



OAKLAND MILITARY INSTITUTE

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NGCA-YCP-OMI

8 December 2022

MEMORANDUM FOR THE BOARD OF DIRECTORS, OAKLAND MILITARY INSTITUTE  
COLLEGE PREPARTORY ACADEMY

SUBJECT: Information Technology (IT) Update

1. Hermes Network provided a draft proposal of IT services that may address telephone, network security, network performance monitoring, and security cameras. The bundle includes:

Telephony (5 year term):

- Phones services licenses (100 seats), Grandstream handsets (100), local and long distance, E911- \$2,370/m
- One-time installation charge - \$4,199
- PoE switches in place

Hermes VNF - Security Cameras (1-year term)

- 12 Dome, 12 Bullet, 6 fisheye 360, installation (30 cameras) - \$44,998 one time charge
- Annual license (\$199/per camera) - \$5,970/yr
- OMI Academy to provide a server for storage (optional)
- Cat5+ in place

Hermes SD-WAN (3-year term):

- E3000 appliance with Gig module (to handle 10 Gig ATT circuit) – \$3,998 onetime charge
- Setup and configuration - No charge
- SD-WAN monthly charges - \$398 /m

**Total one-time charge - \$53,195**

**Monthly charges (Telephony/SD-WAN) - \$2,765/m**

**Annual Camera licenses - \$5,970/yr**

2. Converting annual camera licensees to monthly rate at (\$500/m). Monthly total \$3,265/m was not assured but probable.

3. Any questions can be directed to the undersigned at [tjames@omiacademy.org](mailto:tjames@omiacademy.org).

A handwritten signature in black ink, consisting of several loops and a trailing line.

Thomas L. James, CMSgt (CA), CSG  
Acting Commandant, OMI