identified by its associated label.
 - Sky TSI will verify the label type and scheme before installation.
- ✓ Horizontal Distribution Cable Installation
- Cable shall be installed in accordance with manufacturer's recommendations
 - Cable raceways shall not be filled greater than the TIA/EIA-56A9-A maximum fill
 - Cables shall be installed in continuous lengths from origin to destination
 - Pulling tension on 4-pair UTP cables shall not exceed 25-lb for a four-pair UTP cable
 - J-hooks shall be installed to support all station cables every 4ft to 5ft.
 - All pathways shall be run at right angles Horizontal cables shall be bundled in groups of no more than 25 cables per Caddy's CAT21 J-hook and no more than 40 cables per Caddy's CAT32 J-hook
 - At no point shall cable(s) rest on acoustic ceiling grids, acoustic panels, or lighting fixtures
 - Sky TSI is responsible for sealing around all cables that penetrate fire rated barriers
- ✓ Horizontal Cross-Connect Installation
- All UTP cables shall have no more than 12.7mm (½ inch) of pair untwist at the termination point
 - Each cable shall be clearly labeled on the cable jacket behind the patch panel
 - Bend radius of the cable in the termination area shall not exceed 4 times the outside diameter of the cable
- ✓ Cabinets, Racks, Enclosures Installation
- Wall Mount Racks/Cabinets shall be securely attached to the Telco Backboard using minimum 5/16" hardware
 - All Cabinets shall be braced to meet Zone 4 seismic requirements
 - All racks shall be grounded to the telecommunications ground bus bar

TESTING & ACCEPTANCE

Our structured engineers shall begin testing upon all cables have been terminated. All cables and termination hardware shall be 100% tested for defects in installation and to verify cabling system performance under installed conditions according to the requirements of ANSI/TIA/EIA-568-A Addendum 5, TSB-67 and TSB-95. All pairs of each installed cable shall be verified prior to system acceptance. Any defect in the cabling system installation including but not limited to cable, connectors, feed through couplers, patch panels, and connector blocks shall be repaired or replaced in order to ensure 100% useable conductors in all cables installed. All cables shall be tested in accordance with this document, the ANSI/TIA/EIA standards, the Manufacturer's Warranty guidelines and best industry practice. If any of these are in conflict, Sky TSI shall bring any discrepancies to the attention of the project team for clarification and resolution.

DOCUMENTATION CABLE PLAN



Your network is one of your school's most valuable assets. It's the central nervous system of the school—and it's growing along with your network management problems. Your challenge is to harness the power of exploding technology and make it work for you. Every minute spent tracking data, reconfiguring your cable plant or searching for the source of a problem means loss of time and productivity—and loss of educational value to the students. That's why Sky TSI will document all of your cable/jacks so that the administrator can easily identify corresponding ports in the classroom with the IDF patch panel. Cable plant documentation helps maintain the integrity of the network by tracking the continuity through equipment, patch cords, cross-connects, connectors, cables, and outlets. It encompasses the design and maintenance of the cable plant. Cable plant documentation can be an ally against the ravages of system downtime, giving you the power to configure your cable plant so you have fewer network problems.

INSURANCE & BOND



Before the commencement of the awarded project, Sky TSI shall maintain in a company lawfully authorized to do business in California. As a C-7 license holder in the state of California, we are required to maintain Comprehensive General Liability Insurance at a minimum of \$1,000,000 each occurrence and property damage at \$200,000 each occurrence. Additionally, Sky TSI will also provide

worker's compensation insurance for all of our structured engineer engaged in the project under this contract. Currently, our policy is set at \$1,000,000 per accident, which can be increased if required.

When the project is awarded to Sky TSI, we shall apply for and furnish separate payment and performance bonds for the entire project. The bond will cover 100% faithful performance of and payment of all obligations arising under the contract. We see this as an assurance and commitment from us to the district. All bonds will be provided by a corporate surety authorized and admitted to transact business in California.

CLOSE-OUT DOCUMENTATION

Sky TSI shall provide the district a comprehensive list of items that have been tested within the acceptable range. We request the district to inspect and determine whether the work is completed. After the inspection, the district should disclose any items that deemed to be incomplete in accordance with the requirements. We will make all necessary procedures to correct the issues. Upon successful inspection by the district and Notice of Completion is submitted, workmanship warranty shall commence on the date of completion. Sky TSI shall provide two (2) full documentation sets to the district's representative for approval. One (1) to be a hard copy and one (1) to be an electronic copy. Documentation shall include the items detailed in the sub-section below.

- ✓ Printouts generated for each cable by the wire test instrument shall be submitted as part of the documentation package
- ✓ Drawing of conduit routes, utility vault/pull box locations, surface mount enclosure locations, PVC to GRC transition points and the approved labeling identifiers.



Technology
Solutions

174 W. Lincoln Ave #519, Anaheim, CA 92805
Phone: 657-230-7020 - Fax 657-230-7021

CUSTOMER ACKNOWLEDGEMENT & VENDOR WARRANTY STATEMENT

The Customer, by signing below, indicates that the **Structured Cabling Execution Plan & Scope of Work** has been read and the terms outlined within have been accepted. This Execution Plan is part of Sky Technology Solutions, Inc. Product and Services Agreement. Pricing for the installation of the products for this Execution Plan is provided in COST PROPOSAL. The Customer also is aware that any delays incurred because of any of the reasons listed in the Customer responsibilities section are considered billable time. Any questions concerning Sky TSI responsibilities and the work to be done should be directed to the Sky TSI representative.

Sky Technology Solutions, Inc. guarantee that the construction work described above has been performed in accordance with, and complies with, the Scope of Work. We agree to repair or replace any or all of the work, together with any other adjacent work which may be required in connection with it, that may prove to be defective in workmanship or material within a period of 12 months from the date of acceptance of the project by Customer and the filing of the final verified report with the School/District, ordinary wear and tear excepted.

In the event of our failure to comply with these conditions within the applicable time frame as determined by Customer pursuant to the Scope of Work, in no event later than fifteen (15) business days after being notified in writing by Customer, we authorize Customer to proceed to have the defects repaired at our expense, for which we will pay the costs and charges upon demand.

Payment Term:

Non-discount portion is due upon execution of this agreement
Sky TSI to submit "SPI – FCC Form 474" to USAC for the discount portion

Date: _____

Signature : _____

Company: _____

Print Name & Title: _____

Date: 11/1/2018

Signature:  _____

Service Provider: Sky Technology Solutions

Print Name & Title: Nathan Huynh, PM

REFERENCES

Entities	Address	Contact	Email	Phone	Description	Cost	Date
Department of Homeland Security - FEMA	1111 Broadway, Oakland, CA 94607	Maurice Moore	maurice.moore@fema.dhs.gov	510-627-7072	Removed old cable and installed a total of 300+ new CAT 6 and fiber pull	\$75,000.00	Oct. 2018
SnowLine Joint Unified School	4075 Neilson Rd, Phelan, CA 92371	Rick Hernandez	rick_hernandez@snowlineschools.com	760-868-5817	E-Rate Total of 3 campuses Removal of old data cable Install 1200+ network drops All drops were certified Involved total of 40+ MDF/IDFs	\$252,000.00	July 2018
Advanced Medical Builder	885 N Shepard St. Anaheim, CA 92806	Samson Hu	samsonhu@ambcorp.net	714-634-4430 x202	MDF/IDF build out. Low voltage subcontractor for all copper and fiber installation	Telecom subcontractor for AMB	Jun. 2017
Whittier Union School District	9401 S. Painter Ave Whitter, CA 90605	Karen Yeh	karen.yeh@wuhsd.org	562-698-8121	E-Rate project Total cable run - 555 Involve 6 district campuses Install 555 AP in classroom	\$140,000.00	July 2018
Hansen & Adkins Auto Transport	3552 Green Ave, Los Alamitos, CA 92720	Mark Friedman	mfriedman@hansenadkins.com	562-742-2030	Completely rewired entire corporate office with Cat 6 Plenum and OM3 Fiber	\$189,000.00	Jan. 2017
Housing & Community Development	2020 W. El Camino Avenue, Suite 330, Sacramento, CA 95833	Stephanie Leibforth	stephanie.leibforth@hcd.ca.gov	916-263-6875	Fixed network drops and reterminated work area cubicles	NDA	Jun. 2018
Chores LLC	18455 E. 7th Phoenix, AZ 85023	Ryan T.	ryan@choresllc.com	714-317-3204	Rewired entire distribution center 200 Cat 6A drops and installed 23 switches. Rebuilt 12 IDFs with enclosed cab. Ran fiber uplink to MDF location.	\$320,000.00	Sept. 2016
LA Fitness International	2600 Michelson Drive Irvine, CA 92612	Pak Yoh	paky@fitnessintl.com	951-703-8945	MDF/IDF build out. Install Cat 6 wiring and deployed new switches	\$75,000.00	Dec. 2016
Fullerton College	321 E. Chapman Ave, Fullerton, CA 92832	Long Tran	ltran@fullcoll.edu	812-270-3811	MDF/IDF cabinets and patch panel upgrade. Cat 6 drops added around entire campus	\$50,000.00	Mar. 2017

LEGAL DOCUMENT



CONTRACTORS STATE LICENSE BOARD

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code and the Rules and Regulations of the Contractors State License Board, the Registrar of Contractors does hereby issue this license to:

SKY TECHNOLOGY SOLUTIONS INC

License Number 1021572

to engage in the business or act in the capacity of a contractor in the following classifications:

**C-7 - LOW VOLTAGE SYSTEMS
C10 - ELECTRICAL**

Witness my hand and seal this day,

August 24, 2018

Issued December 7, 2016

Marlo Richardson, Board Chair

David R. Fogt, Registrar of Contractors

This license is the property of the Registrar of Contractors, is not transferable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason. It becomes void if not renewed.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

08/20/2018

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.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must 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 rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Hiscox Inc. d/b/a/ Hiscox Insurance Agency in CA 520 Madison Avenue 32nd Floor New York, NY 10022	CONTACT NAME: PHONE (A/C. No. Ext): (888) 202-3007		FAX (A/C. No.):
	E-MAIL ADDRESS: contact@hiscox.com		
INSURER(S) AFFORDING COVERAGE			NAIC #
INSURER A : Hiscox Insurance Company Inc			10200
INSURED Sky Technology Solutions Inc. 11102 Rainier Ct. Garden Grove CA 92841	INSURER B :		
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

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.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	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 GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			UDC-1829290-CGL-18	10/04/2018	10/04/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ S/T Gen. Agg. \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

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

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
2/25/2016

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.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must 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 rights to the certificate holder in lieu of such endorsement(s).

PRODUCER GEICO One GEICO Boulevard Fredericksburg, VA 22412	CONTACT NAME GEICO	
	PHONE (A/C, No, Ext): 1-866-509-9444	FAX (A/C, No):
	Email Address: R1COMMEND@GEICO.COM	
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: GOVERNMENT EMPLOYEES INSURANCE COMPANY		22063
INSURED SKY TECHNOLOGY SOLUTIONS, INC. 174 W LINCOLN AVE 509 ANAHEIM CA 92805-2901	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

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.

INSR LTR	TYPE OF INSURANCE	ADD'L INSRD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YY)	POLICY EXP (MM/DD/YY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR _____ GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED. EXP (Any one person) PERSONAL & ADV. INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG.	\$ \$ \$ \$ \$ \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS			9100152938 00	2/29/2016	2/29/2019	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	\$ 1,000,000 \$ \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE AGGREGATE	\$ \$ \$
	WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y / <input checked="" type="checkbox"/> N / A (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE-EACH EMPLOYEE E.L. DISEASE-POLICY LIMIT	\$ \$ \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER SKY TECHNOLOGY SOLUTIONS, INC. 174 W LINCOLN AVE APT 509 ANAHEIM, CA 92805-2901	CANCELLATION 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
--	--



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
10/25/2018

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.

IMPORTANT: 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 rights to the certificate holder in lieu of such endorsement(s).

PRODUCER COVERHOUND INS SOLUTIONS 5655 LINDERO CANYON RD 420 WESTLAKE VILLAGE CA 91362	CONTACT NAME: PHONE (A/C. No. Ext): (844) 367-1546 E-MAIL ADDRESS: Certificate@Hanover.com FAX (A/C. No): (866) 828-2424
	INSURER(S) AFFORDING COVERAGE INSURER A : Citizens Ins Co of America INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :
INSURED SKY TECHNOLOGY SOLUTIONS INC 174 W LINCOLN AVENUE STE 519 ANAHEIM CA 92805	NAIC # 31534

COVERAGES	CERTIFICATE NUMBER:	REVISION NUMBER:
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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.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$	
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$	
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	N	WBF D712323 00	10/16/2018	10/16/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER CALIFORNIA STATE LICENSE BOARD, 9821 BUSINESS PARK DRIVE SACRAMENTO CA 95827	CANCELLATION 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
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CREDENTIALS



December 18, 2017

To Whom it May Concern:

This letter is to confirm Sky Technology Solutions Inc., located at 174 W. Lincoln Ave, Anaheim, California, is authorized to install, maintain and certify Berk-Tek products.

As a certified integrator in the OASIS program, Sky Technology Solutions Inc., is authorized to provide a Berk-Tek Leviton Limited Lifetime Warranty covering Berk-Tek cable and Leviton connectivity on projects they install.

If you have any questions or need additional information about the OASIS program, please contact me at kelly.urbanik@nexans.com or by phone at 717-355-7686.

Sincerely,

Kelly Urbanik
Contractor Programs Manager
Berk-Tek LLC





CERTIFIED INTEGRATOR

Sky Technology Solutions Inc.

174 W. Lincoln Ave, 509, Anaheim, CA, 92805

is authorized to register and install Structured Cabling Systems under the terms and conditions of Berk-Tek's Open Architecture Systems Interconnection Solutions (OASIS) Program.

CERTIFICATE VALID:
1/1/2018 through 12/31/2018
CERTIFICATION NUMBER:
CA2017009700



Kelly M. Urbanik
CONTRACTOR PROGRAMS MANAGER



Ortronics

Certificate of Accomplishment

Awarded to

Nathan Q Huynh

in recognition of satisfactory completion of the


CI Tier Technician Certification Training

October 16, 2018

for

Sky Technology Solutions Inc



Approved by: 
Cindy Montstream, Director of Training & Contractor Program

Event ID: **OV-LEGR-CT-0817-2**

BICSI CECs Awarded:

RCDD: 5 RITP: 5 ESS: 0 NTS: 0 OSP: 0 WD: 0

ITS Installer 2, Copper/Optical Fiber: 5

ITS Technician: 5 Certified Trainer: 5

Nathan Huynh

Has successfully completed the training and examination requirements under the Fluke Networks CCTT Program and is hereby recognized as a

Versiv Copper Certified Cabling Test Technician

For Copper Certification
with the DSX Series CableAnalyzer



Mike Pennacchi

Network Protocol Specialists, Authorized CCTT Fluke Training Organization



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11/7/18

WE HAVE PREPARED A
PROPOSAL FOR:

MAGNOLIA SCIENCE ACADEMY-1 CABLING SERVICES

Rasul Monoshev, MPS
IT Director
Magnolia Public Schools 250
East First St, STE1500,
Los Angeles, CA 90012



REQUESTS FOR PROPOSALS

PROPOSAL DEADLINE DATE
5:00 PM PST, Friday, 11/09/2018 and
may be delivered as follows:

Email it@magnoliapublicschools.org



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WHY CHOOSE XTS?

X-act Technology Solutions, Inc.(XTS) has become a leading provider of Voice/Data Cabling in California, and concentrating on local cities and businesses has allowed us to be more personal and accessible to our clients. With our Main office in Los Angeles and additional offices in Encino and Fresno, CA we are capable of providing dedicated attention to Our clients through our close proximity and exceptional staff. We value and support the communities we serve and believe this is evident in our dealings and work relationships we have with Governmental Agencies and Private Corporations. We invite you to contact our references as we feel these are an ultimate measure of our service. X-act Technology Solutions, Inc.(XTS) provides a multitude of Information Technology Services such as:

Network Services
Voice/Data Cabling
Backbone Fiber

I.T. Staffing
Outsourced Help Desk
VoIP Phone Systems

24 x 7 IT Support
Security Cameras
Wide Area Wi-Fi

X-act Technology Solutions, Inc. (XTS), is a provider of Pure IP Voice, IP Telephony, IT Networking, Desktop Computer, Security, Cabling, and Wireless data solutions. We hold a C-10 license for electrical as well as a spin number for E-rate funding. For over a decade **XTS** has served the small-to-medium-size and Enterprise businesses network communications needs, along with educational institutions and government entities in California. We are a proud re-seller of ShoreTel Voip Telephony Systems, HP and Microsoft certified. Our engineering team designs technology-based business solutions that save money, improve revenue and bring additional value to your bottom line. We insure that all our technicians are up-to-date on all the latest technology and are certified in a variety of hardware & software applications, this means that you and your staff are always working with a qualified professional.

Corp Office: X-act Technology Solutions, Inc 1920 Hillhurst Ave # 1134 Los Angeles, CA 90027
Ed Coleman – Encino Office 818 465-6765P 818 922-8520F Ed@xactts.com
CA corporation formed in 2007 **Contractors License Number 726924 C-10**
EIN Number 27-1434731 **SPIN Number 143037537 DIR Number 10000008257**
3 offices in California 15 Cable Technicians



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REFERENCES GOVT.

CITY OF HAWAIIAN GARDENS – HAWAIIAN GARDENS, CA \$1,500,000 / Year

CAT6A Data Cabling, Voip Phones, Cameras

Customer Established: November 2017 – Current

We installed over 800 CAT6 cable drops and Patch Panels, WIFI, and a ShoreTel Voip phone system for over 100 users. Installed over 800 HD Cameras w/cat 6A cable

Information Technology Manager: Sergio Cueva (562) 884-0421, sergio@hacity.org



CITY OF WEST COVINA – WEST COVINA, CA \$380,000 / Year

CAT6A Data Cabling, Fiber, Cameras, Fiber, WIFI

Customer Established: June 2017 – Current

XTS installed city-wide Cabling/Fiber/Wifi/Cameras for various sites including: City Hall, PD, Sr Center and 5 fire stations. We have installed over 100 AP's, 300 cameras and over 900 CAT6a cable drops, data racks and patch panels. Installed over 7,000' of sm and mm fiber

Public Works Supervisor: Miguel Hernandez (626) 939-8731, miguel.hernandez@westcovina.org



CASTIAC LAKE WATER AGENCY (CLWA) SANTA CLARITA, CA \$950,000 / Year

IT Support Contract, Camera System

Customer Established: November 2017 – Current

XTS has a 5 yr support contract with CLWA to perform 24/7 system support. We do on-site and remote Support. Installed 100 Cameras, Fiber, and Cat 6 cable.

IT Tech: Jeff Herbert (661) 297-1600, jherbert@clwa.org



CITY OF SIMI VALLEY – SIMI VALLEY, CA \$260,000 / Year

CAT6 Data Cabling, Fiber, Data Racks

Customer Established: Dec 2016 – Current

The City of Simi Valley chose X-act Technology Solutions to provide over 980 CAT6 voice/data drops at City Hall, The Police Dept, Library, Sanitation dept, Etc. We also installed Fiber, Patch Panels, and Data Racks

Principal IS Analyst: Barbara Wisly (805) 421-3374, Bwisly@simivalley.org



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REFERENCES SCHOOLS

AZUSA UNIFIED SCHOOL DISTRICT – AZUSA, CA \$240,000/ Year
CAT 6 CABLING/ FIBER for E-rate Customer Established: April 2015 – Current
XTS installed Cat 6 cable in 2 High schools and over 100 classrooms for e-rate
We did 4 drops in ea for WIFI and other Future Technologies. Installed Cameras, Fiber and Patch Cords.
Installed data racks/ Server room build out.



Technology Administrator: Mario Venzor (626) 858-6520 mariov@azusausd.k12.ca.us

ANAHEIM UNIFIED SCHOOL DIST - ANAHEIM, CA \$325,000/ Year
Cat 6 cabling for E-rate

Customer Established: Dec 2016 – Current

AUSD chose XTS to provide over 750 drops of CAT 6 cabling AND installed their Camera system for e-rate. We also installed Fiber, Conduit and Data Cabinets.

Director, Purchasing - Brad Minami (714) 999-3602 minami_b@auhsd.us



PASADENA CITY COLLEGE – PASADENA, CA. \$145,000/ Yr
Network and Power at new Math Lab for E-rate

Customer Established: Oct 2016 – Current

XTS provided 60 drops to new Math lab for e-rate. Supplied power poles and electrical. Installed Security Cameras and Cat 6 patch cords

JR Universal Construction: Jorge Velasquez (323) 461-9659 jorge.jruniversal.com



TULARE JOINT UNION SCHOOL DISTRICT – TULARE, CA \$350,000 / Year
CAT6 Data Cabling In ea Class Room for WIFI and PA System for E-rate
Project Duration: JUNE 2014 – Current

XTS installed Cat 6 cable for over 500 classrooms for e-rate We did 2 drops in the center of ea for WIFI. Installed 49 cat 6 24-port patch panels. Installed PA/clocks and Cameras in ea class room.

Director of Facilities: Chris Stevens (559) 688-2021 ext. 242 chris.stevens@tulare.k12.ca.us



CITRUS COLLEGE – GLENDORA, CA \$225,000 / Year
CAT 6 Data Cabling, Access Points, Fiber

Customer Established: Dec 2015 - Current

Citrus College chose XTS to provide over 580 drops of CAT 6 cabling.
We also installed Patch Panels, Fiber and Coax cable for their Camera System.

Network & Telecommunication Systems Supervisor - Leigh Buchwald (626) 914-8779

lbuchwald@citruscollege.edu



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DIR NUMBER/C -10 NUMBER

DIR

Legal Name	Registration Number	County	City	License Type/Number(s)	Current Status	Expiration Date
X-ACT TECHNOLOGY SOLUTIONS	1000008257	LOS ANGELES	LOS ANGELES	CSLB:726924	Active	06/30/2019

C-10

Business Information

X-ACT TECHNOLOGY SOLUTIONS
1920 HILLHURST AVE #1134
LOS ANGELES, CA 90027
Business Phone Number:(818) 465-6765

Entity Sole Ownership
Issue Date 08/29/1996
Expire Date **08/31/2020**

License Status

This license is current and active.





PRICING

OPTION #1 W/ 75" VIEWSONIC

CAT 6 CABLE 40 Boxes X \$250	\$10,000.00
CAT 6 RJ 45 JACKS 267 x \$7	\$1,869.00
CAT 6 PATCH CORD 267 X \$10	\$2,670.00
CAT 6 48 PORT PATCH PANEL 6 X \$150	\$900.00
12 STRAND MM INDOOR/OUTDOOR FIBER – 150'	\$400.00
12 STRAND MM INDOOR FIBER – 50'	\$100.00
LC FIBER CONNECTORS 48 X \$20	\$960.00
FIBER PATCH PANELS 4 X \$50	\$200.00
RACK MOUNT FIBER ENCLOSURE 3 X \$200	\$600.00
HIKVISION USA 8TB NVR 1 X \$2,000	\$2,000.00
HIKVISION USA - CAMERA 20 x \$600	\$12,000.00
HKVISION CAMERA MOUNT 20 x \$100	\$2,000.00
ADVANCED NETWORK DEVICES SPEAKER/CLOCK COMBO 45 X \$700	\$31,500.00
ADVANCED NETWORK DEVICES OUTDOOR SPEAKERS 2 X \$800	\$1,600.00
CHATSWORTH LOCKABLE SERVER RACK	\$3,000.00
CHATSWORTH OPEN RACK	\$2,500.00
CHATSWORTH IDF 4 POST RACK 2 x \$400	\$800.00
HDMI CABLES 25' 24 X \$20	\$480.00
Buzzing system for front and back outside doors 2 X \$2,500	\$5,000.00
*VIEWSONIC IFP 7550 20 X \$4,400	\$88,000.00
DIVERSITRACK HOVER MOUNT 20 X \$500	\$10,000.00
LABELS/VELCRO/TAPE/ ETC	<u>\$2,000.00</u>
	\$178,579.00
TAX (9.5%)	\$16,965.00
LABOR	\$50,000.00
TOTAL	\$245,544.00

AVG. PRICE PER CAT 6 DROP IS \$225.00





OPTION #2 W/ 65" VIEWSONIC

CAT 6 CABLE 40 Boxes X \$250	\$10,000.00
CAT 6 RJ 45 JACKS 267 x \$7	\$1,869.00
CAT 6 PATCH CORD 267 X \$10	\$2,670.00
CAT 6 48 PORT PATCH PANEL 6 X \$150	\$900.00
12 STRAND MM INDOOR/OUTDOOR FIBER – 150'	\$400.00
12 STRAND MM INDOOR FIBER – 50'	\$100.00
LC FIBER CONNECTORS 48 X \$20	\$960.00
FIBER PATCH PANELS 4 X \$50	\$200.00
RACK MOUNT FIBER ENCLOSURE 3 X \$200	\$600.00
HIKVISION USA 8TB NVR 1 X \$2,000	\$2,000.00
HIKVISION USA - CAMERA 20 x \$600	\$12,000.00
HKVISION CAMERA MOUNT 20 x \$100	\$2,000.00
ADVANCED NETWORK DEVICES SPEAKER/CLOCK COMBO 45 X \$700	\$31,500.00
ADVANCED NETWORK DEVICES OUTDOOR SPEAKERS 2 X \$800	\$1,600.00
CHATSWORTH LOCKABLE SERVER RACK	\$3,000.00
CHATSWORTH OPEN RACK	\$2,500.00
CHATSWORTH IDF 4 POST RACK 2 x \$400	\$800.00
HDMI CABLES 25' 24 X \$20	\$480.00
Buzzing system for front and back outside doors 2 X \$2,500	\$5,000.00
*VIEWSONIC IFP 6560 20 X \$3,600	\$72,000.00
DIVERSITRACK HOVER MOUNT 20 X \$500	\$10,000.00
LABELS/VELCRO/TAPE/ ETC	<u>\$2,000.00</u>
	\$162,579.00
TAX (9.5%)	\$15,445.00
LABOR	\$50,000.00
TOTAL	\$228,024.00

AVG. PRICE PER CAT 6 DROP IS \$225.00



EQUIPMENT & SERVICES SPECIFICATIONS

- Item 1:
Quantity: 220
Description: Cabling price per Cat 6 drop (according to attached blueprint plus or minus approximately 15-20 drops. The conduits and J-Hooks will be provided. See QA on last pages for more details)

- Item 2:
Quantity: 1
Description: 150 feet fiber cabling between new and old buildings (conduits will be provided for it, i.e. no conduit job needed)

- Item 3:
Quantity: 1
Description: 40 feet fiber cabling between floors (conduits will be provided for it, i.e. no conduit job needed)

- Item 4:
Quantity: 1
Description: 20 Security cameras with 8TB NVR and mounting and configuration service for the cameras

- Item 5:
Quantity: 1
Description: The bell system for the whole campus (old and new building) and mounting service for 45 rooms total and 2 outside horns.

- Item 6:
Quantity: 1
Description: Lockable closed deep Server Rack to host blade servers in MDF

- Item 7:
Quantity: 1
Description: Open Rack for cable organizing and for switches in MDF



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- Item 8:

Quantity: 2

Description: IDF Racks to host networking switches and cabling organizers

- Item 9:

Quantity: 24

Description: 25ft HDMI cables and running cables from teacher corner to the whiteboard (conduits will be provided for it, i.e. no conduit job needed)

Item 10:

Quantity: 2 total (one at the back and another for front door)

Description: Buzzing system for front and back outside doors (conduits will be provided for it, i.e. no conduit job needed) It should include buttons to talk, cameras to see who is out there. There will be a screen in main lobby where school should be able to see and talk to people before letting them into the building.

Item 11:

Quantity: 20

Description: Interactive Display Board: Viewsonic IFP7550 and IFP6560 or similar options on separate quotes (Description: 20 - 65” on one quote and 20 – 75” quote on separate for us to compare and go with)

Item 12:

Quantity: 20

Description: Diversitrack Hover Mount or similar for Item 11, Interactive Displays and mounting service for those.



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RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor qualifications, credentials, certifications, experience, and references	20%
Contract terms and conditions	10%
Total	100.00%

1. COSTS = \$245,544/ \$228,024.00 (2 OPTIONS FOR YOU)
2. COMPLETE BID. INSTALL ALL CAT 6 CABLE, ALL SECURITY CAMERAS, BELL SYSTEM, RACKS, PATCH PANELS, PATCH CORDS, NVR, AND TESTING. COMPLETE SYSTEM
3. CERTIFIED SUPERIOR ESSEX/ORTRONICS, LEVITON/BERKTEK, ADVANCED NETWORK DEVICES, HIKVISION, ARECONT AND MILESTONE. HAVE DONE OVER 20 SCHOOL DIST/GOVT. JOBS. DIR REGISTERED, HOLD A C-10 AND SPIN #.
4. PRICING GOOD FOR 90 DAYS. BILLING WILL BE NET 30-60.



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SAMPLE CALENDAR

JAN 2019						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15 -START	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	Notes:	



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FEB 2019						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 ----->	2
3	4 ----->	5 ----->	6 ----->	7 ----->	8 ----->	9
10	11 ----->	12 ----->	13 ----->	14 ----->	15 ----->	16
17	18 ----->	19 ----->	20 ----->	21 ----->	22 ----->	23
24	25 ----->	26 ----->	27 ----->	28 ----->	PROJECT COMPLETE	





Cable ID: A4-32

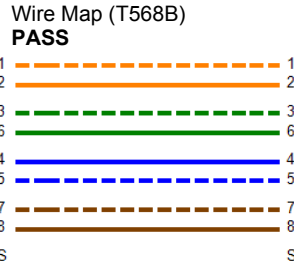
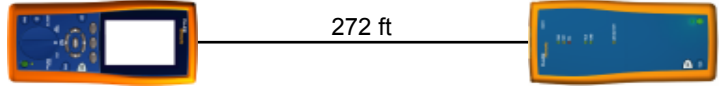
Date / Time: 02/18/2016 12:24:53 PM
Headroom 5.0 dB (NEXT 45-78)
Test Limit: TIA Cat 6 Channel
 Cable Type: Cat 6 U/UTP
 Calibration Date: 10/09/2015

Operator: DOUG
 Software Version: 2.7700
 Limits Version: 1.9400
 NVP: 68.5%

Test Summary: PASS

Model: DTX-1800
 Main S/N: 1392501
 Remote S/N: 1392502
 Main Adapter: DTX-CHA001
 Remote Adapter: DTX-CHA002

Length (ft), Limit 328	[Pair 12]	272
Prop. Delay (ns), Limit 555	[Pair 36]	423
Delay Skew (ns), Limit 50	[Pair 36]	19
Resistance (ohms)	[Pair 36]	13.8
Insertion Loss Margin (dB)	[Pair 45]	6.4
Frequency (MHz)	[Pair 45]	250.0
Limit (dB)	[Pair 45]	35.9



Worst Case Margin Worst Case Value

PASS	MAIN	SR	MAIN	SR
Worst Pair	12-36	45-78	12-36	45-78
NEXT (dB)	5.3	5.0	5.3	5.9
Freq. (MHz)	173.5	113.0	173.5	184.0
Limit (dB)	35.8	39.0	35.8	35.4
Worst Pair	12	45	36	45
PS NEXT (dB)	7.5	7.1	9.0	8.7
Freq. (MHz)	89.0	132.5	229.5	201.5
Limit (dB)	38.0	35.0	30.8	31.8

PASS	MAIN	SR	MAIN	SR
Worst Pair	45-36	36-45	45-36	36-45
ACR-F (dB)	10.5	10.2	10.5	10.2
Freq. (MHz)	242.5	242.5	242.5	242.5
Limit (dB)	15.6	15.6	15.6	15.6
Worst Pair	45	45	45	45
PS ACR-F (dB)	11.7	10.9	11.7	10.9
Freq. (MHz)	239.5	237.0	248.0	244.0
Limit (dB)	12.7	12.8	12.4	12.5

N/A	MAIN	SR	MAIN	SR
Worst Pair	12-36	45-78	36-45	45-78
ACR-N (dB)	7.3	9.0	14.5	16.6
Freq. (MHz)	8.3	113.0	230.5	247.0
Limit (dB)	52.2	16.2	-0.5	-2.5
Worst Pair	36	12	36	45
PS ACR-N (dB)	9.1	10.3	15.6	16.5
Freq. (MHz)	8.3	6.8	229.5	242.5
Limit (dB)	49.6	51.6	-3.4	-4.9

PASS	MAIN	SR	MAIN	SR
Worst Pair	12	45	78	45
RL (dB)	7.8	7.4	10.2	7.4
Freq. (MHz)	29.4	237.0	142.5	240.5
Limit (dB)	16.7	8.3	10.5	8.2

Compliant Network Standards:
 10BASE-T 100BASE-TX 100BASE-T4
 1000BASE-T ATM-25 ATM-51
 ATM-155 100VG-AnyLan TR-4
 TR-16 Active TR-16 Passive



Legrand acknowledges

X-act Technology Solutions

is Certified at the
Certified Installer (CI) tier for the period

January 1, 2018 to December 31, 2018

This certification allows the installer to offer the Ortronics Extended Product warranty for properly registered and approved projects in California. Warranty for projects outside California must be pre-approved.

A handwritten signature in black ink, appearing to read "L. McDonald".

Training & Contractor Program Manager

20174

Registration Number



Certificate of Completion OASIS Installer Training Course

Ed Coleman

X-Act Technology Solutions, Inc.

has successfully completed the Berk-Tek Certified OASIS Integrator Installer Training
and is qualified to install OASIS Program Structured Cabling Systems.

Date of Certification:

01/22/18

Berk-Tek[®]
A NEXANS COMPANY

Kelly M. Urbanik

CONTRACTOR PROGRAMS MANAGER



X-ACT TECHNOLOGY SOLUTIONS

SILVER CHANNEL PARTNER

2018



A handwritten signature in black ink, appearing to read "Tim Palmquist".

Tim Palmquist

Vice President Americas, Sales

Milestone Silver reseller

Silver partner status is the entry level of the Milestone partner program.
Silver partners can sell Milestone products that serve basic to mid-size security installations.

Capabilities

Audio:

- 8" High efficiency PA Speaker
- Optional ancillary 8-ohm speaker
- Bell scheduling, reminders and alarms
- Clock chimes
- Voice paging from a PC or IP phone, scheduled or ad hoc.
- Use provided notifications, alarms, audio files (sport, holiday, traditional, etc.), or your own

Auto Dimming:

Automatically dim for different times of day.
Reduce power usage at night to save energy.

Clock:

- 3" numbers/text
- Atomic time
- Never needs setting
- Auto-adjust for Daylight Savings
- Display 4 or 6 digits
- Configurable fonts and colors

Scrolling Text:

- Send many types of messages to it:
- Custom Configuration
- Reminders
- Alerts
- Advertising
- RSS/Twitter/News/Weather/Stock feeds
- Configurable fonts and colors
- 1 or 2 Line Display

Microphone:

- Monitoring
- Two way talking/Intercom
- Paging Supervision
- Hands-free talk back

Timer/Stopwatch:

- Display 4 or 6 digits
- Configurable fonts and colors
- Count up or down
- Count days, hours, minutes, seconds, 1/100ths of seconds
- Display timer and clock simultaneously



Features

Built in Web Server:

- Send text messages to it from the web page
- Configurable brightness and volume
- Configurable fonts
- Configurable NTP time server, time zone, etc.
- Device Status
- Field upgradable

Line In/ Out:

- Independent line-in.
- Can be configured to send line in audio to the speaker and/or add additional speakers

Easy Installation:

- Only requires CAT 5 connection (up to 300ft) to network
- Power over Ethernet (no power cord or adapter). No other equipment needed

GPIO:

- 2 inputs, 1 output
- Activate via telephone or programmatically

Multicast:

- Full multicast and broadcast support. Send audio and/or scrolling text to individual, multiple, or all devices simultaneously.

Stop Watch / Timer:

- Count up and down days, hours, minutes, seconds, 1/100ths, with configurable sounds and colors. Event-based trigger.

Sound Masking:

- Generate configurable pink noise via push button or programmatically for sound masking

Two Way Communication:

- Activate via push button
- Allows for full duplex hands free communication

Options

- Optional button for hand-free push to talk

IP Speaker Overview

The IP Speaker is a Power over Ethernet (PoE, PoE+) synchronized clock and intercom that requires only an RJ-45 connector to connect to existing data networks. Simultaneously, broadcast to both phones and speakers. The clock auto synchronizes and can be used as a scrolling text display. Standard built in microphone and speaker for two way communication.



Supported Protocols

- SIP
- DHCP
- IPv4
- IGMP
- HTTP
- ICMP
- SLP
- TCP/IP
- TFTP
- UDP
- NTP
- MDNS and MDNS-SD
- SNMPV1 & SNMPV2c

Specifications

- Weight: 8lbs
- Approx: 13"x5"(2" on bottom) x15"
- PoE (IEEE802.3af) 15.4 W or
- PoE+ (IEEE802.3at) 30.0 W
- 10/100 Mb network connection

Speaker Size:	8"
Average Sensitivity:	95dB, 1W/1M
Audio Power:	8 W / 16 W
Frequency Response:	60 Hz - 17 kHz
Polar Plot	See diagram 1

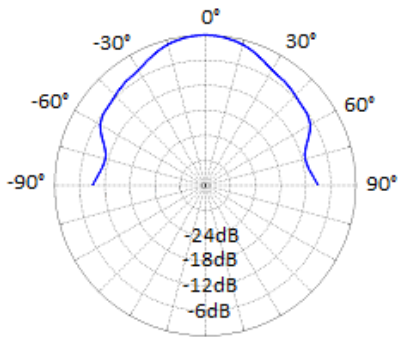


Diagram 1
8" Speaker Polar Plot
2 kHz Octave Band,
Grid Spacing = 6dB/Division

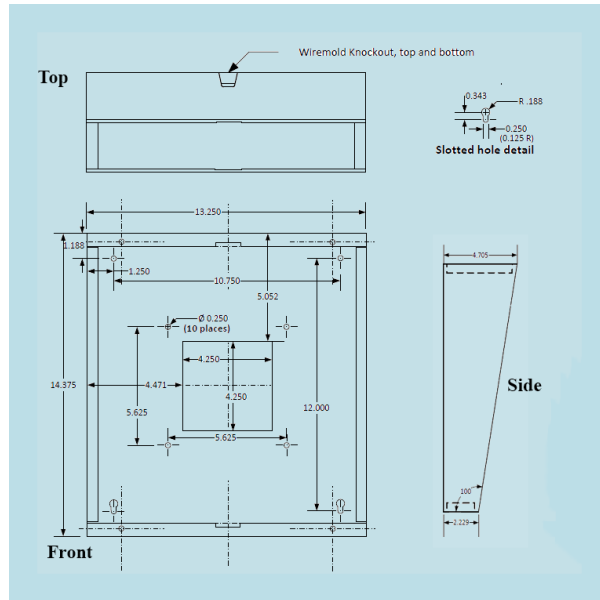
Software Options

- **No software:** External software is not required for atomic timekeeping and sending text messages from the device's web server. The devices can operate stand-alone. However, application software can be used to augment the devices capabilities and integrate the device into a mass notification system, on the phone network, etc.
- **AND Clockwise:** Instantly finds all of your AND devices, it is a clock/alarm program for scheduling, alarms, events, stopwatch, timer, optional theme sound library, sending News/RSS/Twitter/Weather/Stock feeds, etc.
- **Third Party Software:** AND has a long-standing relationship with InformaCast (SingleWire), and also supports IPSession (IPcelerate), SA-Announce (Syn-Apps), MessageNet Systems, BellCommander (AcroVista), and others. AND devices will also work with SIP-compatible products/PBX, such as Asterisk, 3CX, ShoreTel, etc.
- **Multiple:** Can run Clockwise and 3rd party software concurrently.

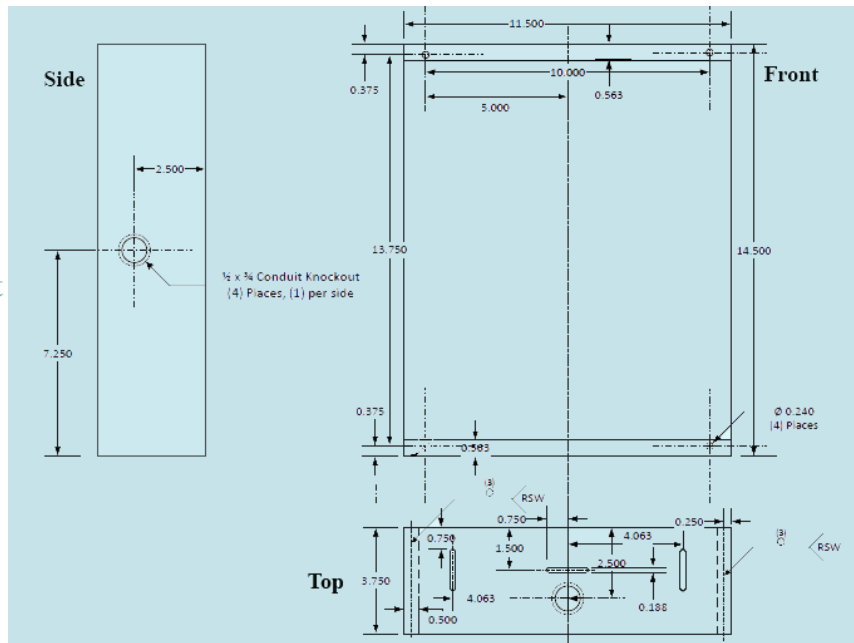
Mounting Options

IPSWD-RWB comes with a separate back box. Choose from surface mount or flush mount options.

Surface Mount



Flush Mount



Mass Notification

Designed to run on parallel systems, AND Endpoints can tie into multiple mass communications systems.

Atomic Clock & Paging

AND Endpoints keep accurate time as synchronized clocks and also serve as advanced paging and intercom systems.

Hands Free Two-Way

With one of the most robust full-duplex communication feature sets, AND Endpoints are easy to use and hands free.

IP EDUCATION

847-463-2236

anetd.com



IP Paging & Intercom

Improve the way your organization communicates with technology that is revolutionary not evolutionary

Advanced Network Devices (AND) provides best-in-class IP paging, intercom, and synchronized clocks for integration into unified communications (UC) systems. AND supports standard protocols, such as SIP, as well as API integration with UC software providers.

AND devices are some of the most robust and flexible solutions in the market.

AND specializes in advanced audio and video applications, especially as they relate to networking, notification and time keeping. Our products are developed with flexibility and interoperability in mind.

Flexibility combined with a multi-function device connected and powered by a single network cable adds value while eliminating cost.

“Advanced Network Devices provides best-in-class IP paging, intercom and atomic synchronized clocks.”

Safety First

Keeping students safe is always high priority. With regulations like the Cleary Act, it is important for campuses of all shapes and sizes to have a flexible mass notification solution and a single point of messaging.

- AND IP Endpoints can be combined with any one of the many IP based software solutions
- Broadcast to phones, speakers, SMS text, e-mail, school website and more all at once
- Easily send a notification to a specific set of classrooms, portion of the campus or the entire campus
- When there is a problem with a device or a loss of connection receive immediate notification.

“ With regulations like the Cleary Act, it is important for campuses of all shapes and sizes to have a flexible mass notification solution. ”

Rich Feature Set

Easy Installation

AND IP Endpoints connect directly back to your PoE network switch with only a CAT 5 connection. Devices run Power over Ethernet (PoE) with no additional cord or adapter. No other equipment needed. You are able to UPS backup your network at the switch ensuring operation of your communication system.

Built-In Web Server

AND IP Endpoints are totally configurable; parameters such as brightness, volume, font, and servers can be adjusted via a web browser. The web server allows for status and monitoring of server connections, audio streams, and sensor data.

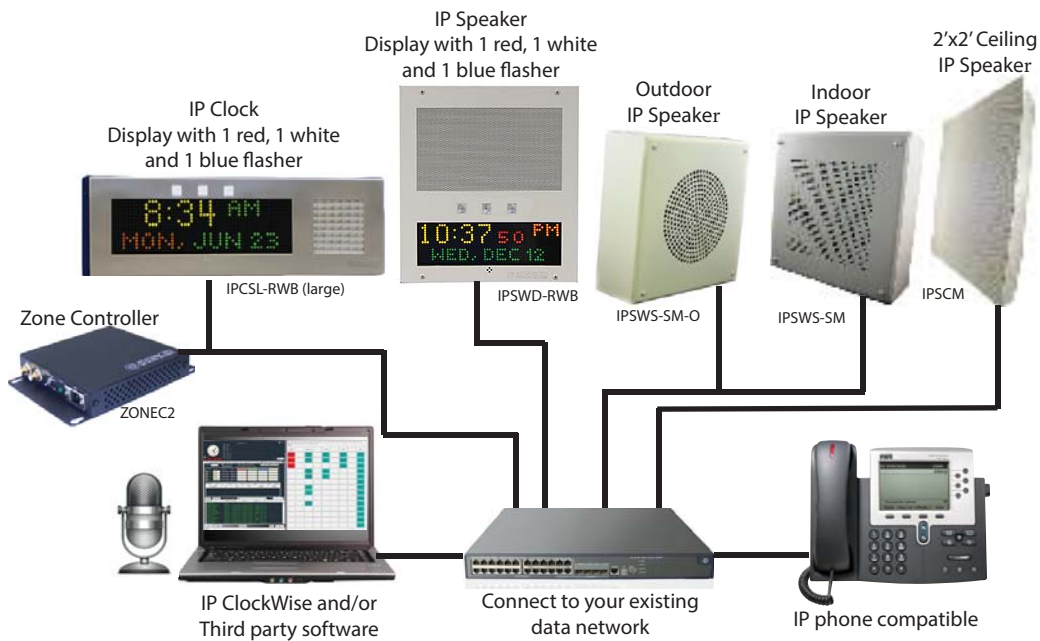
Flexibility

In addition to audio, AND IP Endpoints offer a signboard for synchronized time and scrolling text communications. Use the LED screen for messages in configurable fonts and colors for reminders, alerts, advertising, or RSS feeds.

SIP Enabled Endpoint

AND Endpoints are designed to connect to any VoIP phone system for full SIP integration.





Bell Scheduling

TONES & AUDIO

IP based bell scheduling allows for segmentation of bells by school, wing or classroom. Preload altered schedules, early releases, late starts, and assemblies.

COUNTDOWN TIMER

Leverage the built in countdown timer. Combine with the tones and bells for smooth operation of class schedules.

- Ring a predetermined tone to end the period
- Begin a countdown for the passing period
- Schedule text color change for the final 30 seconds (i.e. change to red)
- Ring the final passing period ending bell

Hands-Free 2-Way

Advanced Network Devices' call button kit (AND-BTN-KIT-1) allows for hands free, full-duplex communications.

Connect the IP endpoint via SIP to your IP phone network and talk from office to classroom and classroom to office at the push of a button.

Program the button to recognize two commands. Push once to talk to the office; push and hold to connect to campus or district security.



Advanced Innovation



Can your bell system help in an emergency? Bell scheduling, intercom and mass notification in one device

Advanced Network Devices are built and designed with multifunction in mind. The combination of a signboard, microphone, and speaker, in one device, allows for replacement of your synchronized clock system, public address system and bell scheduler.

The assignment of priorities allows you to use your mission critical notification system for everyday announcements and bells with peace of mind.

Should an emergency notification be needed, the message can be assigned a priority of 1. A priority of 1 tells the device to abort all current and previously scheduled messages to deliver the emergency message.

Integrating your system one step further becomes possible with the use of the GPIOs (general-purpose input/output) provided on all Advanced Network Devices' endpoints. Connect to pro AV systems in your auditoriums, and smartboards to shut off audio when emergency pages are made.

Leverage Existing System

ZONE CONTROLLER 2

Advanced Network Devices' zone controller allows you to take advantage of your existing analog system and integrate with IP devices and Software.

Connecting the zone controller to your existing speaker system's amplifier allows you to realize many of the same benefits of IP with your existing hardware.



May 14, 2018

Ed Coleman
Chief Operating Officer
X-act Technology Solutions, Inc
1920 Hillhurst Ave #1134
Los Angeles, CA. 90027
Lic# 726924 C-10
Email: ed@xactts.com
P: 818-465-6765 F: 818-922-8520

To Whom It May Concern,

This letter is provided to your office as a confirmation that X-act Technology Solutions, Inc. is an authorized dealer and reseller of Arecont Vision products. X-act Technology Solutions, Inc. is authorized to sell, install, and service Arecont Vision products in all states and territories that they have a valid security license for.

If there are any questions, feel free to contact me at +1.818.937.2134.

Sincerely,



Diana Cooper
Senior Manager, Sales Operations
dcooper@arecontvision.com

Education: K-12

Ernie Ace Velayo

Regional Sales Manager - Southwest

+1.916.534.6049 | Evelayo@arecontvision.com

Steve McGlasson

Regional Sales Director - Southwest

+1.858.602.2525 | Smcglasson@arecontvision.com

Made in USA Compliance

- Arecont Vision manufactures megapixel cameras that are designed and manufactured in the USA and are qualified & treated as domestic end product by US Government policies & legislation
- The **Presidential Executive Order** on Buy American and Hire American
 - *More info:* <http://tinyurl.com/kygg3bs>
- The **Buy America Act** (41 U.S.C. §§ 8301-305)
 - *More Info:* <http://tinyurl.com/ya3peh8z>
- **Federal Trade Commission Made in USA Compliance Standard**
 - *More info:* <http://tinyurl.com/y8st5kra>

Arecont Vision® Megapixel Cameras Meet the Requirements of Presidential Executive Order on Buy American

June 26th, 2017

Download document: [EN](#)



Glendale, CA (June 26, 2017) – Arecont Vision®, the industry leader in IP-based megapixel camera technology, has announced that its IP megapixel surveillance cameras meet the requirements of the April 18, 2017 Presidential Executive Order on Buy American and Hire American for manufactured goods. Arecont Vision is the only US-owned company making video surveillance cameras in the country.

"Arecont Vision is an American company that designs and builds customer-proven, award-winning megapixel surveillance cameras here in the USA, qualifying under President Trump's recent Executive Order for manufactured goods," said Scott Schafer, Executive Vice President, Arecont Vision. "The company has contributed more to the development of the megapixel camera industry through innovative design, outstanding quality, and advanced capabilities than any other vendor. Arecont Vision cameras are used by government and commercial customers for surveillance projects across a wide range of requirements."

Arecont Vision designs and assembles its products at the company's headquarters and R&D facilities in Glendale, CA. The company-designed circuit boards used in each camera are built in Los Angeles county with a Field Programmable Gate Array (FPGA) integrated circuit at their core. The FPGA is used to run the Arecont Vision-developed Massively Parallel Image Processing (MPiP) architecture, which is now in its 5th generation of development. The MPiP architecture reduces the cybersecurity risks and hidden backdoors that common embedded operating systems and licensed code or chipsets may provide in surveillance cameras from other vendors. The architecture also extends the useful life of Arecont Vision cameras by allowing new features and security updates to be applied after installation for increased customer value and protection.

Arecont Vision builds a comprehensive selection of American-made, feature-rich, single- and multi-sensor megapixel surveillance cameras for indoor/outdoor and day/night use. Arecont Vision cameras are integrated with the industry's leading Video Management System (VMS) and Network Video Recorder (NVR) platforms to deliver world class video surveillance systems that address customer requirements.

Arecont Vision cameras are available from the industry's leading security systems integrators and dealers, and are proven in hundreds of thousands of government and commercial video surveillance projects.

More info about this press release: <https://goo.gl/ErhWCC>



Leading the Way in Megapixel Video™

Situational Awareness



Situational Awareness



Situational Awareness



After:
Arecont Vision® AV12176DN
in daytime

270° coverage plus a shot
straight down!



270° Corner Layout

Situational Awareness



After:

**Arecont Vision® AV12176DN
at night with lights on**

**270° coverage plus a shot
straight down!**



270° Corner Layout

K-12 Surveillance





X-act Technology Solutions
1920 Hillhurst Ave #1134
Los Angeles, CA 90027
(818) 465-6765

5/7/18

Mr. Ed Coleman,

It is my pleasure to welcome X-act Technology Solutions, Inc to the Hikvision Dealer Partner Program. Here at Hikvision, we are committed to providing end-to-end solutions that address your customers' needs, whether they are a small-to-medium size business or an enterprise-level client. We are here to help you be even more successful and, most importantly, profitable! Our goal is to create the most positive experience for you as a Platinum Hikvision Dealer Partner (HDP). Please find above your HDP number(s) for your preferred distributor(s) and the name and contact info for your regional sales manager. You can learn more about your benefits as a partner by visiting the HDP page on our website at <http://overseas.hikvision.com/us/AE/HDP.html>. Please visit www.hikvision.com/en/us for more information about our products and services.

Your feedback is important to us. We encourage you to contact us with ideas for future program benefits, joint marketing efforts, or joint sales calls to your end users. Success is not independent, it's interdependent. We welcome any opportunity to partner with you to further our mutual success.

As a Certified installer we are here to add value with free training on all of our products.

Thank you for being a valued Partner,

Jim Matheson

Jim Matheson

Regional Sales Manager- Southern California
(619) 316-8435

DS-2CD6986F-H

8 MP Multi-Imager Panoramic Dome Camera

- Panoramic Camera
- Up to 8 MP Resolution (4 x 2 MP Sensors)
- 1/1.8" Progressive Scan CMOS
- 4 x 5 mm Fixed Lenses
- 180° Horizontal View (Stitched Image)
- Ultra-Low Light, Slow Shutter
- 1 Edge Storage MicroSD Slot, 128 GB
- 24 VAC/PoE+ (802.3at)
- Audio/Alarm I/O
- IP66 and IK10 Protection
- Heater and Fan



The Hikvision DS-2CD6986F-H 8 MP Multi-Imager Panoramic Dome Camera offers a full 180 degree view, stitched together from its four 2 MP cameras.

Four 5 mm lenses provide an ultra-wide image to address the most demanding situations. A maximum resolution of 4096 x 1800 means high detail at up to 30 frames per second (fps). A built-in microSD/SDHC/SDXC slot that supports up to 128 GB provides on-board storage.

The DarkFighter Series ultra-low light Smart cameras are able to capture high quality color images in dim light environments. DS-2CD9686F-H offers full HD resolution with PoE, defog, and 3D DNR to meet a wide variety of applications.

IK10 and IP66 certifications protect the camera from impact and inclement weather.






Available Models: DS-2CD6986F-H

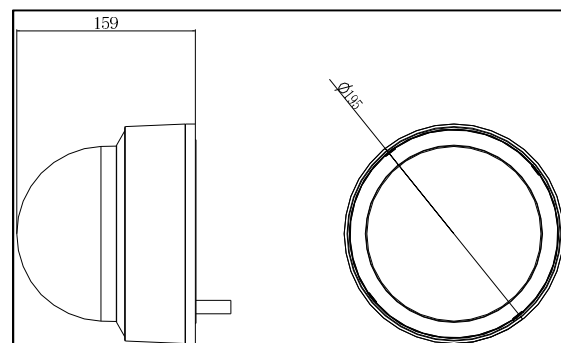


DS-2CD6986F-H	
Camera	
Image Sensor	1/ 1.8" progressive scan CMOS
Minimum Illumination	Color: 0.002 lux @ f/1.4 AGC on; B/W: 0 lux with IR
Shutter Speed	1/25s to 1/100,000s
Slow Shutter	Yes
Lens	5 mm x 4, pan: 180°, tilt 78.4°
Angle Adjustment	Pan: 0° to ~360°, tilt: 45° to ~90°
Lens Mount	CS
Day/Night	IR cut filter with auto switch/schedule/triggered by alarm
WDR	Digital
Compression Standards	
Video Compression	H.264+/H.264/MJPEG
H.264 Type	Baseline/Main/High Profile
Video Bit Rate	32 Kbps to 16 Mbps
Dual Streams	Yes
Audio Compression	G.711 (64 Kbps)/G.722.1 (16 Kbps)/G.726 (16 Kbps)/MP2L2 (32 to 192 Kbps)/AAC/PCM (16 to 64 Kbps)
Image	
Maximum Resolution	4096 x 1800
Frame Rate	Mode 1: Main Stream: 30 fps (4096 x 1800, 3840 x 1680) Sub Stream: 30 fps (704 x 320)
	Mode 2: Main Stream: 24 fps (2400 x 3840), 30 fps (1200 x 1920) Sub Stream: 30 fps (480 x 768, 320 x 512)
Image Settings	Saturation, brightness, contrast, sharpness adjustable by client software or Web browser
Back Light Compensation	Yes, zone configured
Region of Interest (ROI)	Yes, 4 regions
Digital Noise Reduction	3D DNR
Defog	Yes
Network	
Network Storage	NAS (supports NFS, SMB/CIFS), ANR
Alarm Triggers	Motion detection, tamper alarm, network disconnect, IP address conflict, storage exception
Protocols	TCP/IP, UDP, ICMP, HTTP, HTTPS, FTP, DHCP, DNS, DDNS, RTP, RTSP, RTCP, PPPoE, NTP, UPnP, SMTP, SNMP, IGMP, 802.1X, QoS, IPv6, Bonjour
Security	Three level user authentication, password authorization, HTTPS and SSH certificate, IEEE802.1X, basic and digest authentication, watermark, IP address filtering, log-in lockout
Standards	ONVIF (PROFILE S, PROFILE G), PSIA, CGI, ISAPI
Interface	
Communication	1 RJ-45 10M/100M Ethernet port, RS-485 interface
On-Board Storage	Built-in microSD/SDHC/SDXC slot, up to 128 GB
Alarm	1x I/O (up to 24 VDC 1A or 110 VAC 500 mA)
Audio	1 x 3.5 mm jack, audio in (mic in/line in)/out interface
General	
Operating Conditions	-30° C to 60° C (-22° F to 140° F), humidity 95% or less (non-condensing)
Power Supply	24 VAC ±10%, PoE+ (802.3at) UL/cUL Listed
Power Consumption	Maximum 22 W
Protection Level	IEC60068-275Eh, 20J; EN50102, up to IK10, IP66
Dimensions	Φ7.68" × 6.26" (Φ195 mm × 159 mm)
Weight	2850 g (6.28 lbs)

Accessories

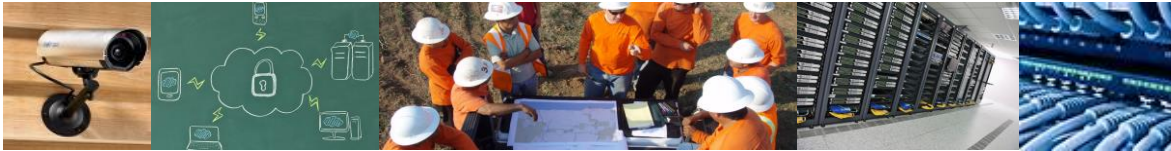
Dimensions

				
WML Long Wall Mount w/Back Box	PC210 Pendant Cap	CM Corner Mount	PM Pole Mount	Conduit Base Included with Camera



**Magnolia Public Schools
MSA-1 Cabling Services 2018**

**Developing Advanced Technology
Solutions for Your Organization**



*RFP Response
Due: November 9th, 2018 @ 5:00 p.m.*

Proposal Prepared for:

**Magnolia Public Schools
250 East First Street #1500
Los Angeles, CA 90012**

Proposal Submitted by:

Federal Technology Solutions, Inc.
1828 Railroad
Corona, CA 92880
(951) 808-9660
Email: treyb@federalsales.com



Cover Letter

Magnolia Public Schools
Rasul Monoshev, MSP IT Director
250 East First Street, Suite #1500
Los Angeles, CA 90012

Dear Mr. Monoshev,

On behalf of Federal Technology Solutions, Inc. we are pleased to submit the following proposal to Magnolia Public Schools. We have read and summarized our understanding of your initiatives in our proposal response to your bid MSA-1 Cabling Services 2018.

Federal Technology Solutions, Inc., a dedicated telecommunications company serving K-12, Higher Education, Local and State Government organizations, has a proven ability to tailor solutions to meet the specific objectives and requirements.

FTSI fully understands the District's requirements for this project and is fully prepared to provide the staffing and project commencement resources necessary to ensure the timely project completion in compliance and accepts the terms of your bid MSA-1 Cabling Services 2018.

Our team and I look forward to discussing our proposal with you in greater detail as you've had an opportunity to review all of the responses and to begin generating questions. Please contact me Trey C. Beahm, at treyb@federalsales.com; or via telephone at (951) 808-9660 for further follow up.

Thank you again for the opportunity to serve you. We look forward to your feedback and a favorable review of our response.

Sincerely,

Trey C. Beahm
Vice President, Operations/Chief Financial Officer

Table of Contents

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Section 1 – Pricing for Products and Services



1828 Railroad St.
Corona, CA 92880 O. 951-808-9660

Installation Site:

Magnolia Science Academy-1 Cabling Services
18220 Sherman Way, Reseda CA 91335
January 15th , 2019-February 30th , 2019

Quotation

Customer:

Magnolia Public Schools
250 E. 1st Street Suite 1500
Los Angeles, CA 90012
Attn: Rasul Monoshev, MPS IT Director

Today's Date: November 09, 2018

#	Description	Part No.	QTY	UNIT	LABOR	MATERIAL	Tax @ 9.50%	TOTAL
2 Item 1: Cabling Price per CAT6 Drop (Per Plan) 220 CAT6								
1	CAT6 CMP Cabling	77-246-2B	220	EA	\$ 15,692.05	\$ 11,880.00	\$ 1,128.60	\$ 28,700.65
2	CAT6 CMP Cabling (15-20)	6A-246-2B	20	EA	\$ 832.15	\$ 960.00	\$ 91.20	\$ 1,883.35
3	CAT6 Connectors	OR-KT2J6	220	EA	\$ 1,046.14	\$ 934.56	\$ 88.78	\$ 2,069.48
4	4 Port faceplates	Faceplates	151	EA	\$ 718.03	\$ 407.70	\$ 38.73	\$ 1,164.46
5	J-Hooks Cable supports provided per others per addendum				\$ -	\$ -	\$ -	\$ -
6	Cable Certification and Testing	Testing / Labeling	220	EA	\$ 784.60	\$ 264.00	\$ 25.08	\$ 1,073.68
7	CAT6 Patch Panel 110 Type 48 Port	OR-SP6U48	2	EA	\$ 106.99	\$ 379.63	\$ 36.07	\$ 522.69
8	CAT6 Patch Panel 110 Type 24 Port	OR-SP6U24	1	EA	\$ 53.50	\$ 209.16	\$ 19.87	\$ 282.53
25					\$ -	\$ -	\$ -	\$ -
					\$ 19,233.47	\$ 15,035.05	\$ 1,428.33	\$ 35,696.85
2 Item 2: 150 Feet Fiber Cabling between new and old Bldg.								
1	6 Strand OM3 Fiber	44006NG01 OFNP	150	FT	\$ 713.28	\$ 90.00	\$ 8.55	\$ 811.83
2	LC MULTI MODE FIBER CONNECTOR	OR-205KAN9GA-MM	12	EA	\$ 142.66	\$ 75.60	\$ 7.18	\$ 225.44
3	FIBER ENCLOSURE 2U	OR-EC02U-C	1	EA	\$ 142.66	\$ 158.30	\$ 15.04	\$ 316.00
4	LC Panel 6 Port	OR-OFP-LCD12LC	2	EA	\$ 71.33	\$ 138.67	\$ 13.17	\$ 223.17
5	Fiber Testing and Certification	Testing	6	EA	\$ 71.33	\$ 7.20	\$ 0.68	\$ 79.21
6					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 1,141.24	\$ 469.78	\$ 44.63	\$ 1,655.65
2 Item 3: 40 Feet Fiber Cabling between Floors								
1	6 Strand OM3 Fiber	44006NG01 OFNP	40	FT	\$ 190.21	\$ 22.56	\$ 2.14	\$ 214.91
2	LC MULTI MODE FIBER CONNECTOR	OR-205KAN9GA-MM	12	EA	\$ 142.66	\$ 75.60	\$ 7.18	\$ 225.44
3	FIBER ENCLOSURE 2U	OR-EC02U-C	1	EA	\$ 142.66	\$ 158.30	\$ 15.04	\$ 316.00
4	LC Panel 6 Port	OR-OFP-LCD12LC	2	EA	\$ 71.33	\$ 138.67	\$ 13.17	\$ 223.17
5	Fiber Testing and Certification	Testing	6	EA	\$ 71.33	\$ 7.20	\$ 0.68	\$ 79.21
6					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 618.17	\$ 402.34	\$ 38.22	\$ 1,058.73
2 Item 4: 20 Security Cameras with 8TB NVR and Mounting Services								

1	Model: VLR-10TB-A-RK	Vicon Security	1	EA	\$ 1,165.02	\$ 5,400.00	\$ 513.00	\$ 7,078.02
2	Valerus Pro License: Single Edge new lic.for use with Vicon Cameras	VLR-VPRO-LIC	20	EA	\$ -	\$ 1,800.00	\$ 171.00	\$ 1,971.00
3	Vandal Microdome: 2 MP ; H.264/H.265 Includes day/night camera IR	V82D-281R	20	EA	\$ 2,853.10	\$ 4,320.00	\$ 410.40	\$ 7,583.50
4	Mounting Hardware and Consumables		1	EA	\$ 285.31	\$ 330.00	\$ 31.35	\$ 646.66
5	Configuration Service		1	EA	\$ 1,711.86	\$ -	\$ -	\$ 1,711.86
25					\$ -	\$ -	\$ -	\$ -
					\$ 6,015.29	\$ 11,850.00	\$ 1,125.75	\$ 18,991.04

Item 5: The Bell system for the whole campus (Old and New Bldg) and Mounting service for 45 rooms total and 2 outside Horns		ITEM 5 NO BID						
1	No BID		-	-	\$ -	\$ -	\$ -	\$ -
25	Need more detail and floor plan of old facility to do design application-Unable to bid at this time				\$ -	\$ -	\$ -	\$ -
					\$ -	\$ -	\$ -	\$ -

Item 6: Server Rack to Host Blade Servers in MDF								
1	Lockable Closed deep Server Rack to Host Blade Servers in MDF	GF-22A420-CB	1	EA	\$ 570.62	\$ 2,009.94	\$ 190.94	\$ 2,771.50
2	Installation Hardware		1	EA	\$ 1,141.24	\$ 150.00	\$ 14.25	\$ 1,305.49
3	CHATSWORTH CABINET 45U				\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 1,711.86	\$ 2,159.94	\$ 205.19	\$ 4,076.99

Item 7: Open Rack for Cable organizing and switches in MDF								
1	2 POST RACK	OR-19-84-T2SDB	1	EA	\$ 570.62	\$ 174.00	\$ 16.53	\$ 761.15
2	Harware		1	EA	\$ 71.33	\$ 78.00	\$ 7.41	\$ 156.74
3					\$ -	\$ -	\$ -	\$ -
4					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 641.95	\$ 252.00	\$ 23.94	\$ 917.89

Item 8 IDF Racks to Host networking switches and cabling organizers								
1	2 Post Racks	OR-19-84-T2SDB	2	EA	\$ 1,141.24	\$ 348.00	\$ 33.06	\$ 1,522.30
2	Cabling Organizers	Organizers	2	EA	\$ 285.31	\$ 828.00	\$ 78.66	\$ 1,191.97
3					\$ -	\$ -	\$ -	\$ -
24					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 1,426.55	\$ 1,176.00	\$ 111.72	\$ 2,714.27

Item 9 25FT HDMI Cables and Running cables from teacher corner to the whiteboard (Conduits will be provided for it, I.e. no conduit job needed)								
1	HDMI Cables (Complete Install per details)		25	EA	\$ 2,674.78	\$ 2,250.00	\$ 213.75	\$ 5,138.53
2					\$ -	\$ -	\$ -	\$ -
3					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
					\$ 2,674.78	\$ 2,250.00	\$ 213.75	\$ 5,138.53

2 Item 10								
1	Buzzing System for front and back outside doors	Aiphone System	2	EA	\$ 6,847.44	\$ 2,936.30	\$ 278.95	\$ 10,062.69
2	Conduit will be provided				\$ -	\$ -	\$ -	\$ -
3	Includes buttons to talk, cameras to see who is out there				\$ -	\$ -	\$ -	\$ -
4	There will be a screen in main lobby where school should be able to see				\$ -	\$ -	\$ -	\$ -
5	and talk to people before letting them into the building				\$ -	\$ -	\$ -	\$ -
6	Installation Harware		1	EA	\$ -	\$ 180.00	\$ 17.10	\$ 197.10
25					\$ -	\$ -	\$ -	\$ -
	Sub-Total:				\$ 6,847.44	\$ 3,116.30	\$ 296.05	\$ 10,259.79
2 Item 11								
1	Viewsonic Interactive Display Board 65"	IFP7550	20	EA	\$ 2,853.10	\$ 65,351.76	\$ 6,208.42	\$ 74,413.28
2	Viewsonic Interactive Display Board 75"	IFP6560	20	EA	\$ 2,853.10	\$ 73,199.76	\$ 6,953.98	\$ 83,006.84
3	Shiiping Charges		1	EA	\$ -	\$ 756.00	\$ 71.82	\$ 827.82
25					\$ -	\$ -	\$ -	\$ -
	Sub-Total:				\$ 5,706.20	\$ 139,307.52	\$ 13,234.21	\$ 158,247.94
2 Item 12								
1	Interactive Displays and Mounting service for Item 11	Diversitrack Hover Mount	20	EA	\$ 2,853.10	\$ 8,280.00	\$ 786.60	\$ 11,919.70
2					\$ -	\$ -	\$ -	\$ -
25					\$ -	\$ -	\$ -	\$ -
	Sub-Total:				\$ 2,853.10	\$ 8,280.00	\$ 786.60	\$ 11,919.70
TOTAL:					\$ 48,870.05	\$ 184,298.93	\$ 17,508.40	\$ 250,677.38

Tax 9.50%

Quote is valid for 60 days from above date.

All Labor and Material is guaranteed for 1 year from from acceptance date. (4% Price increase Yearly to cover material increase cost)

You are hereby authorized to furnish all material, equipment and labor required to complete the work described in the proposal for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof. Any change involving extra cost of labor or materials will be executed only after submission and acceptance of written change.

DATE: _____ 2018

SIGNATURE _____

Section 2 – Proposed Solution

FTSI is proposing an Superior Essex/Ortrnoics Solutions to meet the telecommunications needs of the District.

FTSI acknowledges the District's Construction Schedule for January-February 2019, can be accommodated, as specified in the RFP.

Please note, any low voltage systems that have not been clarified will be reviewed with the District prior to any trade work.

FTSI qualifies to install low voltage systems per the RFP, the systems that were selected as No Bid,could be evaluated post award and proposed a cost effective solution, to meet the Districts needs.

Exclusions to this bid:

- Any electronic hardware not specified in the RFP.
- Any conduit and J-hook support as specified in the RFP.

Detailed Implementation Strategy

- Project Meeting and Introduction (Pre-Construction)
- Procurement (Purchasing Planning and Lead times)
- Create Project Schedule and Installation tracking
- Project Meeting with Project Managers, Site Foreman and Technicians (Everyone Understanding the project and Objective)
- Site Survey of each School and IDF location prior to Job start. (This in order to prevent any unforeseen issues)
- IDF Cabinet Cut over approach- We believe with the proposed Cabinet(IDF) types this will eliminate many difficulties with the cut over by having removable glands on the sub-panels permitting easy access for existing cabling and Patch panels
- Daily tracking and Reports will be submitted to the District IT Staff (This in order to keep them informed of any issues so they could be resolved first thing)
- Trash Disposal and daily clean up log sheet will be implemented.
- Weekly Meetings will be established with the District in order to make sure we are on track with our completion time line.
- Upon completion of each IDF Cut-Over we will perform Quality control reports (Fiber-Copper-Switches-Misc. Devices-Labeling)
- Upon completion of each site we will prepare the required close-out documentations.

-
- Final close out Meeting with the District and Performance reports upon complete of the Project.

Section 3 – Company Profile – Federal Technology Solutions, Inc.

Since 2001, FTSI has been a leader in the the industry as a small minority owed company. FTSI has successfully collaborated with many federal, state, and local government customers, providing IT security, wireless networks, outside plant construction, engineering and design, cabling and IT solutions to meet the unique needs of our customers. For each project, FTSI utilizes technical staff to provide professional design, construction and technological services and products utilizing the most up to date technology, to support and enhance the work of our customers, and ultimately the end users. FTSI is fully able to provide IT commodity and commodity solutions to all of customers.

FTSI has excellent relationships with School Districts, including E-RATE Customers, including:

- Santa Ana Unified School District
- Irvine Unified School District
- Newhall Unified School District
- Long Beach Union School District
- Menifee Unified School District
- Ocean View Unified School District
- Anaheim Union School District
- Covina Valley Unified School District
- Murrieta Valley Unified School District
- El Camino Community College District
- University of California, Los Angeles
- California State University, Long Beach



Additionally, we have had the unique opportunity to support the various domains within the branches of the US government. Our non-exhaustive list of government clients include, the US Coast Guard, Defense Information System Agency, Federal Reserve Bank, 29 Palms Marine Corps, StratCom, Offutt Air Force Base, NE, SPAWAR, US Marine Corp. Bases in Camp Pendleton, Miramar, 29 Palms, Yuma, AZ, and US Army Corps of Engineers, to name a few.

FTSI has a multidisciplinary team within the organization, which utilizes all of the professional experience to adequately review our application process and the referrals of available positions. This is accomplished through FTSI's long-standing expertise in the field of applying acceptable standards and the continued education for which is required to complete our work on schedule. Many of our leadership staff has started their career in the field and is very accustomed to understanding the skill level of appropriate candidates for specific positions.

FTSI Principal Lines of Business – Technology Solutions

We design, engineer, construct, install and maintain all voice, data, video and utility infrastructure for public and private businesses, local and regional municipalities, and state, federal and military government agencies.

» **Engineering and Design Services**

- CADD Design & Plan Development
- Specifications & Technical publication
- LAN,MAN, & WAN Design
- Voice, data, video & control applications
- Site survey
- Project & Program Management

» **Premise Wiring**

- Voice, Data, Video & Control
- Broadband & baseband
- Copper, Coax , Fiber & Control
- PBX & electronic key systems
- Voice mail, ACD & other services
- LAN design
- LAN administration
- System integration
- System testing
- System documentation

» **Wireless Networks**

- Architectural/ engineering design
- Project management
- Site/building construction
- Electrical & grounding
- Lighting protection
- Tower erection
- Antenna Installation
- Equipment shelter installation
- End-to-end testing
- Site/system maintenance

» Outside Plan Construction

- Telephone, CATV, data & control
- UTP, coaxial, optic fiber & control
- Air-blown fiber optic
- Aerial, underground & buried cable
- Trenching and plowing
- Directional boring
- Splicing
- Poles, manholes and cabinets
- Drip cable placing
- Surface restoration

» Utility Construction

- Electrical
- Trenching
- Directional boring
- Asphalt & concrete restoration
- Utility right of way clearing
- Electric transmission & distribution
- Erection of poles & towers
- Substation construction

» Additional Services

- Structured Cabling
- ISP/OSP Construction
- Wireless Networks
- Classified Wireless Networks & Classified Networks (DoD, DREN)
- Access Control & IDS
- CCTV
- Perimeter Security
- Classified Networks
- Audio Video Systems
- OSP Communication SVCS



References:

Customer Name:	Baldwin Park Unified School District
Contract Title:	18-7 Intermediate Distribution Frame (IDF)
Name of Reference:	Sandra Collins, Supervisor, Purchasing Services Department
Contact Information of Reference:	(626) 856-4226 sdcollins822@bpusd.net
Contract Value:	\$ 262,994.00
Date of Completion:	6/12/2018-9/30/2018
Place of Performance:	Multiple Schools in the District
Description of Work Completed:	Telecommunications structured cabling work involving outside and inside plant fiber and low voltage systems trade work

Reference #2

Customer Name:	Murrieta Valley Unified School District
Contract Title:	Network Infrastructure Upgrades - Phase One
Name of Reference:	Joanyn Pearce-Miller, Purchasing
Contact Information of Reference:	(951) 696-1600 x1078 jpearce-miller@murrieta.k12.ca.us
Contract Value:	\$ 463,894.53
Dates of Performance:	6/13/2018-8/31/2018
Place of Performance:	Various Schools within the District
Description of Work Completed:	Telecommunications structured cabling work involving outside and inside plant fiber and low voltage systems trade work

Reference #3

Customer Name:	Covina Valley Unified School District
Contract Title:	Installation of Clocks and Speakers Districtwide; Bid #17-18-110
Name of Reference:	Robin Harbert, Assistant Director of Purchasing
Contact Information of Reference:	626.974.7000 rharbert@c-vusd.org
Contract Value:	\$453,313.00
Dates of Performance:	7/2018-10/2018
Place of Performance:	Schools within the District
Description of Work Completed:	Installation of Clocks and Speakers Districtwide

Reference #4

Customer Name:	Santa Ana Unified School District
Contract Title:	Santiago E-rate 18 Wireless
Name of Reference:	Bob Chavez, Assistant Director. Network & Computer Support Services
Contact Information of Reference:	(562) 882-7073 bob.chavez@sausd.us
Contract Value:	\$ 188,846.00
Dates of Performance:	5/1/2016-10/16/2016
Place of Performance:	Various Schools within the District
Description of Work Completed:	Infrastructure Cabling & Equipment Upgrade

Corporate Headquarters:

1828 Railroad
 Corona, CA 92880
 (951) 808-9660 Main
 (951) 808-9703 FAX
 www.federalsales.com

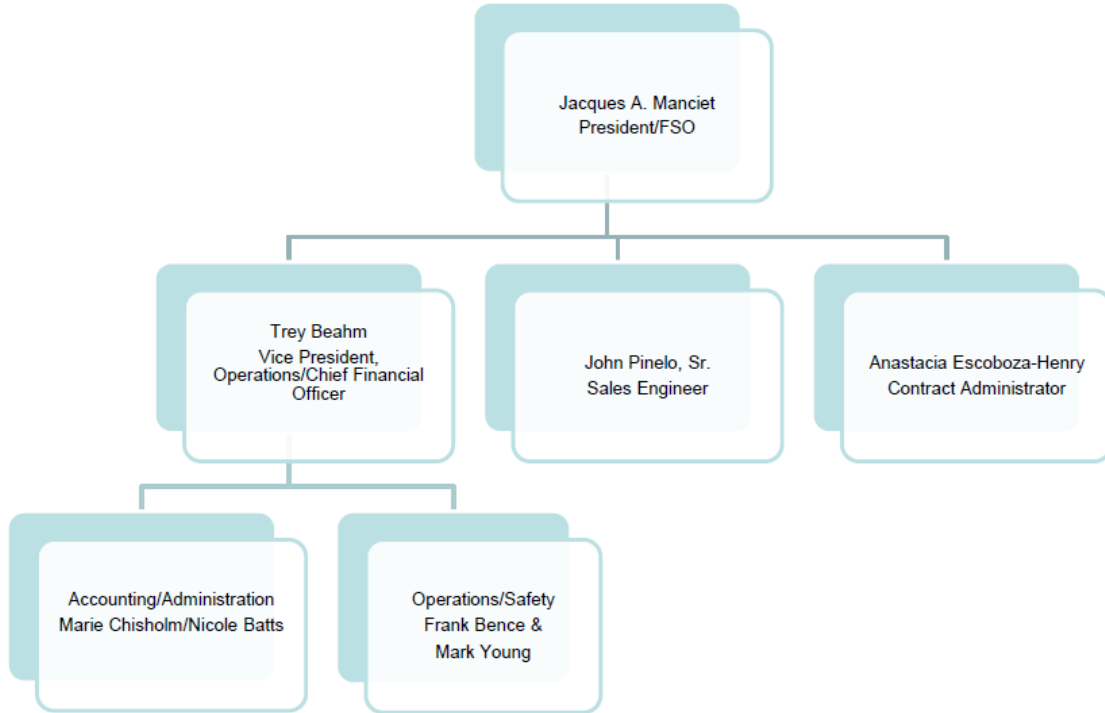
Title	Reference Number
Legal Status	S-Corp, State of California
California Contractor's License Number for B & C-7 and C-10,	865369, Expires October 31, 2019
Federal Tax ID #	80-0080967
California Resale/Retailer Permit	SREAA 100-361622
SPIN #	143031792
FRN #	0020516449
California State ID	C2526533
California Department of Industrial Relations Registration Number	1000003927, Expires June 30, 2019
Staffing	44 Full Time Employees

FTSI Personnel:

Name	Title	Email	Phone
Jacques A. Manciet	President	jackm@federalsales.com	(951) 808-9660 x100
Trey Beahm	Chief Financial Officer & Vice President Operations	treyb@federalsales.com	(951) 808-9660 X101
John Pinelo, Sr.	Sales Engineer	johnp@federalsales.com	(951) 808-9660 x106
Michael Beahm	Project Manager	michaelb@federalsales.com	(951) 808-9660
Frank Bence	Project Manager	frankb@federalsales.com	(951) 808-9660 x109
Mac Hernandez	Superintendent	mach@federalsales.com	(951) 808-9660 x108



Organizational Chart





Public Works Contractor (PWC) Registration Search

Enter at least one search criteria to display registered public works contractor(s) matching your selections.

Note: Search results will display all of the public works contractor registrations, both current and expired.

Make sure the proper registration fiscal year is selected when performing a search.

Registration Fiscal Year: 7/1/2017 - 6/30/2018

PWC Registration Number: 1020003927

Contractor Legal Name: example: ABC COMPANY

License Number: example: 123456 Contractor License Lookup

County: RIVERSIDE

[Search](#) [Reset](#)

This is a listing of PWC registrations pursuant to Division 2, Part 7, Chapter 1 (commencing with section 1720 of the California Labor Code.)

Export as: [Excel](#) | [PDF](#)

Search Results
One registered contractor found. 1

Details	Legal Name	Registration Number	County	City	License Type(s)/Number(s)	Current Status	Registration Date	Expiration Date
View	FEDERAL TECHNOLOGY SOLUTIONS INC	1000003927	RIVERSIDE	CORONA	CSLB1965369	Active	06/29/2017	06/30/2018

v2.20171120

9:23 AM
3/15/2018



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
3/22/2018

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.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must 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 rights to the certificate holder in lieu of such endorsement(s).

PRODUCER HMBD Insurance Services, Inc. 3633 East Broadway Long Beach CA 90803-6035		CONTACT NAME: Noel Baxter PHONE (A/C, No. Ext.): (562) 439-9731 FAX (A/C, No.): (562) 439-4453 E-MAIL ADDRESS: nbaxter@hmbd.com															
INSURED Federal Technology Solutions, Inc. 1828 Railroad Street Corona CA 92880		<table border="1"> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A: Travelers Prop Cas Co of Amer.</td> <td>25674</td> </tr> <tr> <td>INSURER B:</td> <td></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: Travelers Prop Cas Co of Amer.	25674	INSURER B:		INSURER C:		INSURER D:		INSURER E:		INSURER F:	
INSURER(S) AFFORDING COVERAGE	NAIC #																
INSURER A: Travelers Prop Cas Co of Amer.	25674																
INSURER B:																	
INSURER C:																	
INSURER D:																	
INSURER E:																	
INSURER F:																	

COVERAGES CERTIFICATE NUMBER: 18-19 All Lines REVISION NUMBER:

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.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR	WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC			ZLP-51M54094	3/1/2018	3/1/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPOP AGG \$ 2,000,000
	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			BA-8G727446	3/1/2018	3/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			ZUP-71M51978	3/1/2018	3/1/2019	EACH OCCURRENCE \$ 4,000,000 AGGREGATE \$ 4,000,000
	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	0K25185A	3/1/2018	3/1/2019	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Evidence of coverage

CERTIFICATE HOLDER Evidence of coverage	CANCELLATION 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 Todd Miller/GOWENS

Manufacturer Certifications

COMMSCOPE[®]
INFRASTRUCTURE ACADEMY

CERTIFICATE OF ACHIEVEMENT

This certifies that

John Pinelo
Federal Technology Solutions, Inc.

has successfully completed

SP3000 - Structured Cabling Infrastructure Design

12th October 2018
Date Issued

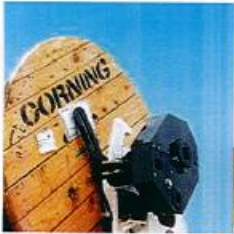
BG680738US201J58
Certificate

James Donovan
Approval

ICSI Recognized Continuing Education Credits (CECs)
Event ID: CW-COMMSILOB18-1

This certificate shall expire three (3) years from the date above

This certificate is a record of training completed and is provided for information purposes only. The certificate shall not be construed to create, indicate, infer or imply any status, partnership, membership of the CommScope PartnerPRO Program or any other relationship between CommScope and the above named company. Furthermore, the above named company does not have any right, power or authority to represent, act, or create any obligations, express or implied, on behalf of or for CommScope. For more details on CommScope's PartnerPro program please visit www.commscope.com/PartnerPRO.
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Corning Optical Communications
Network of Preferred Installers



Federal Technology Solutions Inc
(FTSI)

Certified Member



2018 Member in Good Standing



Legrand acknowledges

Federal Technology Solutions Inc

of

Corona, California

is Certified at the
Certified Installer Plus (CIP) tier for the period

May 23, 2018 to December 31, 2018

This certification allows the installer to offer the nCompass Standard and Premium Performance Limited Lifetime Warranties for properly registered and approved projects in California. Warranty for projects outside California must be pre-approved.


Director of Technical Support and Training

20054
Registration Number

High Performance Cabling Systems



Legrand and Superior Essex
acknowledge that

Federal Technology Solutions Inc

1530 Consumer Circle
#102
Corona CA 92880
United States

is a Certified Contractor in good standing as a premier

Certified Installer Plus

As a Certified Installer Plus (CIP), Federal Technology Solutions Inc supports and provides the Legrand and Superior Essex nCompass Limited Lifetime Warranty - Standard Performance and the nCompass Limited Lifetime Warranty - Premium Performance.

www.nCompass-systems.com



SIEMON CI® CERTIFICATION

This is to certify that
**Federal Technology Solutions
Inc.**
of
Corona, CA

has been approved by The Siemon Company as a Certified InstallerSM to design, install and administer the Siemon Cabling System[®].

Installations that comply with all Siemon Cabling System[®] design, installation and administration procedures and use Siemon authorized products and qualified cable may be registered and are eligible for the applicable Siemon Cabling System[®] warranty.

Original Approval: June 2, 2006
Current Certificate: September 28, 2017
Date of Expiration: September 28, 2019



on behalf of The Siemon Company
IS-1031-13 Rev B



Resumes

Jacques A Manciet

email: jackm@federalsales.com

SUMMARY

An accomplished professional with a wide range of skills developed over 30 years of experience. Self-starter meeting project deadlines and requirements while performing multiple tasks within a fast-paced environment.

EXPERIENCE

Federal Technology Solutions Inc.	Corona, CA	January 2001 – Present
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President / CFO

Currently, provides leadership, daily management and oversight of all aspects of business development, marketing, fiscal responsibility, contract administration, personnel and sales to meet objectives, contract scopes of work, and developing relationships with industry partners and vendors. FTSI is a robust organization through the participation in GSA IT programs including, GWAC B(a) STARS II, SEWP V, SeaPort-e, CMAS and other Information Technology contract vehicles. Provides leadership, daily management and process improvement for all client experience including forecasting and staff planning, scheduling, quality performance monitoring, ongoing performance improvement processes. Create structure and processes necessary to manage the organization's current activities and projected growth.

Gemini Associates Inc.	Irvine, CA	June 1984 – December 2000
-------------------------------	-------------------	----------------------------------

VP Business Development

Began at Gemini Associates, Inc. providing peripheral hardware to end user accounts. Promoted to Vice President of Sales & Marketing to develop new accounts and implement the B(a) program, along with usage of BPA's, BOA's and GSA Schedule. Developed federal business within Gemini Associates utilizing various purchasing vehicles. Instrumental in Gemini Associates' HUBZone certification. Provided a productive positive relationship with customers acting as their advocate; manage escalated customer support issues - including but not limited to - issues with operations, technology and other provided services.

CERTIFICATIONS / LICENSES

- California Contractor Electrical License #865369: B, C-7, and C-10
- Confined Space
- AMAG, AMP, Corning, Brocade, CommScope, FiberSensys, Hirsch Electronics, Siemon, Sumitomo

Security Facility Officer: Security Clearance: Department of Defense, Secret Clearance

EDUCATION

Long Beach State University	Long Beach, CA	1979-1983
------------------------------------	-----------------------	------------------

University of Southern California Viterbi School of Engineering, 2014

University of Southern California Information Security Training, 2014

REFERENCES

Available upon request

Trey Beahm

email: treyb@federalsales.com

SUMMARY

An accomplished sales professional with over 30 years of hands on, technical, project management and sales experience, achieved through continuous training and growth in the Southern California Area.

EXPERIENCE

Federal Technology Solutions, Inc. Corona, CA 2009– Present

VP of Operations/Chief Financial Officer/Safety Office

Responsible for running the daily operations and delivery of projects. Responsible for resource management and job site safety. Currently on the board of directors for Association of Building Contractors (ABC). Actively holding the following certifications: Confined Space, CPR, OSHA 10/30

HMC Architects October 2008 – August 2009

Accounting Manager

Responsible for the daily operations of accounts payable, payroll, and cash management as well as the monthly financial reporting and yearly budgeting including the balance sheet accounts

Volt Telecommunications Group, Inc. November 2005 - September 2008

Director of Operations

Responsible for the P/L results of the various operational units within the division. Worked with and manage various customer expectations and ensure compliance with contract requirements. Guided and directed management in the development, production, promotion and financial aspects of the organization and its products. Created the structure and processes necessary to manage the organization's current activities and its project growth. Oversaw the management and movement of all fleet activity and company fixed assets and managed the organizations Safety and Loss Department.

Volt Telecommunications Group, Inc. November 1996 – November 2005

Controller

Lead member of management team responsible for the successful installation of two separate integrated accounting and job costing software systems, (1995 and 2000). Critical member of senior management team responsible for growing business from \$8 to \$170 million dollars. Responsible for all accounting aspects, accounts payable, accounts receivable, customer billing, purchasing and payroll for an organization that topped 3000 employees. Compilation and review of monthly, financial statements. Compilation of Quarterly financial package and narrative to parent company, Volt Information Sciences, Inc. Preparation of the annual budget package along with presenting it to the Board of Directors

Accounting/Financial Manager

February 1992 - November 1996

Responsible for reviewing financial reports on weekly and monthly basis. Performed trend analysis and job costing review for various Divisions. Preparation and review of all journal entries. Preparation and review of all account analysis associated with the general ledger. Reconciliation and review of all company bank accounts

Trey Beahm

email: treyb@federalsales.com

including petty cash and trade accounts. Reconciliation of company health benefits plans. Assisted in the preparation on the corporate yearly budget package. Assisted in the training of new Operation Managers in regards to the accounting functions and budget process

District Accounting Manager

October 1984 to February 1992

Accounts Receivable Manager

August 1982 to February 1991

EDUCATION

San Diego State University, School of Accounting, Bachelor of Science Accounting, Math Minor

SKILLS

PeopleSoft: HRMS, Base Benefits, Payroll, Time & Labor, A/P, Projects, A/R and Billing (versions 7.5, 8.3)

PeopleSoft Classes: Accounts Payable, Projects, A/R, Billing

Excellent verbal and written communication skills

Windows – All versions including NT

REFERENCES

Available upon request

JOHN A. PINELO SR.

OBJECTIVE

I am a highly motivated and experienced professional seeking a rewarding and challenging position with a progressive company where I may utilize my present skills. I am also interested in developing additional skills to meet the goals of your organization.

PROFESSIONAL EXPERIENCE

2016 - Present Federal Technology Solutions, Inc. Corona, CA
Sales Engineer

Sales and Business development
Estimating and Project Proposals
Project overview and Analysis
Compliance of Product Certifications

2016 - Present ABC Associated Builders and Contractors, Inc.

Low Voltage, EST Instructor Level 1

Training and Teaching Basic knowledge of the Low Voltage Industry

2013- 2016 GA Technical Services Inc. Upland, CA

Sr. Project Manager / Estimator

Project Manage, Plan, Coordinate and Execute all Active Projects (Low Voltage, Constructions and Electrical)

Estimate all Low Voltage projects (Data, Voice and Fiber)

2012 - Present Pinelo Communications C-7 License

Owner, Telecommunication Services/ Consultant

2005 – 2011 Action Electric Corporation Santa Ana, CA

Telecommunications Manager

Supervised a team of up to 15 Technicians.

Ensure quantity of materials and pricing were accurate and complete as well as track product submittals.

Experience with estimating and completing Commercial and Retail projects.

Worked closely with all vendors as well as sales team to ensure best pricing availability.

Tracked project resources such as labor, equipment and materials.

Experienced using Cat5e, Cat6, Fiber and high pair cabling.

2003 – 2005 Telecommunications Designs Occidental, CA
Lead Technician/Project Manager

Telephone systems installations and services. Managed Operations and delegated Technicians accordingly. Installations of CAT5e cabling for data and phones. (Retail and Commercial)

1990 – 2003 E.J Evans Electric Inc. El Monte, CA
Shop Stuart, Driver, Material Handler, Helper, Sound Installer, Foreman

Managed all materials in warehouse for all projects.

Delivered and set up all materials for new projects.

Helper for all electrical and communications projects.

Promoted to Sound Installer, basic CAT5e installations and terminations. Served as a Foreman- I was a Bicsi installer and performed all installations per Industry standards.

LANGUAGES

Bilingual – Spanish

SPECIAL SKILLS

-Type 40 WPM, 10 keys by touch, Strong analytical and organizational skills, excellent interpersonal skills, phone manners, and office etiquette. Multi-task-oriented.

-Software: All Windows operating systems, Microsoft Word, Excel, WordPerfect, PowerPoint. Good Driving record.

CAT5E, CAT6, Fiber and Coax cabling Installations and trouble shooting.

EDUCATION

1984 - 1988 Pasadena High School Pasadena, CA
General Education

1990- 1992 East Los Angeles College Los Angeles, CA
Real estate 1 and Business 1

1998 Fontana Adult Education Fontana, CA
High School Equivalency Certificate

Professional Certifications

- 2002-2002 Registered Cabling installation installer by BICSI
- 2010-2012 Certified Cabling Test Technician by Fluke networks
- 2007 DD102 Designing Telecommunications Distribution Systems by BICSI
- 2011 Voice Data Video prep course by ETT

- 2000 Security Surveillance by ETT
- 2000 Leviton (Category 5) by ETT
- 2002 Leviton Telecom Fiber Optic by Leviton

REFERRALS

Personal

Danny Barrios 909-520-4971

Sam Rosamilia 626-786-5479

Employers

- Action Electric Corporation-714-972-4838 Sam Rosamilia
- Telecommunications Design 707-874-7920 Bryan Cates
- GA Technical Services Inc. 909-981-8600 Frank Cervantes

Frank Bence

Summary

I am currently available and my most recent employment was as an Operations/Project Manager III with experience in small to large-scale telecommunications systems installations, DTV installation and repair and residential I&R. I am a highly Technical Project Manager with extensive experience on the Ericsson MD110 platform and more recently Nortel product set.

Professional Experience**11/09 to Present****Federal Technology Solutions Inc.****Operations Manager**

- Responsible for day-to day scheduling of service and installation to support on-going copper and fiber infrastructure projects.
- Manage material procurement and distribution to support on-going projects
- Support existing PDS Service Contract customer base

12/06 – 12/08**Volt Telecom Grp****Operations Manager**

- Responsible for day-to day service and installation of Nortel products.
- Provide Installation and material quotes Nortel BCM as well as small cable infrastructure projects.
- Responsible for I&R crew of 30+ techs servicing residential and small business throughout the Central and Western US.

3/03 – 7/06**Project Manager III - Blackbox**

In 3/03 Blackbox acquired Norstan. I stayed on as a PM and managed various projects for Norstan and Black Box. Responsibilities included review of the opportunity, risk assessment, budget and project plan development, resource assignment, equipment orders and project management to completion. Some recent major accomplishments

- City Of Mesa - Citywide PABX Installation
- County of Riverside - BC12 Upgrade and site consolidation of over 100 Lims.
- UMASS Worcester - First IP upgrade of PABX system in a major Medical facility.

1/01 – 3/03**Sr. Operations/Branch Manager - Norstan**

In Jan of 01, Norstan acquired the Ericsson installed base and distribution rights for the product. I was retained and responsible for West Coast Operations for Norstan. I had 20 direct reports at the time and responsible for the implementation and service to West Coast customer base for PABX, VM, CC and various ancillary telecommunications products. I maintained an office in the Riverside area that served as a depot and test lab to better facilitate the local customers needs.

- County of Riverside
- City of Riverside
- CSU Long Beach
- LA County Office of Education
- UC Santa Cruz
- San Diego State University
- Holland America Cruise
- Seattle University

1992-12/2000

Sr. Project Manager/Site/Service Manager - Ericsson

I was responsible for Implementation and service Ericsson installed base and primarily in the Riverside County area, predominantly to the City and County of Riverside. During this time I interacted with County and City representatives to do job walks, review Infrastructure and System designs and provide fixed price quotes for those designs. I would engage a qualified 3rd party subcontractor to provide the labor and management for the infrastructure implementation. Programming, system turn-up, cutover and in-service support was provided by a staffed Ericsson certified technician.

My role as Site Manager eventually branched out to also include the Northwest and Southwest regions. I had approximately 15 direct reports that had primary focus on the Ericsson MD110. Had management and budget responsibility for a cost center and facility in Riverside as well as Phoenix.

1985-92

Associate - Sr. Project Manager – Ericsson

Had responsibility for various PABX and ISP/OSP implementations throughout the US with a primary focus on Riverside County and City. I helped the County expand their telecommunications system to approximately 20,000 lines.

I finished and successfully CUTOVER the City of Phoenix.

1983-85

SR. Engineer – Anaconda Ericsson

Ericsson acquired Anaconda and its engineering and sales staff to assist with the Introduction of the MD110 into the US market. I was involved with a sustaining and development engineering responsibility for other ANACONDA-ERICSSON ventures as well as the product development and introduction of the Ericsson MD110.

1980-83

Jr. Engineer - Anaconda

I was a member of the hardware design team for the Anaconda Prodigy PABX. My major responsibility was the FCC Part 68 acceptance testing.

1978-80

Engineer - Anaconda

Sustaining engineering for PBX (CNC). Responsible for FCC compliance testing of switch port interfaces (trunks, line cards).

Lead Test Technician - Anaconda

1976-1978

Test Technician – Control Networks Corp. Chicago IL.

1975-1976

Education

High School, J.S. Morton East, Cicero, IL.
Graduated 1972

United Technical Institute, Milwaukee, WI.
Proficiency Degree Electronic Engineering
Graduated 1974

Misc. Training

Global Knowledge, Custom Project Management Course – 2006

Mod-Tap Copper & Fiber Certification -1996

Lorraine Power Training - 1995

CareerTrack, Management Effectiveness - 1992

Keye Supervision – 1990

San Diego State University, Project Management -1988

Telcom Technologies Hardware Installation & Maintenance - 1987

Harris Farinon Microwave Hardware Maintenance - 1986

Ericsson MD110 Rel 4 -1985



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(714) 484-2711 Phone • (714) 484-2994 Fax

Magnolia Public Schools
250 East First Street, Suite 1500
Los Angeles, CA 90012

REF: MSA-1 Cabling Services
Magnolia Science Academy-1
Cabling Services

Bid Date: November 09, 2018



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Cover Letter



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November 01, 2018

Magnolia Public Schools
250 East First Street, Suite 1500
Los Angeles, CA 90012

REF: MSA-1 Cabling Services 2018 – (Magnolia Science Academy-1 Cabling Services)

Dear Sir or Madam:

AAA Network Solutions, Inc. has great interest in bidding on the above referenced project. Our cost proposal was prepared in accordance with the instructions outlined in the bid package. We have read and thoroughly understand all of the terms and conditions set forth in the RFP. (Some documentation may still reference our previous company name, AAA Solar Electric, Inc.)

AAA Network Solutions, Inc. is a bonded and licensed (C-7 & C-10) contractor. AAA has been providing turnkey I.T. Networking and Telecommunication Services to California K-12 public and private schools and state and local governments since 1994.

Our services include but not limited to:

- Turnkey LAN / WLAN Network Systems Design and Implementation
- UC Collaboration Services
- Professional Consultation and Management Services
- Mass Notification Systems / Public Address Systems Design and Installation
- Physical Security System (CCTV) Design and Installation
- Audio / Visual (A.V.) Systems Design and Installation
- Structured Telecommunications Cabling System Design and Installation

The person authorized to negotiate the contract and main point of contact regarding any clarification on submittals or notifications will be:

David Ngo, Sr. Vice President
P: (714) 484 - 2711
F: (714) 484 - 2994
dngo@aaansi.com

AAA Network Solutions, Inc. understands and shall comply with all public works requirements including; prevailing wages, certified payroll, apprenticeship programs, labor audits, regulations, and expectations. We are confident that our experienced technical team will successfully meet the required specifications to the clients' satisfaction.

AAA Network Solutions, Inc. acknowledges receipt of the following addendum(s) listed below.

- Addendum 1 Dated: 11/01/18

We thank you again for the opportunity to submit our proposal for your review and consideration. We look forward to doing business with you.

Sincerely,

David Ngo

David Ngo,
Sr. Vice President
dngo@aaansi.com



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Company Profile



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COMPANY PROFILE

AAA Network Solutions, Inc. was originally incorporated in 1994 in Anaheim, CA under the name AMI Electrical & Telecom, Inc. In April 2009, the name was changed to AAA Solar Electric, Inc. Over the years, there was exponential growth in the IT division, so the company changed its name to AAA Network Solutions, Inc. in 2015. The headquarters was then relocated to a 55,000 square foot facility in Buena Park, CA to accommodate more employees, obtain more workspace for the facilitating of equipment configuration, and expand the storage capabilities of the warehouse in 2015.

AAA Network Solutions, Inc. has been providing turn-key telecommunication system installations for the K-12 Education Industry. Services performed was a combination of structured telecommunications cabling, LAN system integration and wireless networking services, conduit system installation and electrical services, and solar energy renewable systems design and installation.

AAA Network Solutions, Inc. specializes in providing services to the sector of K-12 schools in California and has been providing services to public schools, private schools, state, and local governments over the past 22 years, and successfully completed multiple E-Rate projects. AAA Network Solutions, Inc. ranked #5 in California and #10 in the nation in 2015 for most funded projects for E-Rate category 2. AAA Network Solutions, Inc. has been involved with the E-Rate program since E-Rate year 1 making AAA Network Solutions, Inc. very familiar with all the E-Rate guidelines and requirements.

AAA Network Solutions, Inc. has worked with the largest school districts in California and in the nation, the project highlights are listed below:

- Los Angeles Unified School District (2nd largest school district in the nation)
 - Information Technology Division
\$39,356,920.18
RFP 1090, Package 1, 2, 3, & 4 (77 Schools)
Full scale LAN/WLAN system design, on/off site engineering, configuration and installation of Cat6 & Fiber Optic Infrastructure Systems, Cisco networking equipment.
 - Information Technology Division
\$13,900,000
RFP 1082, Package 1 & 2 (32 Schools)
Full scale LAN/WLAN system design, on/off site engineering, configuration and installation of Cat6 & Fiber Optic Infrastructure Systems, Cisco networking equipment.
 - Information Technology Division
\$18,631,484.32
2015LE, Packages 1, 2, 3 (205 Schools)
Full scale LAN/WLAN system design, engineering, configuration and installation of Alcatel networking equipment.

- Facilities Division
\$3,570,171.10
Network Equipment for 227 Schools
LAN/WLAN system design, on/off site engineering, configuration and installation of Alcatel-Lucent LAN switches.
- Job Order Contracts Division
\$30,000,000
Over 200 schools
Miscellaneous job order contracts including type 2 constructions and installation of networking equipment.
- Archdiocese of Los Angeles (Largest Catholic school district nationwide)
 - \$12,000,000.00
Over 175 schools
Complete design-build engineering and turnkey-installation of LAN wired and wireless network systems, network cabling system, electronics networking equipment, electrical/conduit systems and Audio Visual systems.
- Fresno Unified School District (3rd largest school district in California)
 - \$17,000,000.00
Over 109 schools
Complete design-build engineering and turnkey-installation of LAN wired and wireless network systems, network cabling system, electronics networking equipment, electrical/conduit systems and Audio Visual systems.

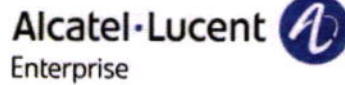
AAA Network Solutions, Inc. provides a variety of technology services to public and private schools, as well as state and local governments, as an electrical and telecommunications contractor, specializing in the education industry.

AAA Network Solutions, Inc. works under the E-Rate program, is registered with the FCC program, and holds California CMAS contracts. Support documentation of this is included within the proposal.

AAA Network Solutions, Inc. provides the following services:

- Turnkey LAN / WLAN Network Systems Design and Implementation
- UC Collaboration Services
- Professional Consultation and Management Services
- Mass Notification Systems / Public Address Systems Design and Installation
- Physical Security System (CCTV) Design and Installation
- Audio / Visual (A.V.) Systems Design and Installation
- Structured Telecommunications Cabling System Design and Installation

AAA Network Solutions, Inc. is a certified electrical contractor and carries the C7 & C10 Contractor's License and has an experienced and knowledgeable staff on hand. AAA Network Solutions, Inc. staff has increased in size since 1994 and currently consists of 120 employees excluding the 10 subcontractors that the company is partnered with. We are certified with multiple manufacturers including but not limited to:





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Itemized Breakdown of Product and Services

Cost Proposal Magnolia Public Schools											
Descriptions	Part Number	MFTR	Unit	QTY	Ext. Material	Ext. Labor	Sub-Total	Sale Tax	Bonds	Total	
Cable Installation											
Sites= 1											
Cat 6 Data Cable - Quad Drop x 27 =	Uniprise	Commscope	EA	108							
Cat 6 Data Cable - TV drop x 22 =				22							
Cat 6 Data Cable - Teacher desk - Dual drop x 22 =				44							
Cat 6 Data Cable - Dual outlet x 15 =				30							
Cat 6 Data Cable - WAP outlet x 22 =				22							
Cat 6 Data Cable - CCTV outlet x 20 =				20							
Cat 6 Data Cable - P/A outlet x 47 =				47							
Single Cat 6 RJ45 Jack - Closet	UNJ600-BL	Uniprise	EA	293	\$1,758.00	\$1,758.00	\$3,516.00	\$167.01	\$73.66	\$3,756.67	
Cat 6 Data Patch Cable - 3'	UC1BBB2-0ZF003	Uniprise	EA	293	\$1,758.00	\$879.00	\$2,637.00	\$167.01	\$56.08	\$2,860.09	
Cat 6 Data Patch Cable - 5'	UC1BBB2-0ZF005	Uniprise	EA	293	\$1,758.00	\$879.00	\$2,637.00	\$167.01	\$56.08	\$2,860.09	
Cat 6 CMR Data Cable	CS34R	Uniprise	FT	43950	\$7,471.50	\$35,160.00	\$42,631.50	\$709.79	\$866.83	\$44,208.12	
Cable Attachment Units	Cat32	Caddy	EA	586	\$2,344.00	\$5,274.00	\$7,618.00	\$222.68	\$156.81	\$7,997.49	
System Labeling, Testing & Certification	Services	AAA	EA	293	\$146.50	\$1,758.00	\$1,904.50	\$13.92	\$38.37	\$1,956.79	
Cat 6 Patch Panel 24-Port	760180042	Uniprise	EA	14	\$2,310.00	\$840.00	\$3,150.00	\$219.45	\$67.39	\$3,436.84	
Fire Retardant Material	MPS-2	3M	EA	2	\$50.00	\$120.00	\$170.00	\$4.75	\$3.50	\$178.25	
25ft HDMI Cables		Uniprise	EA	24	\$2,280.00	\$2,880.00	\$5,160.00	\$216.60	\$107.53	\$5,484.13	
Male to female HDMI adapters		Uniprise	EA	24	\$288.00	\$360.00	\$648.00	\$27.36	\$13.51	\$688.87	
12MM OM3 Fiber	760086371	Uniprise	FT	200	\$350.00	\$600.00	\$950.00	\$33.25	\$19.67	\$1,002.92	
1u Fiber Tray	760231449	Uniprise	EA	3	\$855.00	\$180.00	\$1,035.00	\$81.23	\$22.32	\$1,138.55	
12 port Adapter Panel	1374463-5	Uniprise	EA	3	\$225.00	\$45.00	\$270.00	\$21.38	\$5.83	\$297.20	
LC Conncetors	1918385-3	Uniprise	EA	48	\$336.00	\$864.00	\$1,200.00	\$31.92	\$24.64	\$1,256.56	
LC/LC FO Patch Cord - 3'	FEXLCLC42-MXM001	Uniprise	EA	6	\$210.00	\$18.00	\$228.00	\$19.95	\$4.96	\$252.91	
Labeling / Testing & CertificationCable		AAA	EA	48	\$36.00	\$288.00	\$324.00	\$3.42	\$6.55	\$333.97	
48"x24"x30" Cabinet	SR25UB	TrippLite	EA	2	\$2,500.00	\$720.00	\$3,220.00	\$237.50	\$69.15	\$3,526.65	
84"x24"x32"D 4 Post Rack	SR42UBMDEXPN	TrippLite	EA	1	\$850.00	\$360.00	\$1,210.00	\$80.75	\$25.82	\$1,316.57	
Installation of 84" floor mount Cabinet - SR42UB / DUMH20HV / SRFANROOF	SR42UB	TrippLite	EA	1	\$2,250.00	\$960.00	\$3,210.00	\$213.75	\$68.48	\$3,492.23	
CISCO SWITCHES											
Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	WS-C2960X-48FPD-L	Cisco	EA	7	\$26,761.00	\$1,330.00	\$28,091.00	\$2,542.30	\$612.67	\$31,245.96	
SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 740W, 2 x 10	CON-SW-WSC296XL	Cisco	EA	7	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
AC Power cord, 16AWG	CAB-16AWG-AC	Cisco	EA	7	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
BELL SYSTEM											
Enhanced Application Server Pro (100 end points)	VE6025	Valcom	EA	1	\$8,625.00	\$1,040.00	\$9,665.00	\$819.38	\$209.69	\$10,694.06	
Dual Network Station (FXS) Port (Rack Mnt)	VE8012BR	Valcom	EA	1	\$418.77	\$130.00	\$548.77	\$39.78	\$11.77	\$600.33	
Administrative Telephone	VEADP3	Valcom	EA	1	\$171.35	\$6.25	\$187.60	\$16.28	\$4.08	\$207.96	
IP One-Way/Talkback Lay-in Ceiling Speaker	VE4022A	Valcom	EA	22	\$9,589.97	\$1,430.00	\$11,019.97	\$911.05	\$238.62	\$12,169.63	
IP One-Way FlexHorn (Gray)	VE4080AL-GY	Valcom	EA	2	\$828.12	\$130.00	\$958.12	\$78.67	\$20.74	\$1,057.52	
Vandal Resistant FlexHorn Enclosure & Faceplate	V-9809	Valcom	EA	2	\$124.55	\$130.00	\$254.55	\$11.83	\$5.33	\$271.70	
IP One-Way/Talkback Square Faceplate 8" Speaker, White	VE4028A	Valcom	EA	23	\$8,015.67	\$1,495.00	\$9,510.67	\$761.49	\$205.44	\$10,477.60	
Type 11 Surface Backbox	VB-S11	Valcom	EA	23	\$1,030.23	\$373.75	\$1,403.98	\$97.87	\$30.04	\$1,531.89	
Remote Input Module	V-9130-W	Valcom	FT	1	\$42.61	\$16.25	\$58.86	\$4.05	\$1.26	\$64.16	
Wireless Master Clock Transceiver	V-WMCA	Valcom	EA	1	\$1,711.95	\$32.50	\$1,744.45	\$162.64	\$38.14	\$1,945.22	
12" Round Wireless Clock/Repeater, Surface Mount, Battery	V-AW12B	Valcom	EA	45	\$5,578.65	\$2,925.00	\$8,503.65	\$529.97	\$180.67	\$9,214.29	
16" Round Wireless Clock/Repeater, Surface Mount, Battery	V-AW16B	Valcom	EA	1	\$168.37	\$65.00	\$233.37	\$16.00	\$4.99	\$254.35	
16" Wire guard for Analog Clock for Gymnasiums	V-WGACLK	Valcom	EA	1	\$108.16	\$65.00	\$173.16	\$10.27	\$3.67	\$187.10	

T-Bar For Lay-In Speakers (order in qty's of 10)	V-TBAR	Valcom	EA	22	\$30.11	\$715.00	\$745.11	\$2.86	\$14.96	\$762.93
CCTV SYSTEM										
Wisenet Q network outdoor vandal dome camera, 4MP @20fps, 3.6mm fixed focal lens (81°), triple codec H.265/H.264/MJPEG with Wisestream, 120dB WDR, IR LEDs range 82', defocus detection, hallway View, one way audio and SD card. IP66, IK10, PoE/12VDC	QNV-7020R	Hanwha	EA	1	\$236.00	\$190.00	\$426.00	\$22.42	\$8.97	\$457.39
Wisenet Q network indoor dome camera, 4MP @20fps, 3.6mm fixed focal lens (81°), triple codec H.265/H.264/MJPEG with Wisestream, 120dB WDR, IR LEDs range 65', defocus detection, hallway View, one way audio and SD card. PoE/12VDC	QND-7020R	Hanwha	EA	19	\$3,534.00	\$3,610.00	\$7,144.00	\$335.73	\$149.59	\$7,629.32
4K NVR, No HDD, that supports: up to 32 channels, H.265/H.264/MJPEG, ARB (Automatic Recovery Backup) & Failover (N+1), 8 fixed internal SATA HDDs (with a maximum internal storage capacity of 48TB), e-SATA/iSCSI storage, WiseStream compression technology, dual monitor video out, maximum camera resolution of 12MP recording/display and fisheye dewarping on WEB and CMS.	xrn-2010	Hanwha	EA	1	\$1,600.00	\$520.00	\$2,120.00	\$152.00	\$45.44	\$2,317.44
ACCESS CONTROL										
7" Video Master Station with Touchscreen LCD w/Power supply	JP-4MED	Aiphone	EA	1	\$1,035.07	\$60.00	\$1,095.07	\$98.33	\$23.87	\$1,217.27
7" Video Sub Master Station with Touchscreen LCD w/ Power supply	JP-4HD	Aiphone	EA	1	\$784.17	\$60.00	\$844.17	\$74.50	\$18.37	\$937.04
Video Door Station, Vandal Resistant Flush Mount Stainless Steel (Call Station)	JP-DVF	Aiphone	EA	1	\$229.17	\$60.00	\$289.17	\$21.77	\$6.22	\$317.16
Stainless Steel Surface Mount Box for JK/JF/JP/JO-DVF Door Stations	SBX-DVF	Aiphone	EA	1	\$136.85	\$60.00	\$196.85	\$13.00	\$4.20	\$214.05
Long distance/CCTV adaptor for JP Series	JPW-BA	Aiphone	EA	1	\$179.22	\$30.00	\$209.22	\$17.03	\$4.52	\$230.77
Distribution Adaptor for Video Sub Master Stations	JP-8Z	Aiphone	EA	1	\$146.63	\$30.00	\$176.63	\$13.93	\$3.81	\$194.37
24V DC Power Supply	PS-2420UL	Aiphone	EA	2	\$147.72	\$120.00	\$267.72	\$14.03	\$5.64	\$287.39
Selective Door Release Adaptor	RY-3DL	Aiphone	EA	1	\$71.69	\$90.00	\$161.69	\$6.81	\$3.37	\$171.87
Form C Door Release Relay, 24V DC Input	RY-24L	Aiphone	EA	1	\$13.04	\$90.00	\$103.04	\$1.24	\$2.09	\$106.36
Chime Extension Speaker	IER-2	Aiphone	EA	1	\$22.82	\$90.00	\$112.82	\$2.17	\$2.30	\$117.29
Locking strike Device/ Von Duprin HES or equal	HES 9600	Von Duprin	EA	1	\$235.75	\$90.00	\$325.75	\$22.40	\$6.96	\$355.11
Plug in buzzer	HES2006M	Von Duprin	EA	1	\$28.75	\$30.00	\$58.75	\$2.73	\$1.23	\$62.71
24 VDC transformer needed at the door strike	Generic	Generic	EA	1	\$28.75	\$30.00	\$58.75	\$2.73	\$1.23	\$62.71
Command Access Door Loop	DL-20AL	C.A.	EA	2	\$39.10	\$60.00	\$99.10	\$3.71	\$2.06	\$104.87
HES Key override option	660	HES	EA	1	\$75.00	\$30.00	\$105.00	\$7.13	\$2.24	\$114.37
Aiphone system wiring termination	Services	AAA	EA	4	\$24.00	\$36.00	\$60.00	\$2.28	\$1.25	\$63.53
Cat 6 Plugs	Services	AAA	EA	4	\$4.00	\$36.00	\$40.00	\$0.38	\$0.81	\$41.19
18 Gauge 2 Conductor Solid bare copper	Services	AAA	EA	600	\$102.00	\$720.00	\$822.00	\$9.69	\$16.63	\$848.32
Cable pathway and raceway installation	Services	AAA	EA	1	\$150.00	\$120.00	\$270.00	\$14.25	\$5.69	\$289.94
System Labeling, Testing & Certification	Services	AAA	EA	4	\$4.00	\$24.00	\$28.00	\$0.38	\$0.57	\$28.95
Tripplite 1500 Series UPS w/SNMP Web Card	SU1500RTXLCD2U	TrippLite	EA	3	\$2,475.00	\$360.00	\$2,835.00	\$235.13	\$61.40	\$3,131.53
ViewSonic 65" Viewboard 4K Interactive Flat Panel	IFP6560	ViewSonic	EA	20	\$74,000.00	\$2,400.00	\$76,400.00	\$7,030.00	\$1,668.60	\$85,098.60
Diversitrack TV system	DT-TV-16	Diversitrack	EA	20	\$12,500.00	\$2,400.00	\$14,900.00	\$1,187.50	\$321.75	\$16,409.25
End-User Training	Services	AAA	EA	1	\$0.00	\$150.00	\$150.00	\$0.00	\$3.00	\$153.00
Testing & Acceptance	Services	AAA	EA	1	\$0.00	\$1,520.00	\$1,520.00	\$0.00	\$30.40	\$1,550.40
CAD Drawing & Asbuilt Drawing	Services	AAA	EA	1	\$25.00	\$450.00	\$475.00	\$2.38	\$9.55	\$486.92
Project Management	Services	AAA	EA	1	\$0.00	\$1,520.00	\$1,520.00	\$0.00	\$30.40	\$1,550.40
Total - Material Cost										\$188,808.22
Sale Taxes										\$17,936.78
Total - Labor Cost										\$78,822.75
Final Bonds										\$5,711.35
TOTAL										\$291,279.10



Meet customer's needs, expectations, and budget!

www.aaansi.com
8401 Page Street, Buena Park, CA 90621
(714) 484-2711 Phone • (714) 484-2994 Fax

Terms of Warranty



WARRANTY/GUARANTEE

FOR _____ WORK

We, the undersigned, hereby warranty and guarantee that the parts of the work described above which we have furnished and/or installed for:

is in accordance with the Contract Documents and that said Work as installed will fulfill or exceed all of the Warranty and Guarantee requirements. We agree to repair or replace Work installed by us, together with any adjacent Work which is replaced or damaged by so doing, that proves defective in workmanship, material, or operation within a period of One (1) year(s) from the date of final acceptance of the Owner or from the Date of Certificate of Substantial Completion, whichever is the earlier, ordinary wear and tear excepted.

In the event of our failure to comply with the above-mentioned conditions within a reasonable time period determined by the Owner, after notification in writing, we, the undersigned, collectively and separately do hereby authorize the Owner to have said defective Work repaired and/or replaced and made good and agree to pay to the Owner upon demand all moneys that the Owner may expend in making good said defective Work, including all collection costs and reasonable attorney fees.

Date: _____
(Contractor)
By: _____
Title: _____
State License No. _____

Local Representative to be contacted for maintenance, repair and/or replacement service:

Name: _____
Address: _____
Phone Number: _____

Aiphone LIMITED WARRANTY

Aiphone warrants its products to be free from defects of materials and workmanship under normal use and service for a period of one, two, or three years after delivery to the ultimate user and will repair free of charge or replace at no charge, should it become defective upon which examination shall disclose to be defective and under warranty. Aiphone reserves unto itself the sole right to make the final decision whether there is a defect in materials and/or workmanship; and whether or not the product is within the warranty. This warranty shall not apply to any Aiphone product which has been subject to misuse, neglect, accident, power surge, or to use in violation of instructions furnished, nor extended to units which have been repaired or altered outside of the factory. This warranty does not cover batteries or damage caused by batteries used in connection with the unit. This warranty covers bench repairs only, and any repairs must be made at the shop or place designated in writing by Aiphone. This warranty is limited to the standard specifications listed in the operation manual. This warranty does not cover any function that is added by users or suppliers when used in connection with third party products. Please note that any damage or other issues caused by a failure to use the unit in connection with Aiphone products are also not covered by this warranty. Aiphone will not be responsible for any costs incurred involving on site service calls. Aiphone will not provide compensation for any loss or damage incurred by the breakdown or malfunction of its product during use, or for any consequent inconvenience or losses that may result.

From the date of installation to the ultimate user, audio intercom products are warranted for a period of one year. Video intercom products are warranted for a period of two years. The NHX series and MarketCom MC-60/4A and MC-60/4B intercom stations (excluding coil cords) are warranted for a period of three years.

Aiphone Wire Warranty

Aiphone limited product warranty is extended by one year when product is installed using Aiphone wire.

Repair Warranty

At our discretion, Aiphone will repair free of charge or replace at no charge Aiphone product that, upon examination by an Aiphone Repair Technician, is proven to be defective and under warranty. Aiphone reserves the right to make the final decision as to whether there is a defect in materials and/or workmanship, and whether or not the product is within the warranty.

This warranty shall not apply to any failure caused by improper installation or use in violation of the instructions, abuse, negligence, electrical surge including damage from lightning, water or any other physical damage, or damage caused from batteries.

This warranty covers bench repairs by the Aiphone Repair Department only, and does not extend to units that have been repaired or altered outside of the factory. Aiphone is not responsible for any costs incurred involving on-site service calls.

Cisco Enhanced Limited Lifetime Hardware Warranty

The Cisco Catalyst 2960-X Series Switches come with an enhanced limited lifetime warranty (E-LLW) that includes next-business-day (NBD) delivery of replacement hardware where available and 90 days of 8x5 Cisco Technical Assistance Center (TAC) support.

Your formal warranty statement, including the warranty applicable to Cisco software, appears in the Cisco information packet that accompanies your Cisco product. We encourage you to review carefully the warranty statement shipped with your specific product before use.

Cisco reserves the right to refund the purchase price as its exclusive warranty remedy.

For further information on warranty terms, visit <https://www.cisco.com/go/warranty>. Table 8 provides information about the E-LLW.

Table 8. E-LLW Details

	Cisco E-LLW
Device covered	Applies to Cisco Catalyst 2960-X Series Switches.
Warranty duration	As long as the original customer owns the product.
EoL policy	In the event of discontinuance of product manufacture, Cisco warranty support is limited to 5 years from the announcement of discontinuance.
Hardware replacement	Cisco or its service center will use commercially reasonable efforts to ship a replacement for NBD delivery, where available. Otherwise, a replacement will be shipped within 10 working days after receipt of the RMA request. Actual delivery times might vary depending on customer location.
Effective date	Hardware warranty commences from the date of shipment to customer (and in case of resale by a Cisco reseller, not more than 90 days after original shipment by Cisco).
TAC support	Cisco will provide during business hours, 8 hours per day, 5 days per week basic configuration, diagnosis, and troubleshooting of device-level problems for up to a 90-day period from the date of shipment of the originally purchased Cisco Catalyst 2960-X product. This support does not include solution or network-level support beyond the specific device under consideration.
Cisco.com access	Warranty allows guest access only to Cisco.com.

Contact Cisco

For more information about Cisco products, contact:

- Phone: +1 800 553-NETS (6387)
- [Worldwide Product Support](#)
- Company Website: [cisco.com](https://www.cisco.com)

1. **Definitions.** For purposes of this Warranty, (i) "Buyer" shall mean the individual or entity identified on the applicable purchase order or supply agreement (or, if different, on Seller's quotation, order acknowledgement or confirmation), (ii) "Seller" shall mean the CommScope entity identified on such entity's quotation, order acknowledgement, confirmation or supply agreement, (iii) "Product" shall mean a product manufactured by Seller pursuant to the applicable supply agreement, quotation, order acknowledgement or confirmation, and (iv) "Warranty Period" shall mean one year from date of original shipment from Seller's facility unless a different time period is set forth in **Exhibit A**.
2. **Limited Warranty.** Seller warrants that, as of the date of delivery, Seller has good title to the Product, free from any lawful security interest or other lien or encumbrance unknown to Buyer. In addition, during the Warranty Period, the Product will be free from defects in materials or workmanship arising under proper and normal use. This Warranty shall apply only to the Products and shall not apply to any other goods or materials, parts or components of a system or any system as a whole. This Warranty does not cover ordinary wear and tear. Seller does not warrant any products manufactured by third parties; provided that Seller will, to the extent permitted by the manufacturer, assign third-party warranties to Buyer.
3. **Inspection.** If Buyer claims that a Product is defective in materials or workmanship, Seller shall have the right to either examine the Product where it is located or, in its sole discretion, issue shipping instructions for return of the Product. Seller's inspection in response to a warranty claim shall not constitute acceptance or acknowledgment of the claim's validity. Buyer shall prepay all transportation charges for such return.
4. **Remedies.** Seller's sole and exclusive obligation and Buyer's exclusive remedy under this Warranty is Seller's repair or replacement of the defective Product or a credit for the purchase price of the defective Product. Seller shall have sole discretion as to which of these remedies Seller will provide. Seller is not liable for any repair or maintenance costs incurred by Buyer, unless Seller authorizes such charges in writing in advance of the commencement of the work. If Seller elects to replace or repair the defective Product, the replaced or repaired Product will be warranted for the remainder of the Warranty Period applicable to the originally shipped Product, but the Warranty shall not be extended beyond the original Warranty Period.
5. **Notice and Waiver.** If Buyer discovers any defect in the Product, Buyer must provide prompt (and in no case later than thirty (30) days after discovery) written notice to Seller of the claimed defect. Such notice shall describe, in reasonable detail, the symptoms of such defect. The notice must be received by Seller during the Warranty Period for such Product. Failure to give timely notice of a claim shall result in Buyer's waiver of such claim.
6. **Transfer of Ownership.** This Warranty is not transferable unless Buyer is expressly authorized by Seller in writing to resell the Product. In addition, Buyer must notify Seller on or before the fifteenth (15th) day after the date on which it transfers ownership of the warranted Product. Any transfers in violation of this Section shall invalidate this Warranty. Notice of the transfer of ownership must be in writing and shall include the name and address of the new owner.
7. **Exclusions from Warranty.** This Warranty shall not apply to problems attributable to, or as a result of:
 - (a) improper installation or misapplication of parts;
 - (b) chain or system failures induced by other products or components;
 - (c) lack of proper inspection or maintenance or failure to provide a suitable operating environment;
 - (d) any consumables provided with the Product and any other materials, components or products manufactured by a third party;
 - (e) power surges, fire, unusual mechanical, physical or electrical stress, severe weather conditions or acts of nature, including but not limited to, lightning or floods;
 - (f) usage or operation not in accordance with published ratings, specifications or instructions, including but not limited to environmental specifications identified by Seller;
 - (g) any adjustment, modification, alteration, removal or repair of any part of the Product not expressly authorized by Seller in writing;
 - (h) accidental damage, misuse, abuse, neglect or unauthorized access of the Product or of any system of which the warranted Product is a part;
 - (i) any type of aesthetic changes due to oxidation or corrosion occurring on stainless steel or galvanized steel parts installed in unusually corrosive marine and industrial atmospheres (in which case Seller's only obligation shall be to ensure that Product complies with Seller's published material specifications);
 - (j) use of the Product for purposes other than that for which it was designed; or
 - (k) mishandling during shipment of the Product.

This Warranty is for Products installed and used in accordance with Seller's design, installation and operating parameters. Buyer's failure to ensure conformity with such parameters will void all warranties. Under no circumstance shall Seller have any liability or obligation with respect to expenses, liabilities or losses associated with the installation or removal of any Product or the installation or removal of any components for inspection, testing or redesign occasioned by any defect or by any repair or replacement of a Product.

8. **Limitation on Liability.** THE WARRANTIES SET FORTH IN SECTION 2 HEREOF ARE EXCLUSIVE AND ARE MADE ONLY TO BUYER. SELLER MAKES NO OTHER REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, AND SPECIFICALLY DISCLAIMS AND EXCLUDES ANY REPRESENTATION OR WARRANTY OF MERCHANTABILITY, NONINFRINGEMENT OR FITNESS FOR A PARTICULAR PURPOSE AND ANY REPRESENTATION OR WARRANTY ARISING BY USAGE OF TRADE, COURSE OF DEALING OR COURSE OR PERFORMANCE. No person is authorized to give any additional warranties on Seller's behalf or to assume for Seller any other liability, except in a writing signed by an authorized officer of Seller. SELLER'S TOTAL LIABILITY FOR ANY CLAIM OR DAMAGE ARISING OUT OF OR IN CONNECTION WITH THE MANUFACTURE, SALE, DELIVERY OR USE OF THE PRODUCTS WILL BE LIMITED TO PROVEN DIRECT DAMAGES, NOT TO EXCEED THE PURCHASE PRICE OF SUCH PRODUCTS. IN NO EVENT WILL SELLER BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING, WITHOUT LIMITATION, ANY CLAIM FOR LOSS OF ACTUAL OR ANTICIPATED REVENUES OR PROFITS. These limitations on liability will apply regardless of the form of action, whether in contract, tort, strict liability or otherwise, and whether damages were foreseeable and will survive failure of any exclusive remedies provided in Section 4 hereof.

9. **Choice of Law.** The terms and conditions contained herein and the rights of the parties to any transaction to which they relate shall be governed by and construed in accordance with the laws of the State of North Carolina, U.S.A. The United Nations Convention on Contracts for the International Sale of Goods shall not apply.

LIMITED PRODUCT WARRANTY

Exhibit A

Seller warrants that the Products identified below will be free from defects in material and workmanship arising under proper and normal use for the following Warranty Period:

QR® Coaxial Cable	Ten (10) years from the date of original shipment.
ValuSite® Products	Three (3) years from the date of original shipment.
I-Line Accessory Products	Three (3) years from the date of original shipment.
Standard RADIAX® Cable, Connector, Accessory and Cable Assembly[*] Products	Five (5) years from the date of original shipment, except for the following: (i) two (2) years for surge arrestors; and (ii) one (1) year for all other accessories.
Standard CNT® Cable, Connector, Accessory and Cable Assembly[†] Products	Five (5) years from the date of original shipment; except that the Warranty Period for Products purchased for resale purposes shall be one (1) year.
Broadband RF Connectivity Products	Five (5) years from the date of original shipment.
Other OSP Cable Products (P3®, Drop Coax, Fiber Cable, Fiber Drop Cable, CIC)	One (1) year from the date of original shipment
FDH Products	One (1) year from the date of original shipment
Multiservice terminals (MST), Open Terminals (OTE) and Hardened Drop Cable Assemblies	One (1) year from the date of original shipment
OSP “Box” Products	One (1) year from the date of original shipment
Mini-RDTs and RDTs	One (1) year from the date of original shipment
FOST™, FIST™ and Tenio™	One (1) year from the date of original shipment
OSP Copper Connect and Closure Products	One (1) year from the date of original shipment
Standard HELIAX® Cable, Connector, Accessory and Cable Assembly[‡] Products	Ten (10) years from the date of original shipment; except for the following: (i) three (3) years for ValuFlex® cable assemblies; (ii) three (3) years for weatherproofing kits; (iii) one (1) year for cable preparation tools (excluding blades); (iv) one year for single click-on hanger kits; and (v) two (2) years for surge arrestors.
HELIAX® FiberFeed® Products, including FiberFeed® hybrid and fiber cables and assemblies, power cables and junction boxes	One (1) year from the date of original shipment.
Steel Products and Rapid Deployment Monopoles	Three (3) years from the date of original shipment.
Standard ION-B®, ION-E®, ION-M®, ION-U®, MR, p-POI®, i-POI®, e-POI™, and Node Repeater Products	The earlier of: (i) one (1) year from the date of installation; or (ii) fifteen (15) months from the date of shipment.
Premium Passive Products, including In-Building Directional Couplers, Hybrid Matrices, Tappers, Power Splitters, Terminations, Attenuators and CMAX Antenna Products	Five (5) years from the date of original shipment.
ValuDAS® Passive Products, including Air Directional Couplers, Hybrid Couplers, High Power Splitters, and Cell-Max™ Antennas	Two (2) years from the date of original shipment.
InterReach Fusion®	One (1) year from the date of original shipment.
InterReach Unison®	One (1) year from the date of original shipment.
FlexWave® Spectrum	One (1) year from the date of original shipment.
FlexWave® Prism	One (1) year from the date of original shipment.
FlexWave® Active Integration Panel (AIP)	One (1) year from the date of original shipment.
A.I.M.O.S. Software Products	One (1) year from the date of original shipment.

^{*} RADIAX® Cable Assembly Product means any RADIAX® coaxial cable that has been fitted with Seller’s connectors in accordance with the installation instructions.

[†] CNT® Cable Assembly Product means any CNT® coaxial cable that has been fitted with Seller’s connectors by Seller or its certified distributor.

[‡] HELIAX® Cable Assembly Product means any HELIAX® coaxial cable or elliptical waveguide that has been fitted with Seller’s connectors by Seller or its certified distributor.

LIMITED PRODUCT WARRANTY

In- Building and Fixed Subscriber Antennas	The earlier of: (i) three (3) years from the date of installation or (ii) thirty-nine (39) months from the date of original shipment.
OneCell® and S1000 Small Cell Platforms (excluding software)	The earlier of: (i) one (1) year from the date of installation; or (ii) fifteen (15) months from the date of original shipment
Small Cell Device Management System (DMS) Software for OneCell® and S1000 Small Cell Platforms	Ninety (90) days from the date of original shipment
Base Station Antenna Products	Two (2) years from the date of original shipment for all base station antennas except base station antennas incorporating N-type connectors, which shall have a warranty of one (1) year from the date of original shipment.
Standard Tower Mounted Amplifier, Bias Tee and Power Distribution Unit Products	Two (2) years from the date of original shipment.
Standard Filter, Diplexer and Triplexer Products	Two (2) years from the date of original shipment.
DryLine® Dehydrator Systems and Line Monitoring Systems	Three (3) years from the date of original shipment or 3,000 hours of actual run time, whichever occurs first; except the Warranty Period for the compressor is only one (1) year from original shipment or 1,000 hours of actual run time, whichever occurs first. This Warranty Period does not apply to Factory Reconditioned Dehydrators, which are warranted for only one (1) year from the date of original shipment.
Microwave Antennas	Three (3) years from the date of original shipment.
Terrestrial Microwave System Products (including Microwave System Flex-Twist, Coupler, Filter and Diplexer Products)	Three (3) years from the date of original shipment.
SiteRise™ Solutions	One (1) year from the date of original shipment on workmanship for the Solution.
Copper Structured Cabling Products	One (1) year from the date of Installation
Fiber Optic Panels, including Accessories, Mounting Hardware, Modules	One (1) year from the date of shipment
Fiber Optic Field Terminated Connectors, Kits, Tools, Consumables, Accessories	One (1) year from the date of shipment
Indoor Fiber Cable Patch Cords, Cable Assemblies, Fiber Trunks	One (1) year from the date of shipment
Passive Optical Components and Value Added Modules (VAMs)	One (1) year from the date of shipment
Fiber Guide Fiber Management System (FGS)	One (1) year from the date of shipment
Optical Distribution Frames, including Modules, Blocks, Accessories and Hardware	One (1) year from the date of shipment
Other Enterprise Products (Coax, Automotive Cables, Enterprise Enclosures and miscellaneous items) (excluding software)	One (1) year from the date of installation.
Cabinets Cable and Apparatus Products	One (1) year from the date of original shipment.
Electronic Enclosure Products (Cabinets)	Two (2) years from the date of original shipment.
Alifabs™ Cabinets & Ancillary Products	One (1) year from the date of original shipment.
Alifabs™ Free Cooling Products and Accessories and Spare Parts, including Monitor	Two (2) years from the date of original shipment.
Alifabs™ Telecommunications Towers and Accessories	One (1) year from the date of original shipment.
Alifabs™ Services (power upgrades, enablements, installation and decommission work, rigging, and fault management)	One (1) year from the date of completion of the work.
Any other Software Products	Ninety (90) days from the date of original shipment.

Product Warranty

We warrant our product to be free from defects in material and workmanship, for terms specified below, provided there has been normal use and proper maintenance. This warranty applies to the original purchaser only. All remedies under this warranty are limited to the repair or replacement of any item or items found by the factory to be defective within the time period specified.

If you have a warranty claim, first you must call our factory at the number found in the back of this manual. You must retain proof of purchase and submit a copy with any items returned for warranty work. Upon completion of warranty fulfillment, if any, we will return the repaired or replaced item or items to you freight prepaid. Damage to our products caused by accidents, fire, vandalism, negligence, improper installation, misuse, Acts of God, or by defective parts not manufactured by us, is not covered under this warranty.

THE WARRANTY TIME PERIOD IS AS FOLLOWS: ALL "GOODS" MANUFACTURED BY OUR COMPANY: LIFETIME FRAME AND HARDWARE, NOT INCLUDING ROLLER WHEELS OR BRAKE PADS. ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND/OR FITNESS FOR A PARTICULAR PURPOSE CREATED HEREBY ARE LIMITED IN DURATION TO THE SAME DURATION AND SCOPE AS THE EXPRESS WRITTEN WARRANTY. OUR COMPANY SHALL NOT BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGE.

Some states do not allow limitations on how long an implied warranty lasts, or the exclusion or limitation of incidental or consequential damages, so the above limitations or exclusions may not apply to you. This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

WARRANTY POLICY

Hanwha Techwin America (HTA) warrants to the original purchaser that HTA's products (the "Products") are free from defects in material and workmanship for a period of three (3) years from the date of original purchase, unless a different period is otherwise expressly stated below (the "Warranty Period"). HTA's obligation under this warranty is expressly limited to supplying replacement parts, repairing, or replacing, at its sole option, any product which HTA, in its sole judgment and discretion, determines contained a defect in materials or workmanship at the time of shipment from HTA. This warranty does not include on-site service or removal and re-installation costs. This warranty is valid only on HTA products and is subject to the limitations and exceptions listed below.

THIS LIMITED WARRANTY IS EXCLUSIVE, IS HTA'S ONLY WARRANTY, AND IS EXPRESSLY IN LIEU OF ANY OTHER EXPRESS OR IMPLIED WARRANTIES. HTA HEREBY DISCLAIMS ANY AND ALL OTHER WARRANTIES AND WARRANTIES THAT MAY BE IMPLIED BY LAW, INCLUDING, WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY, AND OF FITNESS FOR A PARTICULAR PURPOSE OR SPECIFIED USE. TO THE MAXIMUM EXTENT PERMITTED BY LAW, HTA, ITS SUBSIDIARIES, AND PARENTS SHALL NOT BE RESPONSIBLE FOR AND HEREBY DISCLAIMS ALL LIABILITY FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCURRED BY YOU OR ANY OTHER PERSON OR ENTITY HOWEVER CAUSED, WHETHER BY THE NEGLIGENCE OF HTA OR OTHERWISE, INCLUDING, BUT NOT LIMITED TO, ANY LIABILITY (i) FOR LOST REVENUES, LOST PROFITS, LOSS OF USE, THE COST OF DATA RECOVERY FROM HARD DISK DRIVES, THE VALUE OF DATA THAT CANNOT BE RECOVERED FROM HARD DISK DRIVES, OR ANY OTHER COMMERCIAL LOSSES OF ANY TYPE; (ii) FOR INJURY TO OR DEATH OF ANY PERSONS IN CONNECTION WITH THE PRODUCTS; AND (iii) LIABILITY WHICH YOU HAVE TO ANY OTHER PERSON, IRRESPECTIVE OF WHETHER SUCH LIABILITIES WOULD OTHERWISE ARISE FROM HTA TUTE, NEGLIGENCE, CONTRACT, STRICT LIABILITY, OR OTHERWISE. ALL RIGHTS GRANTED TO YOU UNDER THIS LIMITED WARRANTY ARE CONDITIONED UPON AND SHALL ONLY ARISE IF THEY ARE EXERCISED IN THE MANNER DESCRIBED BELOW, AND ARE LIMITED TO THE ONE, SOLE AND EXCLUSIVE REMEDY OF REPAIR OR REPLACEMENT, AS SPECIFIED HEREIN.

If any person or entity other than HTA repairs or replaces parts on the Products without the prior written consent of HTA, this limited warranty shall be void with respect to the part or component of the Products so repaired or replaced, and with respect to any other part or component related thereto.

For a warranty claim to be valid, you must give full and reasonable written notice to HTA of the defect within thirty (30) days of your discovery of the defect, but in no event

later than the last day of the Warranty Period. On receipt of any such written notice, HTA will, as soon as reasonably practicable, cause to be repaired (or, at the sole option of HTA, have replaced) the defect(s) identified by the notice. HTA's SOLE RESPONSIBILITY IS TO REPAIR OR REPLACE SUCH DEFECTIVE ITEMS OF WHICH HTA SHALL HAVE RECEIVED TIMELY AND PROPER NOTICE AS PROVIDED HEREIN. ALL REPAIRS PERFORMED BY HTA AND ALL REPLACEMENT OF PARTS BY HTA SHALL BE SUBJECT TO THE SAME LIMITED WARRANTY PROVIDED HEREIN AND THE SAME DISCLAIMERS OF OTHER WARRANTIES, INCLUDING, BUT NOT LIMITED TO, THE DISCLAIMER OF ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE OR SPECIFIED USE AND THE DISCLAIMER OF LIABILITY FOR ANY AND ALL INCIDENTAL OR CONSEQUENTIAL DAMAGES.

THIS WARRANTY DOES NOT COVER: malfunction, defect, failure, or damage (i) caused by or resulting from impact, mishandling, tampering, or use contrary to the applicable instruction manual; (ii) arising from ordinary wear and tear, wind, fires, storm, earthquake, incorrect power line voltage, inadequate or improper lighting, adverse weather conditions or other acts of God or nature, your or operators abuse or neglect, misuse, accident or mishap; (iii) arising from shipping; (iv) arising from work, repairs or alterations performed by others than HTA; (v) routine cleaning, normal cosmetic and mechanical wear and tear; and/or (vi) parts or accessories manufactured by persons other than HTA and warranted by such persons.

You acknowledge and agree, and represent and warrant to HTA, that the Products are not and will not be used as consumer goods or consumer products, are not going to be used for personal, family or household purposes, and are intended exclusively for commercial, and not consumer, use. You acknowledge and agree that this limited warranty is exempt from the provisions of the Magnuson-Moss Federal Warranty Act. Other than as set forth herein, no agent, employee, or representative of HTA has any authority to bind HTA to any other warranty, or to make any other representations or affirmations concerning the Products or any parts thereof. No affirmation, representation, or warranty made by any agent, employee or representative of HTA, shall be binding upon HTA unless the same is specifically included within this agreement.

To return a Product for repair, a Return for Service Authorization (RSA) number is required. The RSA request form is available on the HTA web site at HanwhaSecurity.com/repair. In addition to your contact information, you will need the following information in order to complete the form:

Model number

Serial Number

Date of Purchase (a copy of the original purchase receipt must be included with the

returned Product)

Detailed description of the defect or malfunction (this helps ensure our technicians can replicate the symptom)

The RSA form and return instructions will be e-mailed (or faxed) to you. Returned Products must be properly packaged, insured, and shipped freight prepaid. Be sure to include the RSA form and a copy of the purchase receipt with the Product. All returns must have the RSA number clearly marked on the shipping label. Products returned without an RSA number or shipped freight collect will be refused.

In the USA and Canada, you can also request an RSA from our customer support staff at 877-213-1222.



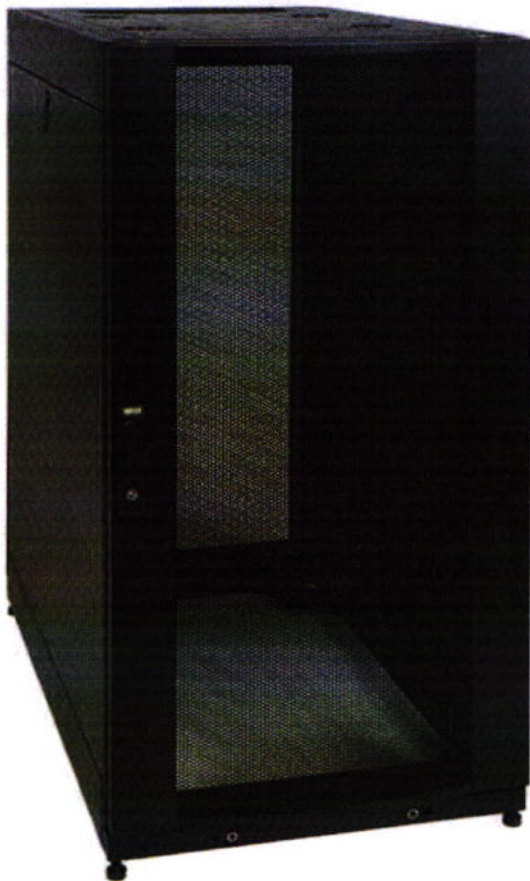
Tripp Lite
1111 W. 35th Street
Chicago, IL 60609
📞 1 773.869.1774
📠 1 773.869.1329

✉ presaleshelp@tripplite.com

MODEL NUMBER: **SR25UB**

PRODUCT STATUS **CURRENT**

25U SmartRack Standard-Depth Server Rack Enclosure Cabinet with doors & side panels



[All Images \(2\)](#) | [Product Datasheet](#)

Warranty

5-year limited warranty

Is Your Product in Warranty?

Your product is still covered under warranty if it was purchased after **11/9/2013**.

Support Resources

[Create a Support Ticket](#) [↗](#)

**Support for
In-Warranty Products**

North American Support Center

773.869.1108

Please have your serial number ready when you call.

Help me find it [🔍](#)

Purchase a Replacement

[Check Prices](#)

Order Parts

Order parts for your SR25UB

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SR42UBMDEXPND
SR42UB

[Go to Product Page](#)

DOCUMENTATION

DESIGN RESOURCES

Documentation

- [Installation Guide for SmartRack Latch](#) [📄](#)
- [Assembly Instructions for SmartRack SR25UBKD & SR25UBEXPKD](#) [📄](#)
- [Owner's Manual for Smart Rack Enclosures \(Multi-language\)](#) [📄](#)
- [Product Datasheet](#) [📄](#)

PRODUCT WARRANTY

PRODUCT REGISTRATION

Product Warranty Period (Worldwide)

5-YEAR LIMITED WARRANTY

Tripp Lite warrants this product, if used in accordance with all applicable instructions, to be free from original defects in material and workmanship for 5 years from the date of initial purchase. If the product should prove defective in material or workmanship within that period, Tripp Lite will, subject to the foregoing terms and limitations, repair or replace the product, in its sole discretion, as your exclusive remedy for Tripp Lite's breach of its limited warranty.

RETURN POLICY

REQUEST RETURN (RMA)

Tripp Lite's Return Policy

Proof of Warranty Coverage

You must provide proof that the product is covered under warranty. This can be confirmed by the product's serial number or with proof of purchase in the form of an invoice or receipt from a Tripp Lite authorized dealer. If required, please include the proof of purchase invoice with your return. Warranties on Tripp Lite products begin on the date of your product purchase. Warranty coverage varies by product line. Specific warranty duration is outlined in the owner's manual that accompanies each unit.

Shipping Returns

You are responsible for all transportation, insurance, duties and other similar charges for returned products. Please use caution; shipping damages resulting from improper packaging will be your responsibility. We recommend using a reliable parcel or freight carrier who is capable of providing tracking information and proof of delivery. The proof of purchase, if required, and your RMA number must be inserted in the shipping carton before the carton is sealed.

Repair or Replacement

Tripp Lite will repair or replace the product at Tripp Lite's option and ship the repaired or replaced product back to you at no charge.

Products not accompanied by a valid RMA number will not be accepted. The RMA number must be enclosed with your product or be clearly visible on the outside of the packaging.

PARTS & ACCESSORIES

Parts & Accessories

UPS ACCESSORIES



4POSTRAILKIT

4-Post Rack-Mount Installation Kit of select Rack-Mount UPS Systems

[More...](#)

MANAGEMENT HARDWARE

RACK ACCESSORIES



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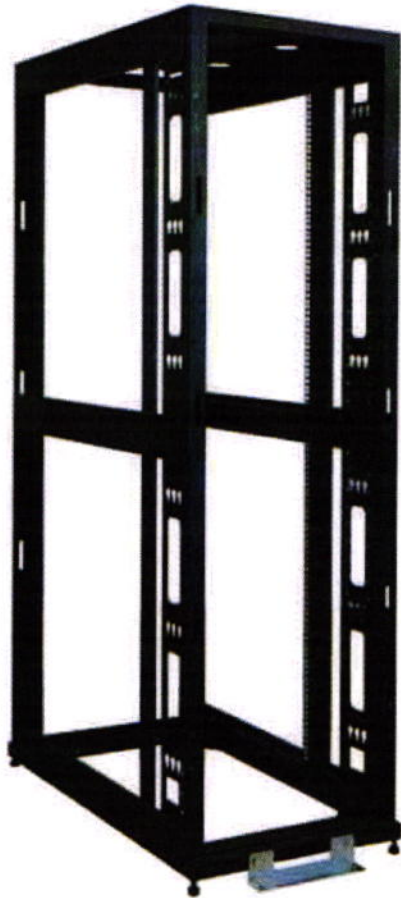
Tripp Lite
1111 W. 35th Street
Chicago, IL 60609
📞 1 773.869.1774
📠 1 773.869.1329

✉️ presaleshelp@tripplite.com

MODEL NUMBER: **SR42UBMDEXPND**

PRODUCT STATUS **CURRENT**

42U SmartRack 4-Post Mid-Depth Open Frame Rack - no sides or doors



[All Images \(1\) | Product Datasheet](#)

Warranty

5-year limited warranty

Is Your Product in Warranty?

Your product is still covered under warranty if it was purchased after **11/9/2013**.

Support Resources


[Create a Support Ticket](#) [↗](#)

**Support for
In-Warranty Products**

North American Support Center

773.869.1108

Please have your serial number ready when you call.

Help me find it 

Purchase a Replacement

[Check Prices](#)

Order Parts

Order parts for your SR42UBMDEXPND

Recently Viewed Items




SR42UB

[Go to Product Page](#)

DOCUMENTATION

DESIGN RESOURCES

Documentation

- [Installation Guide for SmartRack Latch](#) 
- [Owner's Manual for Smart Rack Enclosures \(Multi-language\)](#) 
- [Product Datasheet](#) 

PRODUCT WARRANTY

PRODUCT REGISTRATION

Product Warranty Period (Worldwide)

5-YEAR LIMITED WARRANTY

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Tripp Lite's Return Policy

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Parts & Accessories

UPS ACCESSORIES



4POSTRAILKIT

4-Post Rack-Mount Installation Kit of select Rack-Mount UPS Systems

[More...](#)

RACK ACCESSORIES



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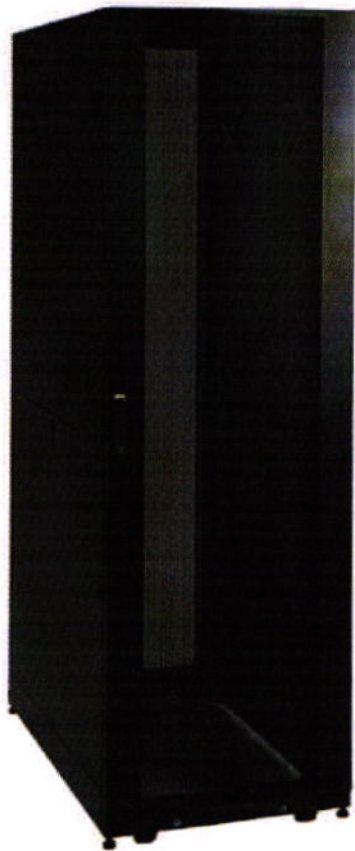
Tripp Lite
1111 W. 35th Street
Chicago, IL 60609
📞 1 773.869.1774
📠 1 773.869.1329

✉ presaleshelp@tripplite.com

MODEL NUMBER: **SR42UB**

PRODUCT STATUS **CURRENT**

42U SmartRack Standard-Depth Server Rack Enclosure Cabinet with doors & side panels



[All Images \(20\)](#) | [Product Datasheet](#)

Warranty

5-year limited warranty

Is Your Product in Warranty?

Your product is still covered under warranty if it was purchased after **11/9/2013**.

Support Resources


[Create a Support Ticket](#)

**Support for
In-Warranty Products**

North American Support Center

773.869.1108

Please have your serial number ready when you call.

Help me find it 

Purchase a Replacement

[Check Prices](#)

Order Parts

Order parts for your SR42UB

Recently Viewed Items






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DOCUMENTATION

DESIGN RESOURCES

Documentation

- [Installation Guide for SmartRack Latch](#) 
- [Owner's Manual for Smart Rack Enclosures \(Multi-language\)](#) 
- [Product Datasheet](#) 

PRODUCT WARRANTY

PRODUCT REGISTRATION

Product Warranty Period (Worldwide)

5-YEAR LIMITED WARRANTY

Tripp Lite warrants this product, if used in accordance with all applicable instructions, to be free from original defects in material and workmanship for 5 years from the date of initial purchase. If the product should prove defective in material or workmanship within that period, Tripp Lite will, subject to the foregoing terms and limitations, repair or replace the product, in its sole discretion, as your exclusive remedy for Tripp Lite's breach of its limited warranty.

Tripp Lite's Return Policy

Proof of Warranty Coverage

You must provide proof that the product is covered under warranty. This can be confirmed by the product's serial number or with proof of purchase in the form of an invoice or receipt from a Tripp Lite authorized dealer. If required, please include the proof of purchase invoice with your return. Warranties on Tripp Lite products begin on the date of your product purchase. Warranty coverage varies by product line. Specific warranty duration is outlined in the owner's manual that accompanies each unit.

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Parts & Accessories

MANAGEMENT HARDWARE



SRSWITCH

SmartRack Magnetic Door Switch Kit for front and rear doors; requires ENVIROSENSE, TLNETEM, E2MTHDI or E2MTDI

[More...](#)

RACK ACCESSORIES



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📞 1 773.869.1774
📠 1 773.869.1329

✉ presaleshelp@tripplite.com

MODEL NUMBER: **SU1500RTXLCD2U**

PRODUCT STATUS **CURRENT**

SmartOnline 120V 1.5kVA 1.35kW Double-Conversion UPS, 2U Rack/Tower, Extended Run, Network Card Slot, LCD, USB, DB9



[All Images \(8\)](#) | [Product Datasheet](#)

Warranty

2-year limited warranty

Insurance

\$250,000 Ultimate Lifetime Insurance

Is Your Product in Warranty?

Your product is still covered under warranty if it was purchased after **11/9/2016**.

Support Resources

SU1500RTXLCD2U How-To Videos
Replacement UPS Batteries
Create a Support Ticket [↗](#)

Support for In-Warranty Products

North American Support Center
773.869.1112
Please have your serial number ready when you call.
Help me find it [↗](#)

Purchase a Replacement

[Check Prices](#)

Recently Viewed Items

SR25UB
SR42UBMDEXPND
SR42UB

[Go to Product Page](#)

DOCUMENTATION

SOFTWARE, FIRMWARE & DRIVERS

ARTICLES

HOW-TO VIDEOS

Software, Firmware & Drivers

- External Battery Pack Configuration Software and Instructions (English) [↓](#)
- UPS System Output Voltage Selector Utility [↓](#)

PRODUCT WARRANTY

PRODUCT REGISTRATION

EXTENDED WARRANTIES

Product Warranty Period (Worldwide)

2-YEAR LIMITED WARRANTY

Tripp Lite warrants this product, if used in accordance with all applicable instructions, to be free from original defects in material and workmanship for 2 years from the date of initial purchase. If the product should prove defective in material or workmanship within that period, Tripp Lite will, subject to the foregoing terms and limitations, repair or replace the product, in its sole discretion, as your exclusive remedy for Tripp Lite's breach of its limited warranty.

INSURANCE COVERAGE

INSURANCE CLAIMS

Insurance Coverage

Your SU1500RTXLCD2U comes with **\$250,000 Ultimate Lifetime Insurance** coverage.

[Learn More](#) 

REPLACEMENT UPS BATTERIES

Replacement UPS Batteries

BATTERY MODEL NUMBER	RBC94-2U 2U UPS Replacement 48VDC Battery Cartridge (1 set of 4) for select Tripp Lite SmartPro UPS Information & Pricing
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QUANTITY REQUIRED	1
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RETURN POLICY

REQUEST RETURN (RMA)

Tripp Lite's Return Policy

Proof of Warranty Coverage

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PARTS & ACCESSORIES

Parts & Accessories

UPS BATTERY PACKS



BP48V24-2U

External 48V 2U Rack/Tower Battery Pack Enclosure + DC Cabling for select UPS Systems (BP48V24-2U)

[More...](#)



BP48V27-2US

External 48V 2U Rack/Tower Battery Pack for select UPS Systems (BP48V27-2US)

[More...](#)



BP48V60RT-3U

External 48V 3U Rack/Tower Battery Pack Enclosure + DC Cabling for select UPS Systems (BP48V60RT-3U)

[More...](#)

UPS ACCESSORIES

MANAGEMENT HARDWARE

POWER DISTRIBUTION UNITS

USB, LIGHTNING & FIREWIRE

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- Markets ▼
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- Support ▼
- Partners ▼
- Where to Buy ▼

Valcom Warranty

Valcom, Inc. warrants its products only to the original purchaser, for its own use, to be free from defects in materials and workmanship under conditions of normal use and service for a period of one year from the date of shipment. This Limited Warranty obligation shall be limited to the replacement, repair or refund of any such defective device within the warranty period, provided that:

1. inspection by Valcom, Inc. indicates the validity of the claim;
2. the defect is not the result of damage, misuse or negligence after the original shipment;
3. the product has not been altered in any way or repaired by others and that factory sealed units are unopened (a service charge plus parts and labor will be applied to units defaced or physically damaged);
4. freight charges for the return of products to Valcom are prepaid;
5. all units 'out of warranty' are subject to a service charge. The service charge will cover minor repairs (major repairs will be subject to additional charges for parts and labor).

This Limited Warranty is in lieu of and excludes all other warranties, expressed or implied and in no event shall Valcom, Inc. be liable for any anticipated profits, consequential damages, loss of time or other losses incurred by the buyer in connection with the purchase, operation, maintenance, installation, removal or use of the product. The maximum liability of Valcom under this warranty is limited to the purchase price of the specific Product covered by the warranty.

Disclaimer. Except for the Limited Warranty provided herein, the product is provided "as-is" without any warranty of any kind whatsoever including, without limitation, any WARRANTY OF MERCHANTABILITY,

FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT.

This warranty specifically excludes damage incurred in shipment. In the event a product is received in damaged condition, the carrier should be notified immediately. Claims for such damage should be filed with the carrier involved in accordance with the F.O.B. point.

Headquarters:

Valcom, Inc.

5614 Hollins Road

Roanoke VA 24019-5056

Phone: (540) 563-2000 FAX: (540) 362-9800

Email: is@valcom.com



5614 Hollins Road
Roanoke, Virginia 24019

1.800.825.2661
1.540.563.2000

Mon - Fri: 8 am - 7:30 pm EST

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5 Year Interactive ViewBoard warranty for Education

[Register Now \(register.php\)](#)

How does it work?

It's simple! If you have bought one or more of ViewSonic's interactive Viewboard for your Education establishment after Sep 1st 2016, you can register online to receive an exclusive 5 years limited warranty. Complete peace of mind!



[Register Now \(register.php\)](#)

Better Services

Extended Warranty:

ViewSonic provides customers with the security of a manufacturers warranty against defected products. We are keen to provide our customers with great peace of mind and confidence in our product. With that in mind, we are now providing a total of 5 years limited warranty on selected ViewSonic Interactive Viewboards for education.

The Service:

At ViewSonic, we are devoted to customer satisfaction and committed to positive relationships with every company and individual with whom we do business. In our commitment to provide the best customer support, we offer competitive warranties adapted for each product type. ViewSonic offer an on site service at the customer site ensuring minimal downtime.

Applicable products include: CDE5560T, CDE5561T, CDE6560T, CDE6561T, CDE7060T, CDE7061T, CDE8452T, IFP5550, IFP6550, IFP7500, IFP7550, IFP8650

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References

REFERENCES

Los Angeles Unified School District
Information Technology Division &
Facilities Division
333 South Beaudry Avenue, 19th Floor
Los Angeles, CA 90017



Project(s):

- RFP 1082, Packages 1 & 2
 - Description of Project: LAN/WLAN system design, on/off site engineering, installation of cat6 & fiber optic cable infrastructure systems, configuration & installation of Cisco equipment at 32 school sites.
 - Amount of Project: \$13,900,000.00
 - Project Duration: 2012 – 2015
 - Contact: Robert Gutierrez, (213) 598-6141, Robert.x.gutierrez@lausd.net

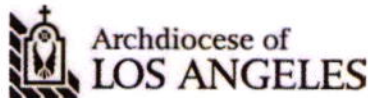
- RFP 1090, Packages 1, 2, 3, & 4
 - Description of Project: LAN/WLAN/convergence system design, on/off site engineering, installation of cat6 & fiber optic cable infrastructure systems, configuration & installation of Cisco equipment at 77 school sites.
 - Amount of Project: \$39,356,920.18
 - Project Duration: 2013 - 2016
 - Contact: Robert Gutierrez, (213) 598-6141, Robert.x.gutierrez@lausd.net

- Network Equipment for 227 Schools
 - Description of Project: LAN/WLAN system design, on/off site engineering, configuration and installation of Alcatel-Lucent LAN switches at 227 school sites.
 - Amount of Project: \$3,570,171.10
 - Project Duration: 2014-2015
 - Contact: Robert Gutierrez, (213) 598-6141, Robert.x.gutierrez@lausd.net

- 2015LE, Packages 1, 2, 3
 - Description of Project: Full scale network equipment design, on/off site engineering, configuration and installation of APC UPS and Alcatel-Lucent networking equipment at 205 school sites.
 - Amount of Project: \$18,631,484.32
 - Project Duration: 2015-2016
 - Contact: Robert Gutierrez, (213) 598-6141, Robert.x.gutierrez@lausd.net

- EEC
 - Description of Project: Configuration and delivery of APC UPS & Cisco Networking Equipment at 37 school sites.
 - Amount of Project: \$2,395,300.20
 - Project Duration: 2016
 - Contact: Robert Gutierrez, (213) 598-6141, Robert.x.gutierrez@lausd.net

Archdiocese of Los Angeles
Information Technology Division
3424 Wilshire Boulevard, 4th Floor
Los Angeles, CA 90010



Project(s):

- C3 Project: Ruckus LAN Wireless System Installation District-Wide at 275 Schools
 - Description of Project: Complete engineering, design, and turnkey installation of Ruckus Wireless LAN system, network cabling system, electronics networking equipment, electrical/conduit systems, AV systems, Pole-Vault PVS-300 model including Epson projectors for multiple school sites.
 - Amount of Project: \$4,125,000.00
 - Project Duration: June 2011 – December 2013
 - Contact: Dave Schmitt, (626) 253-6982
dschmitt@la-archdiocese.org

Campbell Hall
4533 Laurel Canyon Blvd.
North Hollywood, CA 91607

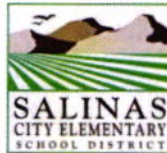


Project Title: Valcom Full IP Based PA One-Way System

- Description of Project: The project included the installation, configuration and testing of rack mounted network servers/stations, interior and exterior speakers/horns and any necessary pathway/conduit
- The site was assessed for speaker placement to provide adequate PA coverage throughout the campus and a dialing code was defined and implemented to group speakers and horns to appropriate paging zones.
- Amount of Project: \$175,600.00

- Project Duration: May 2015 – February 2016
- Contact: Michael Metelski, (818) 505-5321
metelsm@campbellhall.org

Salinas City Elementary School District
840 South Main Street
Salinas, CA 93901



Project(s):

- E-Rate Project: Installation of Network Cabling Systems at Multiple Sites
 - Description of Project: Complete engineering, design and turnkey installation of Cat6 & fiber optic cable infrastructure systems, underground conduit systems, at El Gabilan Elementary School and Los Padres Elementary School.
 - Amount of Project: \$185,000.00
 - Project Duration: June 2013 – August 2013
 - Contact: Ray Valenzuela, (661) 716-1840
rvalenzuela@infinitycomm.com

Panama Buena Vista Unified School District
4200 Ashe Road
Bakersfield, CA 93313



Project(s):

- E-Rate Year 17 Project: Installation of Turnkey Network Systems at 17 School Sites
 - Description of Project: LAN/WLAN system design, on/off site engineering throughout the contract duration, installation of Cat6 & fiber optic cable infrastructure systems, installation of Aruba instant wireless access points in each classroom, installation of Aruba POE edge switches in all telecom closets, installation of Aruba Airwave Management System, installation of Aruba NAC ClearPass 25k system, installation of 25 Alcatel core switches at the MDF at 25 school sites, customer training, close-out documentation, and as-built drawings.
 - Amount of Project: \$2,435,000.00
 - Project Duration: April 2014 – December 2014
 - Contact: Ray Valenzuela, (661) 716-1840
rvalenzuela@infinitycomm.com

Live Oak School District
303 Potero Street, Suite 4
Santa Cruz, CA 95060



Project(s):

- E-Rate Project: Installation of Turnkey Network Systems Including Wireless and Network Switches at Multiple School Sites
 - Description of Project: Complete engineering, design and turnkey installation of Cat6 & fiber optic cable infrastructure systems, conduit systems, LAN wireless systems, and network switches for 6 school sites.
 - Amount of Project: \$998,000.00
 - Project Duration: July 2010 – October 2010
 - Contact: Aaron McDonald, (831) 818-1703
aaron@coopertechnologies.net

Lemon Grove School District
8025 Lincoln Street
Lemon Grove, CA 91945



Project(s):

- Technology Upgrade Project – E-Rate Year 14: Structured Cabling at Lemon Grove Middle School
 - Description of Project: Turnkey installation of 400 Cat6A & fiber optic cable systems, installation of 12 telecom cabinets at multiple buildings, raceway/pathway installation, and cable testing.
 - Amount of Project: \$185,000.00
 - Project Duration: October 2011 – January 2012
 - Contact: Joanne Branch, (619) 929-6334
jbranch@sdcoe.net

- Technology Upgrade Project – Installation of Turnkey LAN/WLAN Network Systems at Multiple Sites
 - Description of Project: Cisco LAN/WLAN system design, on/off site engineering, turnkey installation of CAT6A & fiber optic cable systems, Cisco 3702i wireless access points in each classroom, central controllers at the Lemon Grove District Office, edge switches in each telecom closet throughout the District sites, conducting system test & acceptance, and cable testing.
 - Amount of Project: \$745,000.00
 - Project Duration: December 2014 – March 2015
 - Contact: Joanne Branch, (619) 929-6334
jbranch@sdcoe.net

Compton Unified School District
Information Technology Division
501 South Santa Fe Avenue
Compton, CA 90221



Project(s):

- E-Rate Year 15 Project: Installation of Turnkey Network Systems at 36 School Sites
 - Description of Project: LAN/WLAN system design, on/off site engineering, turnkey installation of Cat6 & fiber optic cable infrastructure systems, Ruckus wireless access points in each classroom, central controllers at the District office, edge switches in each telecom closet, conducting system test & acceptance, cable testing, as-built drawings, and closeout documentation.
 - Amount of Project: \$2,135,000.00
 - Project Duration: May 2013 – September 2013
 - Contact: Kevin Evans, (310) 639-4321 ext. 55068
kevans@compton.k12.ca.us

Bellflower Unified School District
Information Technology Division
16703 Clark Avenue
Bellflower, CA 90706



Project(s):

- E-Rate Year 15 Project: Installation of Turnkey Network Systems at 17 School Sites
 - Description of Project: LAN/WLAN system design, on/off site engineering, turnkey installation of Cat6 & fiber optic cable infrastructure systems, Cisco 3602i wireless access points in each classroom, central controllers at the District office, edge switches in each telecom closet, conducting system test & acceptance, cable testing, as-built drawings, and closeout documentation.
 - Amount of Project: \$1,235,000.00
 - Project Duration: May 2013 – September 2013
 - Contact: Philip Eichar, (562) 804-7384 ext. 6105
peichar@busd.k12.ca.us



Archdiocese of Los Angeles

General
Counsel
(213) 637-7511

3424
Wilshire
Boulevard

Los Angeles
California
90010-2241

Letter of Recommendation

March 13, 2017

To whom it may concern:

I am writing this letter on behalf of the Archdiocese of Los Angeles, to express our complete satisfaction with the services provided by AAA Network Solutions, Inc. AAA has worked as a contractor for the Archdiocese for over eight years and has completed multiple projects for us. I am privileged to provide this letter of recommendation on their behalf.

AAA has completed over 150 wired and wireless infrastructure projects at schools and parishes in the Los Angeles Archdiocese and is a preferred vendor for the Archdiocese. AAA has been the successful bidder/vendor for our Erate Infrastructure Consortiums the last two years and they are currently under contract to install wired and wireless infrastructure in 64 additional Archdiocesan schools. We have been completely satisfied with all of their work which, all totaled, has amounted to many multiple millions of dollars.

As the director of the Erate Consortiums construction the last two years, I personally have had a close working relationship with AAA's senior management and field installers, and I find them all to be the utmost professionals, extremely honorable, have given us great value for our expenditures, and are totally reliable. All projects have been completed within the agreed upon timeframes. AAA provides many options and alternatives to choose from in their proposals and pre-construction processes, allowing for a customized approach to projects. AAA has successfully completed projects for us involving wired and wireless campus infrastructure, cabling, conduit, electrical, LAN / WLAN, VOIP and P/A Intercom system installations.

I am confident AAA will deliver a superior level of service and I wholeheartedly endorse AAA Network Solutions Inc. as a trusted contractor and recommend them for planning and construction of any network, infrastructure, and/or electrical service project. Please feel free to contact me at 213-637-7312 if there are any questions regarding this letter of recommendation.

Sincerely,

David Moore

Director-Telecommunications
Archdiocese of Los Angeles
3424 Wilshire Blvd.
Los Angeles, CA 90010
213-637-7312 office



August 1st, 2018

To Whom It May Concern:

I am writing to highly recommend using AAA Network Solutions for all your technology needs. Based on our recent experience using AAA Network Solutions to upgrade and install our wireless infrastructure, I couldn't have asked for a smoother implementation.

Communication by far was so important for me and AAA Network Solutions far exceeded my expectations. I was always informed of the status of the project and email and phone correspondence was lightning fast, usually within minutes of me asking my millions of questions! Their engineers were professional, friendly and were willing to do more than what the project entailed (like searching for our older access points inside the ceilings and testing cabling that was done by another vendor).

Lastly, pricing for the whole project was the lowest and the reason for AAA Network Solutions winning our bid.

To say the least, we are absolutely happy with the service that AAA Network Solutions provided and confident enough to say that any company would benefit from their services.

Sincerely,

A handwritten signature in black ink that reads "Lee Candelaria". The signature is written in a cursive style with a long horizontal flourish at the end.

Lee Candelaria

IT Manager



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Academic Accountability & Curriculum Improvement

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(562) 866-9011 Ext. 2010 • Fax (562) 804-0831

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Office of the Assistant Superintendent, Lisa Azevedo

April 21, 2015

Mr. David Ngo
AAA Solar Electric
1182 North Knollwood Circle
Anaheim, Ca 92801

Dear Mr. Ngo,

The Bellflower Unified School District would like to thank you for the service you provided on the Instructional Audio Visual Hardware Installation and Electrical Services project. The district-wide project was successful and completed within a timely manner. AAA Solar was responsive throughout the project. Employees were always extremely professional in their communications with the district.

The District would like to thank you for accommodating our school's schedules. We realize that working around students and holiday schedules often posed a challenge. AAA Solar worked additional shifts to complete tasks. This was greatly appreciated.

This particular project was complex in that AAA Solar not only worked with Bellflower Unified School District staff but an additional company supplying the instructional technology. AAA Solar's communication between the two additional groups was clear, timely and professional. Any additional challenges with the project were addressed and completed.

AAA Solar has done an excellent job and I would be happy to recommend your services to other organizations.

Lisa Azevedo
Assistant, Superintendent
Academic Accountability and Curriculum Improvement

April 22, 2015

AAA Solar Electric
1182 North Knollwood Circle
Anaheim, CA 92801
Attn: David Ngo

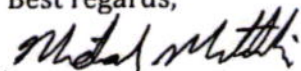
Dear David,

I write to thank AAA Solar Electric for the service you have provided on numerous projects at Campbell Hall School. The most recent project was the installation and setup of a Valcom Class Connection IP-based PA system. This installation included all design, network cabling, speaker installation, system programming, and training for 150 interior and exterior Valcom speakers as well as tying the Valcom system into our current Mitel telephone system. The system works very well and AAA Solar Electric dedicated the necessary resources to complete the project at times when classes were not in session (i.e. evenings and weekends).

In addition to the PA system installation, we have used AAA Solar Electric for numerous network cabling projects (both fiber and copper) around campus. The scope has ranged from small jobs with less than 10 drops to larger jobs of approximately 100 drops or more. Each time, AAA Solar Electric was always professional and always exceeded our expectations.

We look forward to utilizing your services in the future and we would definitely recommend your company to others.

Best regards,



Michael Metelski
Director of Technology



2816 Columbia Street • Torrance • California • 90503 • Tel: (310) 217-4727

Letter of Recommendation
AAA Solar Electric, Inc.

While acting as the consulting IT Director for ERUSD we were looking for a cabling company that could meet a tight construction deadline . The task at hand was to replace all existing CAT5 Cabling with CAT6 Cabling, add additional data drops/fiber runs where necessary and replace networking cabinets for thirteen (13) school sites in forty five (45) days. During the formal selection process we chose AAA Solar Electric due to the great feedback we received from their references.

Working with AAA Solar was a pleasure; their staff was friendly and very professional. Like any large project there were bumps along the way and AAA Solar corrected any problems very quickly. The quality of work was professional and they met our tight deadline.

In conclusion, I recommend AAA Solar Electric, Inc and I am sure that you will be very satisfied with their performance.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Metzner", with several horizontal strokes underneath.

Mark Metzner
Director of IT Services
Intelligent Computer Concepts
2816 Columbia Street
Torrance, CA 90503
310-208-9579



Fillmore Unified School District

627 Sespe Ave. Fillmore CA 93015

November 30, 2010

Mr. David Ngo
AAA Solar Electric, Inc
1182 N. Knollwood Circle
Anaheim, CA 92801

RE: SESPE Elementary School Project - E-Rate Network Cabling Project

Dear Mr. Ngo:

On behalf of the Fillmore Unified School District, we would like to take this opportunity to thank you and your entire staff for the excellent job you have done for the above-mentioned project.

Your project manager, Gil Gonzales and crew worked tirelessly for over three months to provide our students and staff with a school that would meet our immediate needs and grow with our future requirements.

Thank you again for the professionalism and the expertise you brought to our project.

Sincerely

A handwritten signature in black ink, appearing to read "Gil San Jose".

Gil San Jose
Computer and Network Specialist



February 16, 2006

AAA Solar Electric, Inc
David Ngo, Vice President
1182 N. Knollwood Circle
Anaheim, CA 92801

RE: Project Completion

Dear AAA Solar Electric:

Thank you for your support in making another school year a success. Your support and involvement in the Fresno Unified School District has benefited students and faculty.

The technological improvements to our schools will enhance education for students and enhance learning resources for teachers and staff. It has been a pleasure working with you and your support team to complete our E-Rate projects and we are looking forward to another successful project completion in the near future.

Please feel free to use this letter as a reference for quality services provided.

Sincerely,

Shawn Carter,
Facility & Maintenance Manager
(559) 681-6477



April 9, 2015

Mr. David Ngo
AAA Solar Electric
Via Email: dngo@aaaSolarElectric.com

Dear Mr. Ngo:

The Education Facility Solutions Group at the San Diego County Office of Education would like to thank you for the service you provided as a subcontractor to Soltek Pacific, Inc. on the Multi-site Wireless Project at Lemon Grove School District. The multi-site wireless project was very successful due to a great deal of excellent customer service from AAA Solar Electric. AAA Solar Electric actually went above and beyond by working on a couple of unexpected weekends at the request of the owner, as well as assisting with an off-contract concern very professionally and effectively.

In addition, I wanted to thank you for the work you did at the Lemon Grove Middle School a couple of years ago on a wireless system installation. It was good to see you as the low bidder on the current project, as I knew we had acquired a trustworthy subcontractor who knows how to work with clients on complex projects where unforeseen conditions regularly occur.

Your personnel have done a great job and would be easily recommended to others.

Sincerely,

A handwritten signature in blue ink that reads "J. M. Branch".

Joanne Branch
Project Manager

c: LGSD – Simon Abejo
Soltek Pacific – Mike Jovin
Bill Dos Santos - EFSG



Integrating Green: Saving Dollars and Resources for San Diego County Schools

K-12 Public School Districts and Community Colleges Facility Authority (FACJPA)
San Diego County Superintendent of Schools (SDCSS)



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West Covina Unified School District

To Whom It May Concern,

This letter serves as my recommendation of services from AAA Solar Electric, Inc. (AAA). They provided services on three schools for the district installing Aruba access points and infrastructure cabling under the E-Rate funding program. They were able to integrate Clear Pass, Air Wave, and Aruba Instant access points to our existing Microsoft and Cisco network. The integration allows us to use Active Directory credentials to allow users to login.

AAA maintained excellent communication throughout the project, and were quick to resolve any issues as they came up. The quality of work of the installations met and exceeded our standards and also maintaining to code. AAA provided excellent support in itemizing and qualifying items under the E-Rate program by providing breakdowns and documentation which helps us apply for discounts. The close out also provided us with very good as-builts, owner manuals, and support of the process.

I would recommend AAA as they have been a great contractor to work with. If you have any questions please do not hesitate in contacting me.

Eric Calderon
Chief Technology Officer
West Covina Unified School District
626-939-4600 x4665 | ecalderon@wcusd.org



TULARE CITY

School District

02/23/2018

To Whom It May Concern:

I am writing on behalf of AAA Network Solutions, a recent vendor on one of our E-Rate Cabling Projects. In 2017, Tulare City School District sought bids in conjunction with upgrading both the wired and wireless infrastructure at our 10 Elementary Schools. AAA Network Solutions responded to this bid and ultimately was awarded contracts for Fiber Optic and Category 6 cabling as well as deprecated Wireless Access Point removal.

Up to this point, Tulare City School District had never worked with AAA Network Solutions but upon checking their references and several phone conversations with Mr. Huy Dinh (AAA Network Solutions Project Manager), we were confident of AAA Network Solution's ability to deliver on the contract(s).

Throughout the process, I found AAA Network Solutions entire staff to be quite competent, flexible and professional as we dealt with the myriad variables that occur in upgrading older physical plant design to current standards. When "grey areas" occurred, it was very easy to speak frankly with AAA Network Solutions regarding how to proceed in a fair and expeditious manner in order to keep the project on time and on budget.

Based on our dealings and experience with AAA Network Solutions staff, I would very much recommend them to any perspective customer/school district. I would expect AAA Network Solutions to deliver the same efficiency, professionalism and expertise as they have with our school district.

However, if you have any further questions about this issue or would like to speak directly regarding AAA Network Solutions, please feel free to call my office at 559-685-7370.

Thank You,

Daryl Shelton
Director I – Information Services
Tulare City School District

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600 N. Cherry St.
Tulare, CA 93274



559.685.7200
559.685.7248 Fax



www.tcsdk8.org



facebook.com/tcsdk8

(310) 208-5015
Fax (310) 208-6077
University Catholic Center at UCLA
633 Gayley Avenue, Los Angeles, CA 90024



March 22, 2018

To Whom It May Concern:

It is with great pleasure that I write this letter of reference for AAA Network Solutions, Inc. AAA Network Solutions demonstrated their expertise at all levels and were great to work with. They updated our network system without intrusion and complications. They completed the project in a very timely manner and were very respectful of our building and work environment. We were extremely pleased with the quality of their work and the Level of their cooperation throughout the project. With great confidence, we would offer them another work project in the future. I would highly recommend AAA Network Solutions, Inc. for anyone who wants quality service.

Sincerely,

A handwritten signature in black ink that reads "Fr. Jamie Baca, CSP". The signature is written in a cursive, flowing style.

Fr, Jamie Baca, CSP
Director



Meet customer's needs, expectations, and budget!

www.aaansi.com
8401 Page Street, Buena Park, CA 90621
(714) 484-2711 Phone • (714) 484-2994 Fax

Company's Other Documentation



Contractor's License Detail for License # 938689

DISCLAIMER: A license status check provides information taken from the CSLB license database. Before relying on this information, you should be aware of the following limitations.

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

Data current as of 10/30/2017 2:37:49 PM

Business Information

AAA NETWORK SOLUTIONS INC
8401 PAGE ST
BUENA PARK, CA 90621
Business Phone Number:(714) 484-2711

Entity Corporation
Issue Date 10/12/2009
Expire Date **10/31/2019**

License Status

This license is current and active.

All information below should be reviewed.

Additional Status

There is Complaint Disclosure information for this license.

Classifications

C10 - ELECTRICAL
C-7 - LOW VOLTAGE SYSTEMS

Bonding Information

Contractor's Bond

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

Bond Number: PB020833000006

Bond Amount: \$15,000

Effective Date: 01/01/2016

[Contractor's Bond History](#)

Bond of Qualifying Individual

This license filed Bond of Qualifying Individual number **100132620** for DAVID QUANG NGO in the amount of **\$12,500** with AMERICAN CONTRACTORS INDEMNITY COMPANY.

Effective Date: 07/15/2010

This license filed Bond of Qualifying Individual number **251730C** for THUYHANG THI TRINH in the amount of **\$12,500** with DEVELOPERS SURETY AND INDEMNITY COMPANY.

Effective Date: 04/15/2011

Workers' Compensation

This license has workers compensation insurance with the EVEREST NATIONAL INSURANCE COMPANY

Policy Number:7600017639

Effective Date: 05/15/2017

Expire Date: 05/15/2018

Workers' Compensation History

Other

Personnel listed on this license (current or disassociated) are listed on other licenses.



CERTIFICATE OF AUTHORIZATION

Presented To:

AAA Solar Electric

as a

Select Installer

for **Uniprise Accreditation(s)**

Approved Territory:

Southern California

Stephen M. Kowal
SVP Global Partner Organization

2018

Program Year

6424

Partner ID

[← Back to search results](#)

AAA NETWORK SOLUTIONS

BUENA PARK, CA 90621 USA

[Visit Partner WebSite](#)

Call

Full Address

A AAA NETWORK SOLUTIONS
8401 PAGE ST
BUENA PARK, CA 90621 USA

Description*

Telecommunications infrastructure contractor.
* Please note that partner supplied data is not verified by Cisco

Partner Since
More than 5 years

RESELLER CERTIFICATION

PREMIER CERTIFIED PARTNER
REGISTERED PARTNER

RESELLER SPECIALIZATION

ADVANCED SECURITY ARCHITECTURE SPECIALIZATION
ADVANCED ENTERPRISE NETWORKS ARCHITECTURE
SPECIALIZATION
EXPRESS SPECIALIZATION

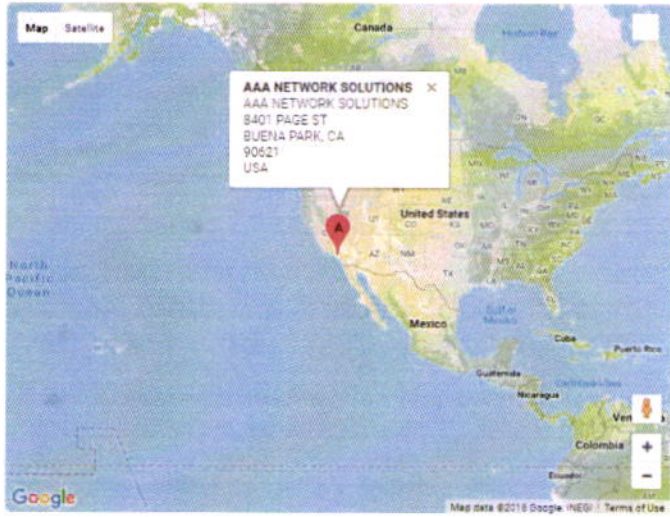
AUTHORIZATION

CISCO OPEN STACK PRIVATE CLOUD

OTHER

CISCO SPARK FLEX PLAN MIGRATION PROGRAM
US FEDERAL AUTHORIZATION

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#

Hanwha Techwin America
Frank W. Burr Blvd., Suite 43
Teaneck, New Jersey 07666
877.213.1222 | Fax: 201.373.0124
insidesales@hanwha.com



October 11, 2018

AAA Network Solutions, Inc.
8401 Page St
Buena Park, CA 90621

To Whom It May Concern:

This letter confirms that the above named company holds the status of a Hanwha Techwin America Silver STEP Dealer Partner. This designation signifies that they are qualified to sell, install, program, service and we support up to 5 year warranty for the Wisenet/Samsung product line except PTZ motors and hard disk drives if sold by a Silver STEP Dealer. We also extend a six month advance replacement program to our Silver STEP Dealers. Our warranty program is outlined on our web page, www.hanwhasecurity.com and with all product documentation provide within all boxes. We authorize that AAA Network Solutions, Inc. has our full support in submitting a video surveillance system manufactured by us and to subsequently negotiate and sign the contract.

Hanwha Techwin America looks forward to providing you the best products and services in the security marketplace and if there is anything that I can do for you don't hesitate reach out to me.

Thank you,

A handwritten signature in black ink, appearing to read "Alyssa", is written over a light blue horizontal line.

Alyssa VanSant
Inside Sales Manager
North America Sales
Hanwha Techwin America
500 Frank W. Burr Blvd., Suite 43
Teaneck, NJ 07666
Office: 201-325-2634
Cell: 314-630-1830
a.vansant@hanwha.com
www.hanwhasecurity.com



1111 W. 35th Street, Chicago, IL 60609
773.869.1111 • Fax: 773.869.1329
www.tripplite.com

Tuesday, February 14, 2017

RE: *Tripp Manufacturing Company ("Tripp Lite") Reseller Program*

Tripp Lite
1111 W. 35th Street
Chicago, IL 60609

To Whom It May Concern,

This is to confirm that AAA Network Solutions Inc. is an authorized Tripp Lite Reseller and is authorized to install and pass all applicable manufactures' warranties through to its customers. Tripp Lite provides this authorization through December 31, 2017.

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

Regards,

TRIPP LITE MANUFACTURING COMPANY

A handwritten signature in black ink, appearing to read "David Felice".

David Felice
Director of Sales



Since 1922. Power and connectivity solutions from desktop to data center.





February 27, 2017

To Whom It May Concern:

This letter is to acknowledge that AAA Network Solution Inc, located in Buena Park, CA is authorized to purchase, install, and service Valcom Engineered Solutions Products.

Valcom products are manufactured in our state of the art facility located in Roanoke, VA.

Valcom Systems comply with the Buy American Act provisions in the American Recovery and Reinvestment Act 2009.

Sincerely,

Jim Moras

A handwritten signature in blue ink that reads "J. A. Moras". The signature is written in a cursive style with a large, sweeping "J" and "M".

Vice President

Valcom, Inc.

PROPOSAL

Copy of Magnolia Science Academy-1(MSA-1)Updated Viewsonic pricing 65inch

Magnolia Public Schools

18238 Sherman Way,
Reseda, CA 91335 United States of America

Revision: 0
Modified: 11/14/2018















Presented By:

ION AVT Inc.

4961 Coldwater Canyon Ave #6
Sherman Oaks, California 91423 United States
(818) 804-8891
<http://ionavt.com/>



		Unit Price	Extended Price
	23 Algo Communication 8180 Wall mount IP Speaker for Voice Paging, Loud Ringing and Notification. Dual SIP Extensions, Power Over Ethernet and Self-Multicasting Features Make the Algo 8180 a Powerful Performer for Alerting in Almost Any Hosted or Premise VoIP Environment.	\$276.59	\$6,361.57
	23 ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable for bell/paging system	\$35.00	\$805.00
	23 ION AVT Inc. Installation Installation of bell/paging speaker and cabling installation.	\$100.00	\$4,600.00
	2 Algo Communication 8186 SIP Horn Speaker, Weatherproof, Linux OS, 48 Volt, 2 Watt, 350 to 9000 Hertz, 110 dBA, IP66, PoE, 11.8" Width x 6.6" Depth x 10.2" Height	\$395.00	\$790.00
	2 ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable for bell/paging system	\$35.00	\$70.00
	2 ION AVT Inc. Installation Installation of bell/paging speaker and cabling installation.	\$100.00	\$400.00
	22 Algo Communication 8188 SIP Ceiling Speaker, Linux OS, 48 Volt, 2 Watt, 55 to 18000 Hertz, 88 dBA, PoE, 9.8" Diameter x 7" Height, With Trim Ring	\$375.78	\$8,267.16
	22 ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable for bell/paging system	\$35.00	\$770.00
	22 ION AVT Inc. Installation Installation of bell/paging speaker and cabling installation.	\$100.00	\$4,400.00
	1 Algo Communication 8301 Algo 8301 IP Voice Paging Adapter & Bell Scheduler	\$340.38	\$340.38
	1 ION AVT Inc. Installation Installation-technical services: install bell scheduler, setup paging.	\$950.00	\$950.00
	1 Ubiquiti US-48-750W Ubiquiti UniFi Switch	\$1,025.00	\$1,025.00

* Price Includes Accessories



1 ION AVT Inc. Installation
Installation of Wireless clock

\$75.00

\$75.00

24 Visiplex TS4142

New clocks for new building(we keep existing clocks in existing classrooms)
The TS4142 is a 12.5" Wireless Synchronized Wall Clock that can receive time synchronization signal from one of Visiplex Time Encoders, to provide accurate time display.

\$85.00

\$2,040.00



24 ION AVT Inc. Installation
Installation of Wireless clock













\$75.00

\$1,800.00

Bell System Total

\$32,694.11

* Price Includes Accessories

			Unit Price	Extended Price
	150	Corning FB12-6803-M6R 6 Strand Distribution Fiber Optic Cable, Multimode, 50/125 OM4, Corning Fiber, Indoor, Riser OFNR (Per Foot)	\$1.50	\$225.00
	12	Corning 95-050-99-X Unicam High-performance Connector, LC, 50 µm Multimode (OM3/OM4 Compatible), Ceramic Ferrule, Logo, Single Pack, Black Housing, Aqua Boot	\$17.20	\$206.40
	2	Corning FB23-4074R2 Fiber Patch and Splice Panel, Swing-Out, 1U, 2 Adapter Panel Capacity	\$93.99	\$187.98
	2	Corning FB24-2613LCG12 Fiber Adapter Plate, 10 Gig Multimode, 6 LC Duplex Couplers with Flanges	\$35.00	\$70.00
	1	ION AVT Inc. Installation Installation-technical services	\$125.00	\$750.00
	40	Corning FB12-6803-M6R 6 Strand Distribution Fiber Optic Cable, Multimode, 50/125 OM4, Corning Fiber, Indoor, Riser OFNR (Per Foot)	\$1.50	\$60.00
	12	Corning 95-050-99-X Unicam High-performance Connector, LC, 50 µm Multimode (OM3/OM4 Compatible), Ceramic Ferrule, Logo, Single Pack, Black Housing, Aqua Boot	\$17.20	\$206.40
	1	Corning FB23-4074R2 Fiber Patch and Splice Panel, Swing-Out, 1U, 2 Adapter Panel Capacity	\$93.99	\$93.99
	2	Corning FB24-2613LCG12 Fiber Adapter Plate, 10 Gig Multimode, 6 LC Duplex Couplers with Flanges	\$35.00	\$70.00
	1	ION AVT Inc. Installation Installation-technical services	\$125.00	\$500.00
	111	ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable, wallplate, connectors, labels.	\$35.00	\$3,885.00
	111	ION AVT Inc. Installation Installation-technical services	\$50.00	\$5,550.00

* Price Includes Accessories



10 Primus Cable PP3-3258/24
Blank Patch Panel, High Density Patch Panel 24 Port 1U

\$23.99 \$239.90



2 Strong SR-IT-2P-45U-6D
2-Post Relay Rack - 6 Inch Depth | 45U

\$199.00 \$398.00

2 Chatsworth Products Inc. 35522-703 \$300.00 \$600.00
Evolution Vertical Cable Manager, Double-Sided, 8 in. Wide X 7 ft. High, Black



2 ION AVT Inc. Installation \$300.00 \$600.00
Installation



220 Wirepath WP-PC-CAT6-7FT-BLU
Cat 6 Ethernet Patch Cable - 7 ft | Blue

\$3.00 \$660.00

Cabling Total

\$15,302.67

Touch Boards

Unit Price Extended Price



20 ViewSonic IFP6560
ViewSonic 65" Viewboard 4K Interactive Flat Panel with Inglass Technology

\$2,892.36 \$57,847.20



20 ION Hovermount55-100
Pull-Down Full-Motion Articulating TV Wall Mount Bracket For TVs 55in to 100in, Max Weight 154lbs, VESA Patterns Up to 800x400, Rotating , Height Adjustable

\$223.75 \$4,475.00



20 ION AVT Inc. Installation
Delivery and installation of board and mounting service







\$300.00 \$6,000.00

Touch Boards Total

\$68,322.20

* Price Includes Accessories










IP Cameras

		Unit Price	Extended Price
	20 LTSecurity CMIP7442-M Platinum 4.1MP High Definition, 4mm Fixed Lens, 1/3" CMOS, 30 IR LEDs up to 100ft, 3D DNR, DWDR, BLC, VCA, 3-Axis, Micro SD/SDHC/SDXC Card Slot, Vandal-Proof, IP66, DC 12V, PoE	\$167.69	\$3,353.80
	20 ION AVT Inc. Installation Installation-technical services	\$100.00	\$2,000.00
	1 LTSecurity LTN8816K-P16 For existing cameras: Platinum Enterprise Level 16 Channel 4K NVR 1.5U	\$498.89	\$498.89
	1 LTSecurity LTN8932 Platinum Enterprise Level 32 Channel 4K NVR 1.5U 32CH NVR, Support live view, storage, and playback, up to 12MP, HDMI Video output at up to 4K (3840 X 2160) resolution, Up to 4 SATA, Supports HDD quota and group modes, H.264/ H.264 Zip+ /H.265 Ready, 1CH CVBS	\$711.25	\$711.25
	2 Western Digital 4TB 4TB HDD Western Digital	\$161.11	\$322.22
	1 LTSecurity POE-SW2402E 24-Port 10/100Mbps IEEE 802.3af/at PoE Switch, 2 Gigabit Uplink ports: 10/100/1000Mbps RJ-45, 420-watts PoE budget, Restart button, Up to 820ft	\$354.44	\$354.44

IP Cameras Total	\$7,240.60
-------------------------	-------------------










* Price Includes Accessories

Accessories

		Unit Price	Extended Price
	25 KOA HDMI-25 HDMI CABLE WITH 3D AND ETHERNET	\$10.65	\$266.25
	1 Startech 4POSTRACKBK Open Rack for cable organizing and for switches in MDF	\$422.99	\$422.99
	1 ION AVT Inc. Installation Shipping and installation	\$100.00	\$300.00
	1 Strong SR-IT-CAB-42U-40IN IT Datacomm Series Network Rack Enclosure - 40 Inch Depth 42U	\$1,076.03	\$1,076.03
	1 ION AVT Inc. Installation Delivery and installation of IT/ server rack	\$100.00	\$300.00
	4 Strong SR-IT-WIREMGT-HORZ Horizontal Wire Management	\$29.83	\$119.32
	4 ION AVT Inc. Installation Installation	\$25.00	\$100.00
	1 Tripp-Lite SMART2600RM2U 2600VA UPS System SmartPro Rack/Tower Line-Interactive 120V 9 Outlet	\$1,000.00	\$1,000.00
	1 ION AVT Inc. Installation UPS battery backup delivery & installation	\$75.00	\$75.00
Accessories Total			\$3,659.59

* Price Includes Accessories

Controlled Access

		Unit Price	Extended Price
	1 HikVision DS-KAD606-P Hikvision DS-KAD606-P IP Video Intercom Power / Data Distributor	\$79.00	\$79.00
	1 ION AVT Inc. Installation Installation Power distribution device for both doors Hikvision DS-KAD606-P	\$50.00	\$50.00
	1 HikVision DS-KH8301-WT Hikvision DS-KH8301-WT IP Video Intercom Indoor Station	\$362.58	\$362.58
	1 ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable for access control monitor/entry	\$35.00	\$35.00
	1 ION AVT Inc. Installation Installation of monitor at reception desk for access control. installation of cabling.	\$100.00	\$200.00
	2 Hikvision Usa Inc. DSKV8102IM Hikvision DS-KV8102-IM Video Door Phone	\$330.00	\$660.00
	2 HikVision DS-KAB01 Hikvision DS-KAB01 Door Entry Mounted Box	\$59.00	\$118.00
	2 ION AVT Inc. Cat6 Data Jack High quality Cat 6 network cable for call box system	\$35.00	\$70.00
	2 ION AVT Inc. Installation Installation of call box, cabling and setup	\$100.00	\$400.00

Controlled Access Total

\$2,174.58

Project Subtotal:

\$129,393.75

* Price Includes Accessories

PROJECT SUMMARY

Equipment:	\$99,143.75
Labor:	\$30,250.00
Sales Tax:	\$9,418.66

Grand Total: \$138,812.41

Client: Julian Bryce Lopez

Date

Contractor: ION AVT Inc.

Date



ION AVT Inc. | mihai@ionavt.com | 818-804-8891 | www.ionavt.com

Thank you for the opportunity to bid on your project!

Notes:

1. Cat 6 CMR cable drop cost: \$85/drop
2. Cat 6 Plenum rated cable drop cost \$120/drop



Quote

Date: 11/9/2018
 Quote #: 117181
 Vendor #: Staples Technology
 Expiration Date: 30 days
 Remit Payments To:
 Staples Technology Solutions

Bill To:
 Magnolia Public Schools
 250 E. 1st Street, Suite 1500
 Los Angeles, CA 90012

Ship To:
 Magnolia Public Schools
 250 E. 1st Street, Suite 1500
 Los Angeles, CA 90012

Salesperson	Job	Shipping Method	Shipping Terms	Delivery Date	Payment Terms	Due Date
Tray	School Equipment	BEST WAY	N/A	ASAP	Net30	ASAP

Qty	Item #	Description	Unit Price	Line Total
				\$ -
		Build of Materials (BOM)		\$ -
				\$ -
40	V-9022A-2	LAY-IN CEILING SPEAKER W/ BACKBOX Qty 1 Must be ordered in quantities of 2. Vendor ships 2 units per box. priced per piece, not per box (-1)	\$ 54.87	\$ 2,194.80
40	T-Bar	TWO FOOT T-BAR FOR LAY-IN PANEL CEILINGS	\$ 3.94	\$ 157.60
46	V-9852	Vandal Resistant 8 Wall Speaker (Includes V-9807) (-1)	\$ 82.76	\$ 3,806.96
2	V-1036M	One-way, 5 W, Self-Amplified Marine Horn, White Non-yellowing is resistant to deteriorating effects of salt, sun, high humidity and is equipped with O-ring seals/stainless steel hardware for shipboard/marinas or interior/exterior industrial applications (-5)	\$ 95.36	\$ 190.72
1	V-2003A	3 Zone, One-Way paging adaptor (+20)	\$ 207.73	\$ 207.73
1	VIP-821A	Enhanced Network Trunk Port	\$ 266.25	\$ 266.25
1	CTG-1	Time Controlled Alert Tones and Emergency Tones for Paging Systems		\$ -
1	VP-2124D	PWR SUPPLY 24VDC 2AMP SWITCH (+40)	\$ 71.11	\$ 71.11
1	VP-4124D	POWER SUPPLY SWITCHING 4 AMP 24 VOLT	\$ 125.21	\$ 125.21
1	JP621	CAT3 Telco Splice Block, Type 66, 50-Pair, Prewired	\$ 38.47	\$ 38.47
1	ELN25T-0005-MF	CAT3 Telco Connector Cable, 24 AWG, Straight-Wired	\$ 19.92	\$ 19.92
5	56005	1000FT CAT5E BULK UNSHIELDED (UTP) NETWORK CABLE WITH SOLID CONDUCTORS - PLENUM CMP-RATED - WHITE	\$ 224.14	\$ 1,120.70
1	V-WMCA	Wireless Master Clock Transceiver	\$ 1,395.72	\$ 1,395.72
1	V-C6124P	POWER SUPPLY 6 AMP POSITIVE 24VDC	\$ 173.63	\$ 173.63
1	V-VCU	6 AMP 2 WIRE CLOCK DRIVER	\$ 408.47	\$ 408.47
45	V-A2416	16 round clock, black, surface mount, 24V	\$ 129.37	\$ 5,821.65

2	DSKD3002VM	HIKVISION USA INC : 1.3 MP Metal Door Station;Visible Light Supplement;Remotely answering the call via the client or the app;IP65; 12 VDC	\$ 514.79	\$ 1,029.58
2	DS-KH8301-WT	HIKVISION USA INC : 7 Touch-Screen Indoor Station; 10/100Mbps Ethernet; Wi-Fi 802.11b/g/n; 8-ch alarm input; support SD card; 0.3MP Camera	\$ 327.28	\$ 654.56
1	XRN-2011-8TB	8TB Video Storage	\$ 2,758.19	\$ 2,758.19
20	XNV-6020R	1080P camera	\$ 361.53	\$ 7,230.60
20	SBP-300NB	Installation back box	\$ 166.86	\$ 3,337.20
				\$ -
		Closed, Lockable, Deep Cabinet Racks		\$ -
1	RK2536BKF	25U 36IN KNOCK-DOWN SERVER RACK CABINET	\$ 723.73	\$ 723.73
				\$ -
		IDF		\$ -
2	ZDF242430	Panduit Industrial Distribution Frame (IDF) Rack - cabinet - wall mountable - light gray powder coat - 12U - 19"	\$ 2,902.39	\$ 5,804.78
				\$ -
		Open Frame Racks		\$ -
1	4POSTRACK25U	25U ADJUSTABLE DEPTH 4 POST SERVER RACK	\$ 237.61	\$ 237.61
				\$ -
		INSTALLATION SERVICES BELOW		\$ -
220	Service	Data runs	\$ 214.00	\$ 47,080.00
1	Service	150' Fiber	\$ 1,831.00	\$ 1,831.00
1	Service	40' Fiber	\$ 1,498.00	\$ 1,498.00
20	Service	Cameras (Install)	\$ 95.00	\$ 1,900.00
1	Service	NVR (Install and configure including cameras, and all configuration for all other devices) *Does not include any Switch, VLAN or other combination ETC*	\$ 1,150.00	\$ 1,150.00
88	Service	Speakers	\$ 95.00	\$ 8,360.00
88	Service	Speaker runs (CAT6)	\$ 214.00	\$ 18,832.00
1	Service	Bell/PA System	\$ 235.00	\$ 235.00
1	Service	1 MDF server rack and open rack install	\$ 385.00	\$ 385.00
2	Service	IDF racks	\$ 235.00	\$ 470.00
24	Service	25' HDMI runs	\$ 53.00	\$ 1,272.00
20	Service	Smartboards	\$ 333.00	\$ 6,660.00
2	Service	Front and back buzzer system (assuming cameras are included in the 20 cameras above)	\$ 267.00	\$ 534.00
45	Service	Clocks (wireless not including power)	\$ 95.00	\$ 4,275.00
				\$ -
			Subtotal	\$ 132,257.19
			Sales Tax	\$ 3,588.64

CA Ewaste Fee	\$	-
Total	\$	135,845.83

*Notwithstanding anything to the contrary, Seller reserves the right to adjust pricing proportionate with the impact of tariffs, customs or duties imposed on the Products.



Thank you for your business!



Quote

Date: 11/9/2018
 Quote #: 119183
 Vendor #: Staples Technology
 Expiration Date: 30 days
 Remit Payments To:
 Staples Technology Solutions
 P.O. Box 95230

Bill To:
 Magnolia Public Schools
 250 E. 1st Street, Suite 1500
 Los Angeles, CA 90012

Ship To:
 Magnolia Public Schools
 250 E. 1st Street, Suite 1500
 Los Angeles, CA 90012

Salesperson	Job	Shipping Method	Shipping Terms	Delivery Date	Payment Terms	Due Date
Tray	ViewSonic 65"	BEST WAY	N/A	ASAP	Net30	ASAP

Qty	Item #	Description	Unit Price	Line Total
20	IFP6550	Viewsonic IFP6550 65" 2160p 4K Interactive Display, 20-Point Touch, VGA, HDMI - 65" LCD - ARM Cortex A53 1.50 GHz - 2 GB - Infrared (IrDA) - Touchscreen - 16:9 Aspect Ratio - 3840 x 2160 - LED - 350 Nit - 1,200:1 Contrast Ratio - 2160p - USB - HDMI - VGA - Android 5.1 Lollipop 65IN	\$ 2,335.01	\$ 46,700.20
20	WMK-047-2	ViewSonic WMK-047-2 Wall mount for LCD display - mounting interface: 400 x 200 mm - for ViewSonic CDE5510; ViewBoard IFP6550, IFP6560, IFP7560	\$ 1.00	\$ 20.00
Subtotal				\$ 46,720.20
Sales Tax				\$ 4,438.42
CA Ewaste Fee				\$ 140.00
Total				\$ 51,298.62

***Notwithstanding anything to the contrary, Seller reserves the right to adjust pricing proportionate with the impact of tariffs, customs or duties imposed on the Products.**

Free Freight

Thank you for your business!