

Records / FCC Forms 470

2016 Requests for Funding - #160032381 [Follow](#)

Please note: The following fields pull the most current data from the Contact User Profile and Applicant Entity Profile: Recipient(s) of Service, Contact Name, and Contact Phone Number. If you would like to review this FCC Form 470 with the data that was present upon certification, please navigate to the Generated Documents related dashboard on the left-hand side and click the Original Version document link.

Application Information

Nickname	2016 Requests for Funding	Created Date	3/3/2016 5:13 PM EST
Application Number	160032381	Created By	Kim Taylor
Funding Year	2016	Certified Date	3/4/2016 3:59 PM EST
Status	Certified	Certified By	Kim Taylor
Allowable Contract Date	4/1/2016	Last Modified Date	3/4/2016 3:59 PM EST
		Last Modified By	Kim Taylor

Billed Entity Information

Name	YORK PREPARATORY ACADEMY	Billed Entity Number (BEN)	16060655
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Application Type and Recipients of Service

Applicant Type	School	Number of Eligible Entities	1
Recipient(s) of Service	<input checked="" type="checkbox"/> Public School <input checked="" type="checkbox"/> Charter School		

Contact Information

Name	Kim Taylor	Phone Number	803-324-4400 x1201
Email	kim.taylor@yorkprepasc.org		

Services Requested

There are no Services Requested For Category 1

Category 2: Internal Connections and Managed Internal Broadband Services

Type	Function	Number Entities	Quantity	Unit	Manufacturer	Manufacturer Other Description	Installation and Initial Configuration?	Associated RFP
Internal Connections	Cabling	1		Feet	No Preference		Yes	View RFP Documents
Internal Connections	WAP		72	Each	Aruba or equivalent		Yes	

Category Two Narrative

72 Aruba Instant AP 205 US Version (Access Points)
 72 Aruba 1 Yr NBD SUP F/IAP-205-US (1 year support for Access Points)
 1 Aruba 7205 2X10GBASE-X SFP+ (Controller)
 1 Aruba 1 YR NBD SUP F/7205-US (1 year support for Controller)

Technical Contact Information

Name	Don Bivens	Phone Number	704-619-0945
Title	IT Consultant	Email	dbivens@carolinanetworking.com

State or Local Procurement Requirements

10/1/2016

2016 Requests for Funding - #160032381

State or Local Procurement Requirements have not been indicated



Description of Services Ordered and Certification Form 471

FCC Form 471

Application Information

Nickname	WAP Cabling Project	Application Number	161042453
Funding Year	2016	Category of Service	Category 2

Billed Entity

YORK PREPARATORY ACADEMY
1047 Golden Gate Court ROCK HILL SC 29732
803-324-4400 x 1201
kim.taylor@yorkprep.org

Contact Information

Kim Taylor
803-324-4400
kim.taylor@yorkprep.org

Billed Entity Number 16060655
FCC Registration Number 0025356635
Applicant Type School

Holiday/Summer Contact Information

Doris Roberts doris.roberts@yorkprep.org 803-324-4400 ext 1202

Entity Information

School Entity - Details

BEN	Name	Urban/ Rural	State LEA ID	State School ID	NCES Code	Alternative Discount	School Attributes	Endowment
16060655	YORK PREPARATORY ACADEMY	Urban				None	Charter School; Public School	None

School Entity - Discount Rate Calculation Details

BEN	Name	Urban/ Rural	Number of Students	Students Count Based on Estimate	CEP Percentage
16060655	YORK PREPARATORY ACADEMY	Urban	1501	No	

Related Entity Information

Discount Rate

School Enrollment	School NSLP Count	School NSLP Percentage	School Urban/ Rural Status	Category One Discount Rate	Category Two Discount Rate	Voice Discount Rate
1501	372	25.0%	Urban	50%	50%	10%

Funding Request for FRN #1699092902

Funding Request Nickname:

WAP Cabling Project 2016

Service Type:

Basic Maintenance of Internal Connections

Agreement Information - Contract

Contract Number 16-595-01

Account Number 16-595-01

Establishing FCC Form 470 160032381

Service Provider Connected Technologies, Inc.
(SPN: 143027208)

Was an FCC Form 470 posted Yes
for the product and/or services
you are requesting?

Based on State Master Contract? No

Award Date May 03, 2016

Based on a multiple award schedule? No

How many bids were received 5
for this contract?

Includes Voluntary Extensions? No

What is the service start date? July 01, 2016

Remaining Voluntary Extensions

Total Remaining Contract Length

What is the date your contract expires for the current term of the contract? June 30, 2017

Document Name	Document Description
Signed Connected! Technologies Contract.pdf	Structured Wiring

Pricing Confidentiality

Is there a statute, rule, or other restriction which prohibits publication of the specific pricing information for this contract? No

Narrative

copper cabling installation, WAP installation

Line Item # 1699092902.001

Product and Service Details

Type of Product Being Maintained Basic Maintenance of Internal Connections

Total Quantity of Equipment Maintained 1

Cost Calculation for FRN Line Item # 1699092902.001

Monthly Cost	
Monthly Recurring Cost	\$0.00
Monthly Recurring Ineligible Costs	- \$0.00
Monthly Recurring Eligible Costs	= \$0.00
Months of Service	x 12

One-Time Cost	
One-time Cost	\$16,100.00
One-time Ineligible Costs	- \$0.00
One-time Eligible Cost	= \$16,100.00

Total Eligible Recurring Costs	= \$0.00

Summary	
Total Eligible Recurring Costs	\$0.00
One-time Eligible Costs	+ \$16,100.00
Pre-Discount Extended Eligible Line Item Cost	= \$16,100.00

Recipients of Services

BEN	Name	Amount
16060655	YORK PREPARATORY ACADEMY	\$16,100.00

FRN Calculation for FRN #1699092902

Monthly Charges	
Total Monthly Recurring Charges	\$0.00
Total Monthly Ineligible Charges	- \$0.00
Total Monthly Eligible Charges	= \$0.00
Total Number of Months of Service	x 12
Total Eligible Pre-Discount Recurring Charges	= \$0.00

Total Requested Amount	
Total Eligible Pre-Discount Recurring Charges	\$0.00
Total Eligible Pre-Discount One-Time Charges	+ \$16,100.00
Total Pre-Discount Charges	= \$16,100.00
Discount Rate	50%
Funding Commitment Request	= \$8,050.00

One-Time Charges	
Total One-Time Charges	\$16,100.00
Total Ineligible One-Time Charges	- \$0.00
Total Eligible Pre-Discount One-Time Charges	= \$16,100.00

Connectivity Questions

Per Entity Basis Questions

Entity Name YORK PREPARATORY ACADEMY Entity Number 16060655

What is the total bandwidth speed from this location (including non E-rate supported services)?

Download Speed 1.00 Download Speed Units Gbps

Upload Speed 1.00 Upload Speed Units Gbps

What is the predominant connection type coming to this location? Fiber How sufficient is the quality of the Wi-Fi at this location? Mostly

What are your biggest barriers to having a robust internal network in your classrooms at this location? Inconsistent service/frequent outages and down time If Other, please specify

Certifications

I certify that the entities listed in this application are eligible for support because they are schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801(18) and (38), that do not operate as for-profit businesses and do not have endowments exceeding million.

I certify that the entity I represent or the entities listed on this application have secured access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity, necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that the entities I represent or the entities listed on this application have secured access to all of the resources to pay the discounted charges for eligible services from funds to which access has been secured in the current funding year. I certify that the Billed Entity will pay the non-discount portion of the cost of the goods and services to the service provider(s).

Total Funding Summary

Below is a summary of the total line item costs on this FCC Form 471:

Summary	
Total funding year pre-discount eligible amount on this FCC Form 471	\$16,100.00
Total funding commitment request amount on this FCC Form 471	\$8,050.00
Total applicant non-discount share of the eligible amount	\$8,050.00
Total budgeted amount allocated to resources not eligible for E-rate support	\$0.00
Total amount necessary for the applicant to pay the non-discount share of eligible and any ineligible amounts	\$8,050.00
Are you receiving any of the funds directly from a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year?	No
Has a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year assisted you in locating funds needed to pay your non-discounted share?	No

I certify an FCC Form 470 was posted and that any related RFP was made available for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted were carefully considered and the most cost-effective service offering was selected, with price being the primary factor considered, and is the most cost-effective means of meeting educational needs and technology goals.

I certify that the entity responsible for selecting the service provider(s) has reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that the entity or entities listed on this application have complied with them.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500 and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this application have not received anything of value or a promise of anything of value, as prohibited by the Commission's rules at 47 C.F.R. § 54.503(d), other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I certify that I and the entity(ies) I represent have complied with all program rules and I acknowledge that failure to do so may result in denial of discount funding or cancellation of funding commitments. There are signed contracts or other legally binding agreements covering all of the services listed on this FCC Form 471 except for those services provided under non-contracted tariffed or month-to-month arrangements. I acknowledge that failure to comply with program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.

I acknowledge that the discount level used for shared services is conditional, for future years, upon ensuring that the most disadvantaged schools and libraries that are treated as sharing in the service, receive an appropriate share of benefits from those services.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I acknowledge that I may be audited pursuant to participation in the schools and libraries program. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the application for, receipt of, and delivery of services receiving schools and libraries discounts, and that if audited, I will make such records available to USAC.

I certify that I am authorized to order telecommunications and other supported services for the eligible entity(ies) listed on this application. I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this application, that I have examined this request, that all of the information on this form is true and correct to the best of my knowledge, that the entities that are receiving discounts pursuant to this application have complied with the terms, conditions and purposes of the program, that no kickbacks were paid to anyone and that false statements on this form can be punished by fine or forfeiture under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001 and civil violations of the False Claims Act.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program. I will institute reasonable measures to be informed, and will notify USAC should I be informed or become aware that I or any of the entities listed on this application, or any person associated in any way with my entity and/or the entities listed on this application, is convicted of a criminal violation or held civilly liable for acts arising from their participation in the schools and libraries support mechanism.

I certify that if any of the Funding Requests on this FCC Form 471 are for discounts for products or services that contain both eligible and ineligible components, that I have allocated the eligible and ineligible components as required by the Commission's rules at 47 C.F.R. § 54.504.

Notice

Section 54.504 of the Federal Communications Commission's rules requires all schools and libraries ordering services that are eligible for and seeking universal service discounts to submit an application for such discounts by filing this Services Ordered and Certification Form (FCC Form 471) with the Universal Service Administrator. 47 C.F.R. § 54.504. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended, 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the application requirements for universal service discounts contained in 47 C.F.R. § 54.504. Schools and libraries must file this form themselves or as part of a consortium. An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number. The FCC is authorized under the Communications Act of 1934, as amended, to collect the information we request in this form. We will use the information you provide to determine whether approving your application for universal service discounts is in the public interest. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, your application may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information in your application for universal service discounts may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, consistent with the Communications Act of 1934, FCC regulations and orders, the Freedom of Information

Act, 5 U.S.C. § 552, or other applicable law, information provided in or submitted with this form or in response to subsequent inquiries may be disclosed to the public. If you owe a past due debt to the Federal government, the information you provide may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized. If you do not provide the information we request on the form, the FCC or the Universal Service Administrator may delay processing of your application for universal service discounts or may return your application without further action. The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq. Public reporting burden for this collection of information is estimated to average 4.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

Authorized Person

Title:	CFO	Name:	Kim Taylor
Phone:	803-324-4400	Email:	kim.taylor@yorkprep.org
Address:	1047 Golden Gate Ct ROCK HILL SC 29732	Employer:	Kim Taylor

Certified Timestamp

22-May-2016 14:46:11 EDT

Do not write in this space.

Approved by OMB
OMB Control No. 3060 - 0856
Estimated time per Response: 1.0 hour

Universal Service for Schools and Libraries

Please read instructions before
completing.

(To be completed by schools, libraries, or
consortia.)

BILLED ENTITY APPLICANT REIMBURSEMENT FORM

For reimbursement of discounts on approved services already paid for by the Billed Entity Applicant.

Only one Service Provider Identification Number (SPIN) per form.

Must be completed and signed by the Billed Entity Applicant.

Persons willfully making false statements on this form can be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. Secs. 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. Sec. 1001.

FCC NOTICE FOR INDIVIDUALS REQUIRED BY THE PRIVACY ACT AND THE PAPERWORK REDUCTION ACT

Part 54 of the Commission's Rules authorizes the FCC to collect the information on this form. Failure to provide all requested information will delay the processing of the application or result in the application being returned without action. Information requested by this form will be available for public inspection. Your response is required to obtain the requested authorization.

The public reporting for this collection of information is estimated to range from 1 to 2 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the required data, and completing and reviewing the collection of information. If you have any comments on this burden estimate, or how we can improve the collection and reduce the burden it causes you, please write to the Federal Communications Commission, AMD-PERM, Paperwork Reduction Act Project (3060-0856), Washington, DC 20554. We will also accept your comments regarding the Paperwork Reduction Act aspects of this collection via the Internet if you send them to PRA@fcc.gov. PLEASE DO NOT SEND YOUR RESPONSE TO THIS FORM TO THIS ADDRESS.

Remember - You are not required to respond to a collection of information sponsored by the Federal government, and the government may not conduct or sponsor this collection, unless it displays a currently valid OMB control number or if we fail to provide you with this notice. This collection has been assigned an OMB control number of 3060-0856.

THE FOREGOING NOTICE IS REQUIRED BY THE PRIVACY ACT OF 1974, PUBLIC LAW 93-579, DECEMBER 31, 1974, 5 U.S.C. 552a(e)(3) AND THE PAPERWORK REDUCTION ACT OF 1995, PUBLIC LAW 104-13, OCTOBER 1, 1995, 44 U.S.C. SECTION 3507.

Applicant Form Identifier (Create an identifier for your own reference) 161042453	FCC Form 472 Invoice # (To be inserted by administrator) 2470778
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BLOCK 1: HEADER INFORMATION	
1. Billed Entity Name	YORK PREPARATORY ACADEMY
2. Billed Entity Number	16060655
3. Service Provider Identification Number (SPIN)	143027208
Applicant FCC Form 498 ID	443009831
4. Contact Name	Kim Taylor
5. Contact Telephone Number	803- 3244400 ext 1201
6. Total Reimbursement Amount (total from Block 2, Column 14)	\$8,050.00

Billed Entity Applicant Reimbursement Form

For reimbursement of discounts on approved services already paid for by the Billed Entity Applicant.

Billed Entity Name YORK PREPARATORY ACADEMY Billed Entity Number 16060655
Contact Name Kim Taylor Contact Telephone Number 803-32444001201
Applicant Form Identifier 161042453

BLOCK 2: LINE ITEM INFORMATION PER FUNDING REQUEST NUMBER

	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
	FCC Form 471 Application Number (from Funding Commitment Decision Letter)	Funding Request Number (FRN) (from Funding Commitment Decision Letter)	Bill Frequency	Customer Billed Date (mm/yyyy)	Shipping Date to Customer or Last Day of Work Performed (mm/dd/yyyy)	Total (Undiscounted) Amount for Service	Discount Rate	Amount Billed to USAC (Column 12 multiplied by Column 13)
			DO NOT WRITE IN THIS COLUMN.	For each FRN, complete either Column (10) or Column (11), but not both Columns				
1	161042453	1699092902	ON DELIVERY		8/6/2016	\$16,100.00	50.00	\$8,050.00
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								

TOTAL REIMBURSEMENT AMOUNT TO BE ENTERED INTO ITEM (6) **\$8,050.00**

BILLED ENTITY APPLICANT Reimbursement Form

Billed Entity Name YORK PREPARATORY ACADEMY

Billed Entity Number 16060655

Contact Name Kim Taylor

Applicant Form Identifier 161042453

Block 3: Billed Entity Certification

I declare under penalty of perjury that the foregoing is true and correct and that I am authorized to submit this Billed Entity Applicant Reimbursement Form on behalf of the eligible schools, libraries, or consortia of those entities represented on this Form, and I certify to the best of my knowledge, information and belief, as follows:

- A. The discount amounts listed in this Billed Entity Applicant Reimbursement Form represent charges for eligible services and/or equipment delivered to and used by eligible schools, libraries, or consortia of those entities for educational purposes, on or after the service start date reported on the associated FCC Form 486.
- B. The discount amounts listed in this Billed Entity Applicant Reimbursement Form were already billed by the Service Provider and paid for by the Billed Entity Applicant on behalf of eligible schools, libraries, and consortia of those entities.
- C. The discount amounts listed in this Billed Entity Applicant Reimbursement Form are for eligible services and/or equipment approved by the Fund Administrator pursuant to a Funding Commitment Decision Letter (FCDL).
- D. I acknowledge that I may be audited pursuant to this application and will retain for at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification), after the latter of the last day of the applicable funding year or the service delivery deadline for the funding request any and all records that I rely upon to complete this form.
- E. I certify that, in addition to the foregoing, this Billed Entity Applicant is in compliance with the rules and orders governing the schools and libraries universal service support program, and I acknowledge that failure to be in compliance and remain in compliance with those rules and orders may result in the denial of discount funding and/or cancellation of funding commitments. I acknowledge that failure to comply with the rules and orders governing the schools and libraries universal service support program could result in civil or criminal prosecution by law enforcement authorities.

15. Signature of authorized person Signed electronically by Kim Taylor

16. Date 11/11/2016

17. Printed name of authorized person Kim Taylor

18. Title or position of authorized person CFO

19. Telephone number of authorized person 803- 3244400 ext 1201

20. Address of authorized person PO Box 4018, Rock Hill SC 29732



USAC

Universal Service Administrative Company
Schools and Libraries Division

Correspondence Unit

30 Lanidex Plaza West

PO Box 685

Parsippany, NJ 07054-0685



TIME SENSITIVE MATERIAL

00292

Taylor Kim

YORK PREPARATORY ACADEMY

1047 Golden Gate Ct

ROCK HILL, SC 29732



Schools and Libraries Division

Form 472 (BEAR) Notification Letter

November 18, 2016

Robert Mersch
Connected Technologies, Inc.
1107 Bonito Court
Matthews, NC 28104

Re: Invoice Number - as assigned by USAC: 2470778
Service Provider Identification Number: 143027208
Reimbursement Form Number: 161042453
Billed Entity Number: 16060655

Taylor Kim
YORK PREPARATORY ACADEMY
1047 Golden Gate Ct
ROCK HILL, SC 29732

Preferred Mode of Contact: E-mail at kim.taylor@yorkprepssc.org
Total Amount of Reimbursement Approved for Payment: \$8050.00

This letter is your notification that the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC) has processed an FCC Form 472, "Billed Entity Applicant Reimbursement (BEAR)" Form from the above named applicant listing you as the service provider. USAC has committed to reimburse the discounted portion of the cost of eligible services provided to eligible entities pursuant to one or more FCC Forms 471, "Description of Services Ordered and Certification Form".

In certain instances, a line may not have been paid. Review the BEAR Letter Applicant Reimbursement Report (Report) following this letter for the reason(s) this may have occurred. For more information about lines that have not been paid, see the explanation of Invoice Error Codes in Step 9 on our website. Work with the applicant (your customer) to correct any errors. Once corrected, your customer may submit a new BEAR using the BEAR Online tool from the Apply Online area or Required Forms section of our website to request reimbursement for any unpaid lines.

If a new BEAR cannot be submitted before the invoice deadline passes, you or your customer may submit a request for a deadline extension. (See "Invoice Deadlines and Extension Requests" posted in the SLD section of our website for more information.)

TO APPEAL THIS DECISION:

If you wish to appeal a decision in this letter to USAC, your appeal must be received by USAC or postmarked within 60 days of the date of this letter. Failure to meet this requirement will result in automatic dismissal of your appeal. In your letter of appeal:

1. Include the name, address, telephone number, fax number, and email address for the person who can most readily discuss this appeal with us.
2. State outright that your letter is an appeal. Include the following to identify the USAC decision letter (e.g., ECDL) and the decision you are appealing:
 - Appellant name,
 - Applicant name and service provider name, if different from appellant,

Schools and Libraries Division - Correspondence Unit
30 Lanidex Plaza West, PO Box 685, Parsippany, NJ 07054-0685
Visit us online at: www.usac.org/sl

BEAR NOTIFICATION LETTER APPLICANT REIMBURSEMENT REPORT

Form 471 Application Number: 161042453
Funding Request Number: 1699092902
Funding Year 2016: 07/01/2016 - 06/30/2017
Contract Number: 16-595-01
Funding Commitment Decision: \$8050.00
Reimbursement Amount for this FRN: \$8050.00



WIRELESS ACCESS POINTS

FACTOR	POINTS AVAILABLE	CDW Government	MSN Corp	A3 Communications	anc leverage IT	CNIC, Inc.	Connected! technologies
Price of the eligible products and services	50	50	40	20	30	10	n/a
Prior experience with the vendor	30	30	0	0	0	0	n/a
Prices for ineligible services, products, and fees	20	15	0	10	20	0	n/a
	100	95	40	30	50	10	n/a

STRUCTURED WIRING

FACTOR	POINTS AVAILABLE	CDW Government	MSN Corp	A3 Communications	anc leverage IT	CNIC, Inc.	Connected! technologies
Price of the eligible products and services	60	20	n/a	60	30	40	50
Prior experience with the vendor	40	40	n/a	0	0	0	40
	100	60	0	60	30	40	90

E-rate Proposals

	CDW Government	MXN Corp	A3 Communications	anc leverage IT	CNIC, Inc.	Connected technologies	Estimated Cost
Access Points (72)	287.86		369.00	361.40	479.33		
	15.69		26.00	25.75	26.03		
Per access point	303.55	382.25	395.00	387.15	505.36	n/a	21,855.60
Structured Wiring	44,205.36	n/a	15,675.00	29,425.95	22,419.86	16,100.00	16,100.00
4 switches	6,508.53	n/a	8,523.72	5,097.52	n/a	n/a	6,508.53
							44,464.13

$$\begin{array}{r} \text{WAP} = 21,855.60 \\ \times 50\% \\ \hline 10,927.80 \\ \hline \hline \end{array}$$

$$\begin{array}{r} \text{Cabling } 16,100.00 \\ \times 50\% \\ \hline 8050.00 \\ \hline \hline \end{array}$$

FCC Form 471 #161041516 for FY 2016
Successfully filed 5-22-16 2:41 pm

FCC Form #471 #161042453 for FY 2016
successfully filed 5-22-16 2:45 pm

[illegible]



803-744-5000

1038 Kinley Rd, Bldg B, Irmo, SC 29063

Quote AAAQ16829

Valid through May 17, 2016

Prepared For:

York Preparatory Academy
 Kim Taylor
 Phone: (803) 324-4400
 1047 Golden Gate Court
 Rock Hill, SC 39732
 klm.taylor@yorkprepsc.org




Prepared By:

Gregory C. Moorer
 Sales Engineer
 Phone: 803-744-5022
 Fax: 803-731-6046
 Email: greg@a3communications.com




For the full presentation proposal, [click here](#) to view or download the PDF version of this quote. You can sign and fax this in, or you can save time by simply electronically accepting this quote below.

Line Item Detail




QTY	Description	Picture	Unit Price	Ext Price
Elementary School				
35	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, integrated antennas		\$369.00	\$12,915.00
35	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$910.00
35	Professional Services - Cabling Technician - Cost of Cabling Materials - Installation and Mounting of Aruba Access Points		\$165.00	\$5,775.00 W
1	HP 2530-48G-PoE+-2SFP+ Switch - 48 Ports - Manageable - 10/100/1000Base-T, 10GBase-X - 2 x SFP+ Slots - 2 Layer Supported - Rack-mountable, Wall Mountable, DesktopLifetime Limited Warranty		\$2,834.37	\$2,834.37 S
SubTotal				\$22,434.37
Middle School				
17	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, integrated antennas		\$369.00	\$6,273.00
17	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$442.00
17	Professional Services - Cabling Technician - Cost of Cabling Materials -		\$165.00	\$2,805.00 W

Installation and Mounting of Aruba Access Points

1	HP 2530-24G-PoE+-2SFP+ Switch - 24 Ports - Manageable - 10/100/1000Base-T, 10GBase-X - 2 x SFP+ Slots - 2 Layer Supported - Rack-mountable, Wall Mountable, DesktopLifetime Limited Warranty		\$1,427.49	\$1,427.49	S
SubTotal				\$10,947.49	




High School

First Floor

13	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, Integrated antennas		\$369.00	\$4,797.00	
13	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$338.00	
13	Professional Services - Cabling Technician - Cost of Cabling Materials - Installation and Mounting of Aruba Access Points		\$165.00	\$2,145.00	W
Second Floor					
13	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, Integrated antennas		\$369.00	\$4,797.00	
13	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$338.00	
13	Professional Services - Cabling Technician - Cost of Cabling Materials - Installation and Mounting of Aruba Access Points		\$165.00	\$2,145.00	W
1	HP 2530-48G-PoE+-2SFP+ Switch - 48 Ports - Manageable - 10/100/1000Base-T, 10GBase-X - 2 x SFP+ Slots - 2 Layer Supported - Rack-mountable, Wall Mountable, DesktopLifetime Limited Warranty		\$2,834.37	\$2,834.37	S
SubTotal				\$17,394.37	

Student Union

First Floor

6	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, Integrated antennas		\$369.00	\$2,214.00	
6	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$156.00	
6	Professional Services - Cabling Technician - Cost of Cabling Materials - Installation and Mounting of Aruba Access Points		\$165.00	\$990.00	W
Second Floor					
11	Aruba Instant IAP-205 Wireless Access Point, 802.11n/ac, 2x2:2, dual radio, Integrated antennas		\$369.00	\$4,059.00	
11	ArubaCare NBD Support for IAP-205-US (One Year)		\$26.00	\$286.00	
11	Professional Services - Cabling Technician - Cost of Cabling Materials - Installation and Mounting of Aruba Access Points		\$165.00	\$1,815.00	W
1	HP 2530-24G-PoE+-2SFP+ Switch - 24 Ports - Manageable - 10/100/1000Base-T, 10GBase-X - 2 x SFP+ Slots - 2 Layer Supported - Rack-mountable, Wall Mountable, DesktopLifetime Limited Warranty		\$1,427.49	\$1,427.49	S
SubTotal				\$10,947.49	

SubTotal: \$61,723.72
Shipping: \$0.00
Sales Tax: \$3,223.41

Total: \$64,947.13**Payment Options**

<input type="radio"/> Terms Purchase (purchase amount \$64,947.13)	\$64,947.13 full payment
<input type="radio"/> Credit Card Purchase (purchase amount \$64,947.13)	\$64,947.13 full payment

Ready to Accept?**Order Confirmation**

We reserve the right to cancel orders arising from errors, inaccuracies, or omissions.

☐ I agree to the terms and conditions of the above document and PDF attachment with an electronic signature below.

IP Address 208.104.124.173

PO Number
(Optional: Enter PO Number as your reference only.)

Comments

Email kim.taylor@yorkprep.org

Address

Printed Name

Signature
"signatures" could include: /john smith/; /js/; /js123/, etc

[Click to Accept](#)

Have Questions?

Not Ready To Accept? Have Questions?

[Submit](#)

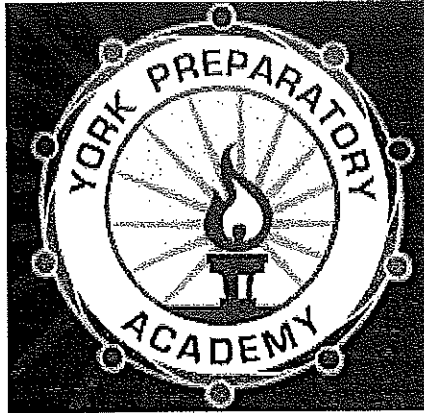
(Note, you will receive a copy of your message by email.)

No questions posted yet.

Time expressed in Eastern Daylight Time UTC-04:00

This page was created using QuoteValet - The online quote delivery and acceptance vehicle for QuoteWerks.

Proposal for WAP Cabling Project



Rock Hill, SC

Proposed to:

Don Bivens
York Preparatory Academy
1047 Golden Gate Court
Rock Hill, SC 29732

April 26, 2016

Proudly presented by:

CONNECTED!
technologies

1107 Bonito Court
Matthews, NC 28104

Phone: 704.684.5700
Fax: 704.684.5701
www.connected-tech.com

Dear Mr. Bivens,

CONNECTED! Technologies, Inc. would like to take this opportunity to thank you for allowing us to earn your business and present this proposal for the physical network infrastructure solution for your facility in Rock Hill, SC. This proposal includes copper cabling installation, WAP installation, existing cable testing/labeling and turn-key installation of the systems as outlined hereinafter.

Wireless Access Point (WAP) Cabling System Solution

On the York Preparatory Academy campus, CONNECTED! shall provide and install the Category 6 cable for a wireless access point system. In each of the closets, CONNECTED! shall provide and install one (1) – Category 6 48-port patch panel for a total of 6 patch panels. Each cable shall terminate on the provided patch panel in the building's closest IT closet and extend to each WAP location. At each WAP location, CONNECTED! shall terminate the Ethernet cable with the an RJ45 style modular plugs. Each cable shall be labeled, tested and certified.

At each WAP location, CONNECTED! shall install the customer provided WAP.

For each building, the following are the WAP counts:

Elementary School

- 1st Floor – 35

Middle School

- 1st Floor – 17

High School

- 1st Floor – 13
- 2nd Floor – 13

Student Union

- 1st Floor – 6
- 1st Floor – 11

There are a total of ninety-five (95) – WAP locations.

CONNECTED! shall provide a scissor lift for the project.

Project Installation and Procedures

Project Management: CONNECTED! will provide an experienced Project Manager to oversee the project and installation team as well as interface with the designated customer contact.

Conditions and Assumptions

- The customer shall provide any drywall patching necessary for holes that are cut to provide suitable access to complete the installation.
- This proposal does not include any CAD documentation.

- The customer shall provide access to all areas specified for work, including necessary access badges, keys, and combinations to complete work in a timely manner.
- The customer shall provide material storage space, trash/waste disposal, and shipping/receiving procedures.
- The customer shall identify and protect all critical existing equipment.
- The customer shall supply any electrical power services required to complete the work.
- This proposal does not include any electronic network equipment (ie. Hubs, switches, routers, etc.)
- All work will be done during normal business days, Monday – Friday, 8am – 5pm.
- CONNECTED! will not assume any liquidated damages for infringement on project deadline and will make the best effort possible to meet the customer completion date, provided all other Conditions and Assumptions are satisfied.

CONNECTED! Warranty

CONNECTED! shall provide a one (1) year warranty on all cabling material and labor. The warranty period shall begin from the date of completion of the project. The warranty shall only cover work performed by CONNECTED! personnel at the original time of installation.

Change Orders and Procedures

Unavoidable delays or requested changes to the scope of work shall be handled as a change order. Unless there is time to provide a fixed price to perform the requested work, change orders will be handled on a Time and Materials basis at an hourly rate of \$60.00/hour during normal business hours. If overtime or weekend work is absolutely required, the labor rate will be subject to a 1.5 multiplier. If holiday work is absolutely required, the labor rate will be subject to a 2.0 multiplier.

Any change order request shall be presented to the customer for approval prior to the commencement of requested work, unless told otherwise in writing. The request will either be in the form of a fixed price quote or T&M contract.

Invoicing

CONNECTED will invoice York Preparatory Academy for all 50% of materials and 50% of the total labor one week prior to the commencement of work. The remaining materials and labor will be invoiced based on project progress and customer acceptance. Payment is requested upon receipt. A finance charge of 1.5% will be assessed to the balance of past due accounts over 30 days.

Terms and Conditions

- This proposal is valid for a period of thirty (30) days.
- Taxes are included in the total project price.
- Installation shall begin on mutually agreed upon date.

Project Pricing

Camera Cabling Solution Price:
(Taxes are included)

\$16,100.00

1107 Bonito Court
Matthews, NC 28104

Phone: 704.684.5700
Fax: 704.684.5701
www.connected-tech.com

SERVICES PROPOSAL

PROJECT FUNDAMENTALS

Project Name:	York Pep Academy Project	Requested By (Sales):
Customer Name:	York Pep Academy	Mark Stout
Provider Name:	ATC TECH SOLUTIONS, LLC.	877.419.1217
CDW Affiliate:	CDW Government LLC	MSTOUT@cdw.com
Effective Date:	March 9, 2016	Submitted By (SA/ISA):
Version:	1.0	Cheryl Tatham
		Director of Partner Services- National
		Partner Accounts
		856-537-3869 Main Office
		530-872-1771 2nd Office
		530-514-9145 Cell

CUSTOMER-DESIGNATED LOCATIONS

Location(s)	Service(s)		
York Prep Academy Rock Hill, SC "CDW REP to provide Address"	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input checked="" type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input checked="" type="checkbox"/> Custom Work
Click here to enter site name. Click here to enter the address.	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work
Click here to enter site name. Click here to enter the address.	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

PROJECT SCOPE

ATC-Provider has been requested by CDW Seller to provide up to (95) new CAT5E Cable Runs for the York Prep Academy in SC. The Plenum Cable runs will include up to 250 ft of CAT 6 cable per run. All New CAT5E cable runs will include; Standard CAT5EA Cable installation, Jacks, Termination, AP Hang, Patch Panel, Patch Cords (both ends), Testing, Cable Management (dress cables in ceiling using J-Hooks, terminate all locations with CAT5E jacks, install surface mount boxes), Labeling, Certification and 25 Year Warranty. ATC-Provider will supply cabling infrastructure materials for this CDW-Seller project.

The CDW-Buyer- York Prep Academy have multiple school sites around surrounding Area in SC. None of the York Prep Academy sites have not been visited or thoroughly or walked through prior to the response of this RFP/Scope. It is impossible to quote all items that may be required based on the environment requirements that may be needed at each school/campus site. CDW-Seller and ATC- Provider will upon contract award, do a site survey to uncover all environmental requirements needed per school site location.

The quoted amount includes the following scoped items within this response;

- (up to 95) Standard CAT5E Plenum cable pulls up to 250ft per cable. (meeting all industry and local standards/codes)
- ATC-Provider will terminate all (95) new CAT5E Cables to 48 Port patch panels provided as part of the CAT5E Cable cost, all cables will be tested, labeled and certified to carry a 25 year manufacture Warranty.
- Up to (95) pre-programmed AP's will be installed/Hung for this scope working in collaboration with the CDW Staging Team-UCXS-Provider.
- All installation work will meet and exceed at Industry and Local Code/standards.
- York has also requested a total of (200) re-certify existing data cables and re-label each faceplate. York Academy to provide break down of 200 cables per the (4) sites included within this project
- ATC will provide (1) 20 ft scissor, should the Lift need to be moved around to the (4) sites within the project request or a Lift is required at each location, there will be added charges for moving Lift or adding extra Lifts.
- ATC will provide a Project Manager for entirety of the labor for this on-site project.

Bill of Materials:

Material Description	Part Number	Qty
CAT 6 Cable	22054913	24
Patch Panels CAT 6-- 48 Port	AT66-PNL-24/2422017138	6
Jacks	AT66EZ-15 White	95
Duplex surface mount housing	AT33D-09	95
Single blank for surface housing	AT31-09	95
CAT 6 3ft Patch cord	576-110-003	95
CAT 6 5ft Patch cord	576-110-005	95
3M Fire Barrier Moldable Putty	22047187	2
J-hooks-Erico-	ERICO PROD CAT12 larger j-hook clip CAT 5 3/4 inch--	350
J-hook Erico- 100Pack	ERICO PROD CAT32HP 2 inch clip J-hook	
Nylon Tie wraps	25388974	3
Velcro Wrap Closet tie down	22075182	2
Mics and Labeling	ATCabelMisc	95

Before the Services are to be performed, CDW-Seller will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

This response/quote does not include:

- More than 1 Lift is not included and should the lift need to be moved around to the (4) sites within the project request or a Lift needed at each location, there will be added charges for moving Lift or adding extra Lifts.
- Cable pulls Installation over 250ft
- Panduit/Raceway
- Hard ceiling installations
- Conduit if required
- Wall or Floor or Core drills and scanning
- Sleeving for any drilling necessary
- Mini IDF that may be required
- Cinder Block/concrete drilling
- Additional J-hook or fixing of any school site existing infrastructure cable
- Hanging of Cages to protect Wireless AP's

During the site survey visits after contract award, ATC- Provider will let the CDW-Buyer-"York Prep Academy" know in written summary if, any of the above non included items will be required at any of their school site locations. The following list indicates the costs involved should any of these additional/extra building environmental requirements be needed to complete the requested RFP services that, all stakeholders may become aware of during the post award site survey's.

BUILDING EXTRA'S	Provider service	Labor Hours	Costs
Labor up to 4 hours clean out/up of existing conduit	Provider -Lab-Conduit Cleanout	4	\$377.52
Labor to cut through drywall for cabling requirement	Provider -Lab- Drywall Access	4	\$377.52
Labor re-test for AP with wiring/jack/termination clear	Provider -Lab - AP Test Out	1	\$94.38
Labor up to 6 hours clean out for rack space IDF/MDF	Provider -Lab-Rack Space Clear	6	\$566.28
Labor floor core drill (includes drill and x-ray/scan)	Provider -Lab-Core Floor Drill	3	\$2,142.00
Labor - Wall drill and sleeving	Provider -Lab-Wall/Sleeve	10	\$943.80
Labor - mini IDF installation	Provider -Lab-Mini IDF	2	\$188.76
Labor cinder block drilling (up to 3 hours)	Provider -Lab - Cinder Drill	3	\$283.14
Labor - tone and tag for reuse of existing cable	Provider -Lab-Cable Tone/Tag	1.5	\$141.57
Labor - Additional j-hook or fix of existing cable per cable	Provider -Lab-Cable Fix/Hanging/Industry Stand	1	\$94.38
Labor - hanging of cages to protect AP	Provider -Lab-Cage Install	1.5	\$141.57
Scissor lift- Standard 20 feet or less.	Provider -Equip Lift		\$576.60

It is the Mission of ATC-Provider to supply CDW-Seller a fixed fee-- per school site location, this is only possible with the post contract award--site survey as, these sites have not been seen prior to quoting and site mapping was not able to be shared.

Project Management and scheduling is included within this quote for all ATC-Provider labor required for this project.

On-site Project Implementation Scope: Once the Project is performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

ATC-Provider Technicians will be composed of four separate teams – Cable Pullers, Termination Team, Certification and Completion Team, and Survey Crew. After a survey has been completed by the Survey Crew and has been approved by CDW/York Prep Academy, the Cable Pullers will be the first team into the school. They will always be followed by the Termination Team, who will take the raw cable that is pulled to the locations and finish it at the patch panels along with jack terminations or AP Hangs (if required). By this time, the Cable Pullers will have moved on to begin the next school on the York Prep Academy priority list.

The Certification and Completion Crew follows the Termination Team, performing certification of all new cabling, taking photos of the MDF/IDF's, and double checking all labeling and that all AP's are in working order. This crew also takes care of fire-stopping the school and making sure it is ready for any inspections. When the Certification and Completion Team leaves a school, they are declaring it to be 100% ready for inspection and the *25 Year Warranty* will begin.

At no time should any of our crews be in any more than three schools at a time. With this plan in action, this allows us to give the schools we are working on the full attention and focus that they require. Our plan has teams in these schools for between one and three days each, based on the size of the school and out of scope work that is needed there. The goal is to enter a school and stay there continuously until it is completed. This will eliminate scheduling conflicts, a need for return visits, and will keep everyone involved in this process streamlined with only the schools in front of us to focus on.

Each school site location will begin with a Site Survey. This will allow for ATC-Provider to provide a accurate estimate for project work required and tasked at the site location. Upon Site Survey, ATC will provide to the all Stakeholders an estimated quote reflecting the work required on a site by site basis, should any additional building extra's be required as, listed above. This will also be discussed during our scheduled Project Stand-Up Calls and quote/estimate will be provided within 48 hours of the sites, Survey. This will allow for all Stakeholders to be on the same page with scope and costing, minimizing the need for project Change Orders. A minimum of 72 hours will be given to York Prep Academy for notification to the schools for scheduling approval.

Once the quote/estimate has been discussed and approved by all Stakeholders, materials will be ordered and collaborative efforts will be made with the Project PM's to coordinate all equipment, staging and installation schedules. This will also be tracked through our tracking process and updated on the master schedule stored on the CDW-Seller's Web Portal.

On-site installation will consist of the following tasks:

- Schedule of installation confirmed 72 hours prior to work beginning
- Confirmation of any rack space or pre-work required by York Prep Academy has been complete (utilizing Project Check Off Form) within 24 hours of on-site work beginning (Project Check Off Form distributed to all Stake holders within this project plan document) and utilized during all project work
- Any lifts required and approved will be ordered and confirmed for site delivery 48 hours prior to project site start
- All ATC-Provider Technicians will be required to pass background checks and sign in at the school main office prior to the day's work scheduled. All ATC Technicians will be identifiable via the wear of our ATC Company Logo shirts.
- Upon arrival of ATC-Provider Technicians, introductions to local staff will be made, a walk- through of the site will be preformed--noting access requirements to any areas required for project tasks
- Access area will be discussed with the local site contact
- ATC-Provider Technicians will bring in required work supplies and misc. cabling materials only
- Any drilling or MDF/IDF work, Extra building work approved will be addressed first
- ATC-Provider Technician's (Cable Pulling Team) will plan and start to pull cable runs required... being installed and site-backbone cabling that may be required or part of the scope
- All equipment will be supplied by CDW/York Prep Academy.

• Patch Panel and cables will be labeled as requested by York Prep Academy prior to project start date. (Labeling requirements document distributed to all Stake-holders within the Project Plan document).

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

- New cables run will be completed for installation and AP's will be hung and tested if a required part of the scope.
- ATC-Provider Technicians (Certification and Completion Crew) will review all site work and perform certifications, testing, and will double check that all labeling is complete and correct.
- Sites will be fire-stopped and inspected to ensure that they are to code and ready for any required inspection to clear any needed permits.
- Any out-standing work will be recorded on a punch list and tracked to completion. Punch list will be discussed and reviewed during scheduled Project Stand-Up calls (Project Punch List will be distributed to all Stake-holders within the Project Plan document).
- Site will be turned over the following work completed to the York Prep Academy-IT Dept... as complete and ready for their testing during the Scheduled Project Stand-Up call.
- ATC-Provider Technician Teams will send all final documentation, cable record tests, pictures and project documentation to the ATC-Provider Project Manager within 24 business hours of site completion.
- The ATC-Provider PM will share all site project documentation with all Stake-holders on the CDW Web-Portal share box within 72 business hours of receipt of information.
- Site will be closed out upon agreement with all Stakeholders during our Scheduled Project Stand-Up Call
- Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Approved CDW Change Order

** Shipping fees are invoiced upon actual shipping costs as materials ship

** Any Applicable Tax will be invoiced on the final completion invoice.

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

ITEM(S) PROVIDED TO CUSTOMER

Table 1 – Item(s) Provided to Customer

Item	Description	Format
Site Pictures, Testing reports, Project and Warranty Documentation	Project complete pictures and cable test reports, Warranty Documentations and Customer Sign-off Documentation	Word, PDF and JPEG loaded on the CDW-Seller Web-Portal

PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

SERVICES FEES

Services Fees hereunder are **FIXED FEES**, meaning that the amount invoiced for the Services will be \$44,205.36.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone, as specified in Table 2.

Table 2 – Services Fees

Project Milestones	Percentage	Fees
Project Materials---Signed SOW Invoiced upon signed scope/award	24%	\$10,616.82
Project Labor-- Installation CAT5E and WAP's--- Invoiced per Completed School site (95) Total within York Prep Academy School site locations Break down per school/location is listed as "Addendum A" below	37%	\$16,428.54
Project Labor- recertify (200) cables and Label within York Prep Academy School site locations-- Invoiced per Completed School site	39%	\$17,160.00
Totals	100%	\$ 44,205.36

**** Average of \$284.69 per cable pull all materials, patch Panel, Patch Cables, Terminations and 25- Year Warranty Included**

Addendum A- School/Site cost breakdown per for Project Cabling/WAP Installation:

School Site	CAT5E/AP Counts	Material Costs	Labor Costs	Cost Totals per Site
Elementary School				
1 st Floor – 35	35	\$3,911.46	\$6,052.62	\$9,964.08
Middle School				
1 st Floor – 17	17	\$1,899.85	\$2,939.84	\$4,839.70
High School				
1 st Floor – 13	13	\$1,452.83	\$2,248.12	\$3,700.94
2 nd Floor – 13	13	\$1,452.83	\$2,248.12	\$3,700.94
Student Union				
1 st Floor – 6	6	\$670.54	\$1,037.59	\$1,708.13
2 nd Floor – 11	11	\$1,229.32	\$1,802.25	\$3,031.57

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.

EXPENSES

None

Choose a Travel Notice Requirement

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

If an additional exhibit is necessary, insert it here, either by customizing the sample building block provided through this dropdown or selecting this orange swath and pasting in the content. If no additional exhibit is necessary, delete this section.

NOT FOR SIGNATURE

THIS DOCUMENT IS A DRAFT INTENDED ONLY FOR USE IN THE REVIEW OF TEXT APPLICABLE TO A POSSIBLE SERVICES ENGAGEMENT. IT DOES NOT CONSTITUTE A CONTRACT OR A PROPOSAL FOR A CONTRACT. THE CONTENT OF THIS DOCUMENT, AS IT MAY BE NEGOTIATED BY THE PARTIES, IS INTENDED TO BE INCORPORATED INTO A STATEMENT OF WORK, WHICH WILL INCLUDE OTHER PROVISIONS AND WHICH WILL BE GOVERNED BY ADDITIONAL TERMS AND CONDITIONS. A PARTY'S SIGNATURE OR OTHER INDICATION OF APPROVAL ON OR RELATED TO THIS DOCUMENT SHALL HAVE NO BINDING OR CONTRACTUAL EFFECT.

Please note: Before the Services are to be performed, CDW will create a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process

York Preparatory Academy

Proposal for: E-Rate Internal Connections

**Response to E-Rate Request
470 # 160032381**

**E-Rate SPIN Number: 143020733
April 1, 2016**

Prepared By:



**Phone: 888-424-4863 Address: 14 Progress Road, Greenville, SC 29607
www.ancgroup.com**

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Company Qualifications & Experience

Profile

Company Name:

Applied Network Consulting Group Inc. (ANCGroup, Inc.)

Corporate Office:

14 Progress Road, Greenville, SC 29607

Corporate Officer Information:

Brian Daughhetee, President, 888-424-4863, briand@ancgroup.com

Account Executive Information:

Billy Crowe, Account Manager, 864-414-3469, billyc@ancgroup.com

Sales Manager Information:

Kristin Perkinson, Sales Manager, 864-979-9363, kristinp@ancgroup.com

Service Manager Information:

Tim Rondeau, Service Manager, 864-451-9967, timr@ancgroup.com

SPIN: 143020733

Federal Tax Identification Number: 58-2482651

USETPA: BrightArrow – ANC Contract # 1214066014

HP Networking – ANC Contract # 1214008014

Sophos – ANC Contract # 1214065014

Unitrends – ANC contract # 12140400014

Xirrus – ANC Contract # 1214039014

Our Experience

ANCGroup knows that our technical expertise is at the core of our success. Providing your organization with the "right" skillset at the "right" time is critical and over the years ANCGroup has successfully assisted organizations just like yours with a host of technology solutions including;

- Datacenter Virtual and Disaster Recovery Solutions
- Microsoft Office 365 Implementation and Professional Development
- Virtual Classroom integration with Microsoft Office 365
- Microsoft Server Upgrades and Migrations
- Novell to Microsoft Migrations
- Microsoft Exchange Upgrades and Migration
- Microsoft SharePoint Server Deployment and Training
- Microsoft System Center and Novell ZENWorks Design and Implementations
- Wireless Solutions for Normal or High Density and Outdoor Applications
- Design and Implementation of Cisco, Nortel, HP Enterprise Infrastructure Solutions
- Firewall Monitoring and Management
- Project Management
- Identity Management and Data Provisioning Solutions
- WAN/Internet connectivity Support and Consulting

Our Certifications

ANCGroup's engineers hold the following current industry certifications:

- A+, Network+, Project+
- Microsoft Certified IT Professional (MCITP)
- Microsoft Certified Systems Engineer (MCSE)
- Microsoft Certified Technology Specialist (MCTS)
- Cisco Certified Network Associate (CCNA)
- Cisco Certified Design Associate (CCDA)



- VMware Certified Professional 5 - Data Center Virtualization (VCP5-DCV)
- VMware Certified Professional – Cloud (VCP-Cloud)
- VMware Certified Advanced Professional 5 - Data Center Design (VCAP5-DCD)
- VMware Certified Professional 5 – Desktop (VCP5-DT)
- HP ProCurve Networking and Mobility (AIS & ASE)
- Astaro Certified Engineer (ACE)
- Xirrus Wireless Certified Engineer
- Unitrends Certified Engineer

Executive Summary

Understanding of the Project

York Preparatory Academy has filed a form 470 application with the SLD and requested a proposal containing options for Internal Connections. ANCGroup understands that the academy is planning to purchase E-Rate eligible equipment which may include wireless access points and related equipment. This response by Applied Network Consulting Group, Inc. (ANCGroup), will highlight our experience, expertise, and methodology for providing these solutions and show your organization why we are your best choice for a technology partner.

ANCGroup is focused on K-12 and has built its reputation through excellent customer communication and rapid response. We believe that we will meet and exceed your requirements and are committed to providing exceptional customer service and value.

Why ANCGroup?

Our Stability and Focus

ANCGroup was established in 1999 to serve the technology needs of educational and other government institutions. ANCGroup has assisted many school districts in the Carolinas and Georgia that range in size from a few hundred to over 60,000 users. Because we specialize in education, ANCGroup understands the unique challenges your organization faces and is staffed and prepared to meet those. While other companies both large and small come and go, ANC remains locally owned, financially sound, and committed to serving the education market. With offices in South Carolina, North Carolina, Virginia, Tennessee, and Maryland you can rest assured that we are dedicated to providing exceptional customer service and value.

Our People

ANCGroup takes a team approach to partnering with our clients which starts with sales professionals and dedicated presales engineers, along with a “hands-on” management team who will maintain constant communication and provide your organization with the most cost effective solutions while keeping you “in the know” on upcoming technologies.

The rest of the team includes highly trained engineers that not only have exceptional technical skills, but also possess superior interpersonal skills. Our engineers are locally based and have specialized in K-12 solutions for 17 years so we understand not just the environment but the specific applications and solutions that your organization depends on. We maintain expertise for critical K-12 systems such as: PowerSchool, SmartFusion, Google Apps, Office 365, Follett Destiny, Renaissance Learning, and Compass just to name a few.

Additionally, we partner with many leading edge vendors to bring the “best of breed” solutions to our clients which include; Microsoft, VMware, HP Enterprise, Aruba, Unitrends,



Meraki, Xirrus, Sophos, Barracuda, Exinda, Tools4Ever, BrightArrow and Registration Gateway.

Finally, we maintain an on-going support organization that is here when you need help, by phone or onsite. The ANCGroup team serves as a complete cohesive group your organization can depend on.

Our E-Rate Expertise

ANCGroup has partnered with school districts on E-Rate projects and services for 17 years and continues to provide the "best value" partnership that program requires. Not only does our staff have a combined 40 plus years of experience working with the E-Rate program but we partner with one of the nation's leading E-Rate Funding Compliance Service firm, to provide consultation and Advocacy with USAC and the FCC to insure that our E-Rate solutions are properly identified for eligibility and cost allocation.

Our Vendor Partners



HP Enterprise is one of the leading technology solutions providers to consumers, businesses and institutions globally. The company's acquisition of Aruba Networks positions them to be a leader in Wired and Wireless solutions for both enterprises and the public sector.



ANCGroup is an established HPE PartnerOne member with Silver level designation providing leading solutions to the public sector throughout the Southeast. As one of the largest resellers of HPE technologies

ANCGroup is required to demonstrate competencies in the products and services offered by HPE with the achievement of ongoing product training and certification. We provide consultation and network design to ensure your network infrastructure will support current and future demands.



Cisco is one of the leading technology solutions providers to consumers, businesses, and institutions globally. The company's offerings span IT infrastructure and global services to create unified communications. Cisco switches create new user experiences and support network and application requirements. They help you scale your infrastructure for growing business needs, increase network intelligence with visibility and control, simplify operations, and improve security for users and applications. ANCGroup is required to demonstrate competencies in the products and services offered by Cisco with the achievement of ongoing product training and certification.



Meraki (Now part of Cisco) provides powerful and intuitive centralized management via the cloud, while eliminating the cost and complexity of traditional on-site wireless controllers. Meraki's cloud seamlessly manages campus-wide WiFi deployments and distributed multi-site networks with zero-touch access point provisioning, network-wide visibility and control, cloud-based RF optimization, seamless firmware updates and more. With an intuitive browser-based user interface, Meraki WLANs configure in minutes — not days or weeks — without training or dedicated staff. ANCGroup is an authorized Meraki partner and maintains the highest level of certification and support.

Microsoft

To validate our expertise in advanced Microsoft solutions ANCGroup is a member of the Microsoft Partner Network. Why is this important? This collaboration between ANCGroup and Microsoft provides our customers with the technical expertise, strategic thinking, hands-on skills, and customer endorsements capable of implementing technical solutions that match the specific needs. On a practical level, it means we're absolutely the most highly qualified Microsoft professional in the public sector market. Our Microsoft Partner status ensures we are completely qualified to deliver the following solutions:

- Active Directory Design, Migration, & Implementation Consulting
- Microsoft Infrastructure Security Consulting
- Identity Management and Simple Sign on Solutions
- Application, Data, Database, and Web Clustering
- Messaging and Collaboration Design, Implementation, Migration, & Consulting
- Thin-Client Solutions
- Microsoft Management and Monitoring Solutions
- Desktop Deployment Strategy Consulting
- Server Virtualization Design, Consulting, and Implementation
- SharePoint Portal Solutions
- Office 365 Authorized Partner

SOPHOS

As a Platinum Partner with Sophos, ANCGroup is providing an Enterprise Class Security solution to schools and libraries at an affordable price. Sophos provides products for endpoint antivirus, encryption, network security, email security, mobile security and unified threat management. As a leader in the Security industry, Sophos has won numerous awards for the Client Security Software, Network Security Software, and Network Security Appliances. Sophos began producing antivirus and encryption products nearly 30 years ago. Today their products help secure the networks used by 100 million people in 150 countries and 100,000 businesses, including Pixar, Under Armor, Xerox, Ford, Avis, and Toshiba. As IT networks grow in complexity, Sophos is focused on keeping IT security simple and reliable.

XIRRUS

High Performance Wireless Networks

Xirrus' solutions were developed from the ground up for a wireless world and designed to deliver wired-like performance. Xirrus wireless solutions support the unique requirements of school environments, particularly in terms of device density, traffic capacity and the ability to scale on demand. Our innovative, patented technology integrates multiple components into a single device. This helps provide uncompromised access to sophisticated applications and services (multimedia, mobile, cloud-based) school-wide. As an Elite Partner, ANCGroup is excited to bring this industry leading technology to school districts and offer a solution for high-bandwidth for voice, video, and data traffic to and from mobile devices.



References

Duplin County Schools, Jason Ginn

Address: 315 North Main Street, Kenansville, NC 28349

PH: 910-296-6138 E: jginn@duplinschools.net

Xirrus Wireless Network Design and Deployment, HP Networking Switches installation and configuration. 4/15 – Present

Florence County School District #5, Richard Silvernail

Address: 156 E. Marion Street, Johnsonville, SC 29555

PH: 843-386-2358 E: rsilver@flo5.k12.sc.us

Multiple Projects: Data Integration – Level Data Services, Installation and upgrade of Servers, E-mail System – Office 365 deployment, Network Management software, Ethernet LAN/WAN design, installation and configuration of LAN/WAN hardware, Xirrus Wireless Network Design and Deployment. On-site and remote support. 9/04-Present

Orangeburg Consolidated School District #3, Daphne Walley

Address: 1654 Camden Road, Holly Hill, SC 29059

PH: (803) 496-3288 E: walleyd@obg3.k12.sc.us

Multiple Projects: E-Rate Basic Maintenance for Network Equipment, Servers, and Cabling. Unitrends Backup solution. Xirrus Wireless installation and configuration. Sophos Endpoint Security, installation of LAN/WAN hardware, on-site and remote support. 2/12-Present

Randolph County Schools, Dale Brinkley

Address: 2222-C South Fayetteville Street, Asheboro, NC 27205

PH: 336-318-6151 E: dbrinkley@randolph.k12.nc.us

Xirrus Wireless Network Design and Deployment, HP Networking Switches installation and configuration. 4/15 - Present

Roanoke Rapids Graded School District, Mark Kuchenbrod

Address: 536 Hamilton Street, Roanoke Rapids, NC 27870

PH: 252-519-7140 E: mkuchenbrodm.co@rrgsd.org

Multiple Projects: Data Integration – Level Data Services, Installation and upgrade of Servers, Xirrus Wireless Network Design and Deployment, installation and configuration of LAN hardware, SharePoint installation and Training. On-site and remote support. 8/09 - Present

Rutherford County Schools, Benny Hendrix

Address: 382 W. Main Street, Forest City, NC 28043

PH: (828) 453-0535 E: bhendrix@rcsnc.org

Multiple Projects: Data Integration - Level Data Services, Xirrus Wireless Renewal for over 3500 Arrays, Xirrus Wireless Upgrade and additional APs for classrooms. Xirrus Wireless XR-520H's- External APs. 3/13-Present

All information on this page is Confidential and is not to be shared with anyone other than the intended ANCGroup, Inc. Client and their personnel.

Network Switch Solution

Overview

The Academy has requested Network Switches to support the Wireless Network Infrastructure. ANCGroup recommends the HPE 2530 series switches to provide Gigabit and Enhanced Power over Ethernet (PoE+) to every port to support the wireless network.

Scope of Project

Discovery Phase

ANCGroup will meet with the organizations personnel and review the current switching infrastructure and desired project objectives during this phase including;

- Review existing switch and network architecture configurations and prepare for the installation of the new switches.
- Review current IOS and revision levels and provide recommendations if necessary
- Review academy's current network architecture including VLAN and other network optimization and provide recommendations as necessary
- Review closet design and port density requirements and make recommendations as necessary
- Outline timetable for the implementation including necessary downtime

Implementation Phase

Once the discovery phase is complete ANCGroup will install the switches which includes the following;

- Perform any necessary pre-implementation steps as defined in the discovery phase
- Unbox and physically install the new switches as specified. NOTE: Academy is responsible for providing the necessary rack space, power, and UPS systems to allow for full operational functionality.
- Install all purchased modules into the new switches as necessary (no hardware will be moved from one device to the other)
- Burn-in devices to ensure equipment performs to manufacture specifications
- Apply academy asset tag for each piece of equipment that is installed if necessary
- Install and configure organization supplied switch configurations
- Verify the new hardware can provide the same functionality as existed in the switches being replaced – i.e., routing protocols, interface protocols, physical interfaces, layer 3 MSFC configuration, etc.
- Verify connectivity using ping and telnet as necessary
- Document the new switches and provide knowledge transfer

Why HP Enterprise?

HP Enterprise is the networking division of Hewlett-Packard Company, as well as the world's second largest—and fastest-growing—networking manufacturer. Throughout our 30 years in the industry, we have become known for innovation that delivers high-performance, no-compromise functionality at affordable prices. HPE offers a network partner who has a solid commitment to open industry standards and seamless multivendor interoperability making HPE Networking solutions at home in an existing Cisco network.

HPE Networking has achieved success by consistently providing more than 100,000 public sector entities, small and medium business, and enterprise customers with networks that are reliable, flexible, and secure. Configuration and management is built on a familiar

interface so engineers who understand a Cisco network will be able to easily adapt to working with HPE switches and use most of the same commands.

With so much transitioning to the cloud, mobility and big data are underpinned by the need for holistic security. Networks become a critical source of business **agility, consistency and value**. That's why HPE created the broadest, interoperable, open standards based, unified and software-defined networking portfolio of its kind. HPE's disruptive innovation drives simplification, with networks that understand, adapt to and protect your business applications in real-time and provide the foundation for innovation.

Only HPE extends the momentum of software-defined networking everywhere — from the mobile edge to the heart of data centers — providing a future-ready fabric and a trusted approach to get you there, giving you the power to drive the outcomes your organization demands, today. HPE is consistently positioned as a networking market leader in port shipments and revenue according to quarterly analyst reports from Dell'Oro Group, Canalys, Synergy Research, Yankee Group, Infonetics, IDC, and In-Stat. HP ProCurve delivers products and solutions recognized for their quality, operational efficiency, and outstanding cost of ownership, leading more and more customers to recognize HP ProCurve as the network of choice. While other vendors offer complex, expensive, and proprietary technology, HP ProCurve solutions provide valuable business investments that include:

- Complete Compatibility- HPE Networking switches work seamlessly with your existing infrastructure. In fact, most of the management and configuration commands are identical to Cisco's and engineers will be right at home in managing and maintaining them
- Choice and flexibility—HPE Adaptive Networks provide the functionality and interoperability to support a choice of best-in-class, multivendor options.
- Advanced technology—HPE harnesses advanced functionality and environmentally responsible technology to deliver solutions that meet business needs.
- Security and trust—HPE's ProActive Defense integrates network security into a trusted infrastructure to help you protect your IT assets.
- Return on IT investment—HPE's unified wired and wireless solutions reduce the complexity of planning, deploying, managing, and maintaining a network. Compare the total cost of ownership for an HPE solution to your current networking vendor and you'll understand why customers are moving to HPE in increasing numbers.
- Proven reliability—HPE's robust line of products is engineered to meet HPE quality standards—backed by HPE service, support, training, and outstanding warranty.

Established Leadership

HPE has been increasingly recognized by the press and analyst community for advanced products and satisfied partners and customers:

- HPE Networking has been positioned in the Leaders Quadrant in the Gartner Global Campus LAN Magic Quadrant. Gartner also states that when looking at the alternative vendors, it is starting to see a stratification, with HPE Networking breaking away from the pack.
- Forrester Research states HPE's lower price points and superior service and support will ultimately set HPE apart from the competition. According to Forrester, HPE Networking emerges as a leader (in WLAN) because of its expanded enterprise-class product line and unparalleled support offerings.
- Dell'Oro Group research shows HPE's growth rate has far exceeded that of other networking vendors.

HPE Lifetime Warranty

The HPE Limited Lifetime Warranty is a distinct competitive advantage. To meet business objectives, organizations depend on a rock-solid network to help ensure that they stay up and running. HPE Networking products are designed for reliability and include the industry's first and most complete lifetime warranty to back that up. Along with no-cost software updates as long as owned, the HPE Limited Lifetime Warranty provides advance hardware replacement with next-business-day shipment and 90 days of 24x7 phone support (followed by standard business hours thereafter). This unparalleled warranty provides your academy with the following;

- Lower Total Cost of Ownership
- No maintenance contracts
- Next-business-day shipment
- Free firmware updates as long as owned
- Simplified management
- No-cost network training (self-paced)
- Legendary HP Quality

Wireless Network Solution**Overview**

ANCGroup recommends installation of one AP into each classroom to support a 1:1 initiative and allow wireless productivity for 25-30 wireless devices concurrently. The Academy has requested the Aruba 205 with the 7205 controller. ANCGroup recommends and has provided pricing for the IAP-205 AP with one-year support license. This is a controller-less solution from Aruba that is much easier to deploy and manage.

ANCGroup will assist in the design of the wireless network to ensure adequate coverage and provide heat maps through a predictive wireless survey for each location to indicate signal strength of each AP. If needed, additional APs will be recommended to fill any areas needing additional wireless coverage. All APs will be mounted on the T-bar of the drop ceiling tile. For any locations that do not have drop ceilings, we recommend purchasing the Mounting Brackets to install the AP, which we have included as line item in our quote at quantity of zero at each site.

Scope of Project**Wireless Site Survey**

With this proposal ANCGroup is submitting a "Bill of Materials" that is based on information provided in the RFP and E-rate form 470. Once awarded the project, ANCGroup will conduct a site survey and discuss with academy personnel to determine if quantities and/or locations of the Access Points need to be adjusted. This will include the following:

- Validate information gathered in the pre-bid meeting/ walk through and if needed schedule a site survey at specified location to determine the final placement and necessary quantities of the wireless access points
- Document the access points on a "heat map" and present to the organization for final approval
- Provide the organization with an updated "bill of materials" as necessary



Wireless Discovery Phase

The next step in the wireless project will be the discovery phase, ANCGroup will complete the basic wireless survey. ANCGroup will review the current and future wireless infrastructure configuration and work with the organization to prepare for the implementation which will include;

- Document the current access point configuration, including SSIDs, security settings, passwords, etc.
- Review the current IP address scheme and work with the organizations staff to determine the management VLAN and IP information for the converted APs.

Wireless Access Point Preparation Phase

Once the “Wireless Discovery Phase” is complete, ANCGroup will prepare the new APs for installation and perform the following tasks;

- Record Serial number and MAC address for the new APs to be installed
- Physically label AP's with site name, AP number, IP Address, and E-rate contract number to correspond with the Wireless Site Survey document

Wireless Access Point Installation Phase

Once the “Wireless Access Point Preparation Phase” is complete, ANCGroup will complete the access point installation, cabling provided by others or currently in place;

- Install/ mount all access points using the included mounting T-bar brackets to connect to ceiling tile. Additional charge for each AP requiring mounting brackets to wall or other.
- Configure settings for each access point and assign SSID and other security settings for the wireless network based on academy's requirements.

Why Aruba?

Because of the high density and mobile nature of its users, education is at the forefront of the wireless evolution. Classrooms are now highly dependent on digital resources and the instructional applications they enable. In the primary and secondary school space, there is a drive toward the 21st century (or digital) classroom. Many schools are embracing next-generation technologies and programs that expand learning options, such as 1:1 laptop-to-student and bring your own device (BYOD) initiatives. These initiatives create demands on existing Wi-Fi infrastructures that can increase by a factor of 10 in a single school year. A high-performance, reliable wireless solution is imperative.

Aruba, a Hewlett Packard Company, is a leading provider of next-generation networking solutions for enterprises of all sizes worldwide. The company delivers IT solutions that empower organizations to serve #GenMobile – mobile-savvy users who rely on cloud-based business apps for every aspect of their work and personal lives.

Aruba's mobile-first, cloud-first approach addresses the fundamental changes in today's business environment – the move towards the digital workplace and the explosion of big data. Aruba allows IT professionals to build networks that keep up with these changes by migrating away from expensive-to-operate and proprietary infrastructures, which were originally designed for fixed network connections within the physical confines of the corporate headquarters.



Wireless LANS

Access Points

Based on the 802.11n and 802.11ac standards, Aruba access points (APs) deliver secure Wi-Fi client access to a variety of indoor and outdoor enterprise wireless LAN (WLAN) environments. These versatile, high-performance APs can be centrally managed by Aruba Mobility Controllers or deployed as controllerless Aruba Instant APs that are managed in the cloud.

In controllerless Aruba Instant mode, a dynamically elected AP automatically distributes the network configuration to other Instant APs in the WLAN. Simply power-up one Instant AP, configure it over the air, and plug in the other APs – it only takes about five minutes.

When managed by Mobility Controllers, traffic from Aruba APs is centralized to simplify configuration, improve data encryption, provide fine-grained policy enforcement, and deliver other vital network services.

Available with single- and dual-radios to meet the most challenging security, client performance and density requirements, Aruba APs feature several unique Wi-Fi capabilities:

PATENTED CLIENTMATCH technology ensures that mobile devices roam efficiently by steering them to the best AP and radio on the WLAN.

ARM technology ensures that Aruba APs stay clear of interference, resulting in a more reliable, higher performance WLAN.

INTEGRATED WIRELESS SECURITY identifies and mitigates wireless threats and intrusions by rogue devices.

INTEGRATED SPECTRUM ANALYSIS identifies sources of RF interference and eliminates the need for handheld spectrum monitors with multiple management servers, new APs and dedicated sensors

Wireless LANS

Mobility Controllers

Running ArubaOS, Mobility Controllers eliminate multiple IT touch points by centralizing network engineering, IP services and policy controls across wired and wireless, while simplifying the integration of network security and enterprise app platforms.

Purpose-built with ample processing power to handle deep packet inspection, encryption and compute-intensive mobility services, they also maintain configurations and automate software updates for other Mobility Controllers, Mobility Access Switches and APs. Mobility Controllers support a variety of ArubaOS software modules, including the Policy Enforcement Firewall with AppRF technology, RFPProtect with Spectrum Analysis and Wireless Intrusion Protection, and Advanced Cryptography with military-grade Suite B encryption



Network Management

AirWave

AirWave offers the end-to-end clarity and control over mobile users on multivendor, multisite networks. It includes user location and mapping capabilities, real-time monitoring, proactive alerts, historical reporting, and troubleshooting.

Aruba Central

Aruba Central is a cloud-based software-as-a-service subscription that simplifies the management of Aruba Instant WLANs. It offers remote monitoring and troubleshooting, centralized configuration and firmware management, compliance reporting, and zero-touch provisioning.

Cabling

Overview

The Academy is requesting a Turn-key solution to have all E-rate equipment, cabling, and installation services provided by one single partner. ANCGroup has very strong partnerships with HP Enterprise and can provide all equipment and installation services at a competitive rate. ANCGroup will subcontract the cabling portion of this project to a locally owned, qualified and professional cabling partner –TelCom Inc., with headquarters in Columbia, SC. Included in proposal are cabling certifications and references provided by TelCom Inc. Through this partnership, ANCGroup will provide the highest quality of services and a total solution managed by one project manager to ensure project is completed within a year as cost-effective as possible.

Scope of Project

Discovery Phase

ANCGroup Project Manager and the Project Manager from TelCom Inc. will meet with the Academy's personnel and review the final wireless design and desired project objectives during this phase including;

- Confirm final drop count per location are correctly marked on all building maps.
- Conduct walk through in order to finalize all materials needed prior to project start date.
- Review existing cabling infrastructure, cable trays, and conduit available to be used and confirm rack space is available to add patch panels and a network switch in each data closet as requested.
- Outline timetable for the implementation including necessary downtime, and schedule work outside school hours when necessary to avoid disruption to learning.

Implementation Phase

Once the discovery phase is complete ANCGroup will manage project and coordinate with cabling partner throughout project to ensure on schedule and completed accurately. Scope of Work for cabling includes the following:



Data/Voice Installation (Cabling)

- Provide services to connect (90) Cat6 Drops to the MDF of the site.
- Install (90) Category6 cables from the nearest MDF to the drop locations indicated on prints for the data services.
- Install (90) RJ-45 Modular Jacks
- Install (6) 24 port Category6 Patch Panels
- Install necessary supports in addition to the established above-ceiling pathway existing to achieve proper support per NEC.
- Install patch cords on data closet end of the drop locations to connect network equipment. (3 ft. Patch Cords)

Executive Summary

TelCom, Inc. is one of South Carolina's oldest and most respected telecommunications companies. In fact, TelCom, Inc. is the largest, privately owned interconnect company in South Carolina.

TelCom, Inc. has long been recognized as a leader in the number of voice telephone systems, information transport systems and integrated telecommunications systems. We have unlimited capabilities and resources for handling, small, medium and large installations. Every system we install is individually designed for each application to assure that its capabilities accurately reflect the customer's operation and needs.

We understand that the breadth of services needed by school districts varies. For this reason, we will work with you to develop a suitable infrastructure technology services package to assist your District in installing and maintaining a network infrastructure that allows and promotes seamless access to resources and information.

TelCom, Inc.

3402 Fernandina Road

Columbia, SC 29210



Officer in Charge: Laurin Oswald, VP Sales, loswald@telcomsc.com

RCDD on Staff: Vic Phillips, RCDD/OSP, TPM, RTEC

Service/Accounts Manager: Andy Drafts, Service Manager, andydrafts@telcomsc.com

Lead Technician: Bill Ross, billross@telcomsc.com

Federal Tax ID: 57-0737409

USAC SPIN: 143006282

Cabling State Contract Number: 4400003521



References

Union County Schools, 130 West Main Street, Union, South Carolina

Contact Name: Mr. Tim Barnado
Title: Director of Technology
Telephone: 864-427-2328 x3

Union County Schools Work Details:

TelCom, Inc. has been performing network infrastructure work for Union County Schools since 2006. During that time we installed all of the data/voice/paging infrastructure as a part of the new construction projects for SIMS Middle School and the Jonesville Elementary/Middle School (completed Fall 2009). Both of these schools have Cat6 copper and multimode fiber implementations. TelCom also installed and supports Bogen paging systems, NEC telephony and Smart Technologies classroom AV systems at these sites. In addition to these major projects, TelCom also does various moves, adds and changes across the district's sites for data, voice, video and sound. The revenue total for these projects is approximately 600 thousand dollars.

Greenwood School District 50, 1855 Calhoun Road, Greenwood, SC

Contact Name: Mr. Dwight Herring
Title: Maintenance and Operations
Telephone: 864-377-1135

Greenwood School District 50 Work Details:

TelCom, Inc. has been performing network infrastructure work for Greenwood School District 50 since 2008. During that time we installed all the data/voice/paging/surveillance infrastructure as a part of the new construction/renovation projects for Greenwood High School (completed Fall 2010), Emerald High School (completed Summer 2010), Matthews Elementary School (Completed Summer 2009), Lakeview Elementary School (completed Fall 2009), Hodges (completed Fall 2010), Oakland (completed Fall 2009) and Springfield Elementary School (to be completed Spring 2011). These schools have Cat6 copper and 12 strand multimode fiber implementations. TelCom also installed and supports the district's PelCo surveillance systems deployed at each school in the district. The revenue total for these projects is approximately 1.7 million dollars

Lexington School District Two, 715 Ninth Street, West Columbia, SC

Contact Name: Mr. Bill Hammond
Title: Director of Maintenance
Telephone: 803-822-5667

Lexington School District Two Work Details:

TelCom, Inc. has been performing network infrastructure work for Lexington School District Two since 2008. During the past three years we have installed all the data/voice infrastructure as a part of the new construction/renovation projects for Airport High School (completed Fall 2008), Brooklyn Cayce High School (completed Summer 2009) and Busbee Academy (Completed Summer 2009). These schools have Cat6 copper and 6 strand multimode fiber implementations. In addition to these major projects, TelCom also does various moves, adds and changes across the district's sites for data, voice, video and sound. TelCom also installed and supports the district's ETV coax systems deployed at each school in the district. The revenue total for these projects is approximately 200 thousand dollars.

A leader in the sale, design, installation and maintenance of information transport systems for voice, data, video and low-voltage transport, TelCom has extensive experience and certification in all types of transport media such as:

- Hubbell Certified Cabling Systems
- Leviton Certified Cabling Systems
- Superior-Essex Cabling Systems
- Hitachi Cabling Systems
- General Cable Corporation Cabling Systems
- BerkTek Certified Cabling
- CommScope Uniprise Systems
- Hellerman-Tyton Systems



Contract Term

This contract is contingent upon the award of E-rate funding and will run from July 1, 2016 to June 30, 2017 unless otherwise extended by the Academy and or the SLD. ANCGroup would be willing to extend the contract beyond this initial term should future E-Rate funding be made available and reserves the right to increase rates and/or product pricing for any item listed based on the cost of living index in subsequent years.

Summary

As a partner for school districts for the last 17 years, ANCGroup understands that the choice of a technology partner is very important to your organization. From our people, to our experience, our company stability, and our methodology; it should be clear why ANCGroup offers the best option to York Preparatory Academy. If in reading this document you come across anything that needs clarification, or if you have a question please do not hesitate to contact us. Thank you for the opportunity to offer our services to your school and we look forward to doing business with you.

Acknowledgement

Legal Name of Bidder: Applied Network Consulting Group (ANCGroup, INC.)

Business Address: 14 Progress Road, Greenville, SC 29607

Phone: 888-424-4863

By: Brian Daughetee

Print Name: Brian Daughetee

Title: President

Date: 4/1/16

Pricing Quotes for Equipment Attached



York Preparatory Academy SC - E-
Rate 160032381

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 Version: 1

ANCGroup Inc.
 14 Progress Road
 Greenville, SC 29607
 888-424-4863
 www.ancgroup.com

Prepared For
 York Preparatory Academy SC
 Craig Craze
 1047 Golden Gate Ct.
 Rock Hill, SC 29732
 craze@snapav.com
 8033244400

Prepared By
 Billy Crowe
 Phone: 888-424-4863
 Email: billyc@ancgroup.com

Wireless		Price	Qty	Extended
JL185A	HPE 205 INSTANT 11AC AP	\$361.40	72	\$26,020.80
U7RE9E	HPE 1Y FC NBD EXCH 205 IAP SVC	\$25.75	72	\$1,854.00
Service	Installation & Configuration of APs	\$125.00	72	\$9,000.00
Service	Moving, Installation & Configuration of existing APs	\$125.00	25	\$3,125.00
Service	Setup Wireless Management	\$500.00	1	\$500.00
SHIPPING	SHIPPING CHARGE AP	\$370.00	1	\$370.00
Wireless Subtotal				\$40,869.80

Switches		Price	Qty	Extended
J9772A	HP 2530-48G-PoE+ Switch	\$1,488.76	2	\$2,977.52
J9773A	HP 2530-24G-PoE+ Switch	\$780.00	2	\$1,560.00
Service	Installation & Configuration of Switches	\$125.00	4	\$500.00
SHIPPING	SHIPPING CHARGE per Switch	\$15.00	4	\$60.00
Switches Subtotal				\$5,097.52

Cabling		Price	Qty	Extended
Cable	Data Cable	\$5,894.74	1	\$5,894.74
Misc Parts	Jacks, Patch Panels, Sleeves, FS, Hooks	\$2,484.21	1	\$2,484.21
Service	Install, Terminate, & Test Cable	\$42.11	200	\$8,422.00
Cabling Subtotal				\$16,800.95

Recap		Amount
Wireless		\$40,869.80
Switches		\$5,097.52
Cabling		\$16,800.95
Subtotal		\$62,768.27
Tax		\$2,885.49
Total		\$65,653.76



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Greenville, SC 29607
888-424-4863
www.ancgroup.com

es, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Signature

Date

York Preparatory Academy

Proposal for: E-Rate Internal Connections

**Response to E-Rate Request
470 # 160032381**

**E-Rate SPIN Number: 143020733
April 1, 2016**

Prepared By:



**Phone: 888-424-4863 Address: 14 Progress Road, Greenville, SC 29607
www.ancgroup.com**

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Company Qualifications & Experience

Profile

Company Name:

Applied Network Consulting Group Inc. (ANCGroup, Inc.)

Corporate Office:

14 Progress Road, Greenville, SC 29607

Corporate Officer Information:

Brian Daughhetee, President, 888-424-4863, briand@ancgroup.com

Account Executive Information:

Billy Crowe, Account Manager, 864-414-3469, billyc@ancgroup.com

Sales Manager Information:

Kristin Perkinson, Sales Manager, 864-979-9363, kristinp@ancgroup.com

Service Manager Information:

Tim Rondeau, Service Manager, 864-451-9967, timr@ancgroup.com

SPIN: 143020733

Federal Tax Identification Number: 58-2482651

USETPA: BrightArrow – ANC Contract # 1214066014

HP Networking – ANC Contract # 1214008014

Sophos – ANC Contract # 1214065014

Unitrends – ANC contract # 12140400014

Xirrus – ANC Contract # 1214039014

Our Experience

ANCGroup knows that our technical expertise is at the core of our success. Providing your organization with the "right" skillset at the "right" time is critical and over the years ANCGroup has successfully assisted organizations just like yours with a host of technology solutions including;

- Datacenter Virtual and Disaster Recovery Solutions
- Microsoft Office 365 Implementation and Professional Development
- Virtual Classroom integration with Microsoft Office 365
- Microsoft Server Upgrades and Migrations
- Novell to Microsoft Migrations
- Microsoft Exchange Upgrades and Migration
- Microsoft SharePoint Server Deployment and Training
- Microsoft System Center and Novell ZENWorks Design and Implementations
- Wireless Solutions for Normal or High Density and Outdoor Applications
- Design and Implementation of Cisco, Nortel, HP Enterprise Infrastructure Solutions
- Firewall Monitoring and Management
- Project Management
- Identity Management and Data Provisioning Solutions
- WAN/Internet connectivity Support and Consulting

Our Certifications

ANCGroup's engineers hold the following current industry certifications:

- A+, Network+, Project+
- Microsoft Certified IT Professional (MCITP)
- Microsoft Certified Systems Engineer (MCSE)
- Microsoft Certified Technology Specialist (MCTS)
- Cisco Certified Network Associate (CCNA)
- Cisco Certified Design Associate (CCDA)



- VMware Certified Professional 5 - Data Center Virtualization (VCP5-DCV)
- VMware Certified Professional – Cloud (VCP-Cloud)
- VMware Certified Advanced Professional 5 - Data Center Design (VCAP5-DCD)
- VMware Certified Professional 5 – Desktop (VCP5-DT)
- HP ProCurve Networking and Mobility (AIS & ASE)
- Astaro Certified Engineer (ACE)
- Xirrus Wireless Certified Engineer
- Unitrends Certified Engineer

Executive Summary

Understanding of the Project

York Preparatory Academy has filed a form 470 application with the SLD and requested a proposal containing options for Internal Connections. ANCGroup understands that the academy is planning to purchase E-Rate eligible equipment which may include wireless access points and related equipment. This response by Applied Network Consulting Group, Inc. (ANCGroup), will highlight our experience, expertise, and methodology for providing these solutions and show your organization why we are your best choice for a technology partner.

ANCGroup is focused on K-12 and has built its reputation through excellent customer communication and rapid response. We believe that we will meet and exceed your requirements and are committed to providing exceptional customer service and value.

Why ANCGroup?

Our Stability and Focus

ANCGroup was established in 1999 to serve the technology needs of educational and other government institutions. ANCGroup has assisted many school districts in the Carolinas and Georgia that range in size from a few hundred to over 60,000 users. Because we specialize in education, ANCGroup understands the unique challenges your organization faces and is staffed and prepared to meet those. While other companies both large and small come and go, ANC remains locally owned, financially sound, and committed to serving the education market. With offices in South Carolina, North Carolina, Virginia, Tennessee, and Maryland you can rest assured that we are dedicated to providing exceptional customer service and value.

Our People

ANCGroup takes a team approach to partnering with our clients which starts with sales professionals and dedicated presales engineers, along with a “hands-on” management team who will maintain constant communication and provide your organization with the most cost effective solutions while keeping you “in the know” on upcoming technologies.

The rest of the team includes highly trained engineers that not only have exceptional technical skills, but also possess superior interpersonal skills. Our engineers are locally based and have specialized in K-12 solutions for 17 years so we understand not just the environment but the specific applications and solutions that your organization depends on. We maintain expertise for critical K-12 systems such as: PowerSchool, SmartFusion, Google Apps, Office 365, Follett Destiny, Renaissance Learning, and Compass just to name a few.

Additionally, we partner with many leading edge vendors to bring the “best of breed” solutions to our clients which include; Microsoft, VMware, HP Enterprise, Aruba, Unitrends,



Meraki, Xirrus, Sophos, Barracuda, Exinda, Tools4Ever, BrightArrow and Registration Gateway.

Finally, we maintain an on-going support organization that is here when you need help, by phone or onsite. The ANCGroup team serves as a complete cohesive group your organization can depend on.

Our E-Rate Expertise

ANCGroup has partnered with school districts on E-Rate projects and services for 17 years and continues to provide the "best value" partnership that program requires. Not only does our staff have a combined 40 plus years of experience working with the E-Rate program but we partner with one of the nation's leading E-Rate Funding Compliance Service firm, to provide consultation and Advocacy with USAC and the FCC to insure that our E-Rate solutions are properly identified for eligibility and cost allocation.

Our Vendor Partners



HP Enterprise is one of the leading technology solutions providers to consumers, businesses and institutions globally. The company's acquisition of Aruba Networks positions them to be a leader in Wired and Wireless solutions for both enterprises and the public sector.



ANCGroup is an established HPE PartnerOne member with Silver level designation providing leading solutions to the public sector throughout the Southeast. As one of the largest resellers of HPE technologies

ANCGroup is required to demonstrate competencies in the products and services offered by HPE with the achievement of ongoing product training and certification. We provide consultation and network design to ensure your network infrastructure will support current and future demands.



Cisco is one of the leading technology solutions providers to consumers, businesses, and institutions globally. The company's offerings span IT infrastructure and global services to create unified communications. Cisco switches create new user experiences and support network and application requirements. They help you scale your infrastructure for growing business needs, increase network intelligence with visibility and control, simplify operations, and improve security for users and applications. ANCGroup is required to demonstrate competencies in the products and services offered by Cisco with the achievement of ongoing product training and certification.



Meraki (Now part of Cisco) provides powerful and intuitive centralized management via the cloud, while eliminating the cost and complexity of traditional on-site wireless controllers. Meraki's cloud seamlessly manages campus-wide WiFi deployments and distributed multi-site networks with zero-touch access point provisioning, network-wide visibility and control, cloud-based RF optimization, seamless firmware updates and more. With an intuitive browser-based user interface, Meraki WLANs configure in minutes — not days or weeks — without training or dedicated staff. ANCGroup is an authorized Meraki partner and maintains the highest level of certification and support.

Microsoft

To validate our expertise in advanced Microsoft solutions ANCGroup is a member of the Microsoft Partner Network. Why is this important? This collaboration between ANCGroup and Microsoft provides our customers with the technical expertise, strategic thinking, hands-on skills, and customer endorsements capable of implementing technical solutions that match the specific needs. On a practical level, it means we're absolutely the most highly qualified Microsoft professional in the public sector market. Our Microsoft Partner status ensures we are completely qualified to deliver the following solutions:

- Active Directory Design, Migration, & Implementation Consulting
- Microsoft Infrastructure Security Consulting
- Identity Management and Simple Sign on Solutions
- Application, Data, Database, and Web Clustering
- Messaging and Collaboration Design, Implementation, Migration, & Consulting
- Thin-Client Solutions
- Microsoft Management and Monitoring Solutions
- Desktop Deployment Strategy Consulting
- Server Virtualization Design, Consulting, and Implementation
- SharePoint Portal Solutions
- Office 365 Authorized Partner

SOPHOS

As a Platinum Partner with Sophos, ANCGroup is providing an Enterprise Class Security solution to schools and libraries at an affordable price. Sophos provides products for endpoint antivirus, encryption, network security, email security, mobile security and unified threat management. As a leader in the Security industry, Sophos has won numerous awards for the Client Security Software, Network Security Software, and Network Security Appliances. Sophos began producing antivirus and encryption products nearly 30 years ago. Today their products help secure the networks used by 100 million people in 150 countries and 100,000 businesses, including Pixar, Under Armor, Xerox, Ford, Avis, and Toshiba. As IT networks grow in complexity, Sophos is focused on keeping IT security simple and reliable.

XIRRUS

Xirrus' solutions were developed from the ground up for a wireless world and designed to deliver wired-like performance. Xirrus wireless solutions support the unique requirements of school environments, particularly in terms of device density, traffic capacity and the ability to scale on demand. Our innovative, patented technology integrates multiple components into a single device. This helps provide uncompromised access to sophisticated applications and services (multimedia, mobile, cloud-based) school-wide. As an Elite Partner, ANCGroup is excited to bring this industry leading technology to school districts and offer a solution for high-bandwidth for voice, video, and data traffic to and from mobile devices.



References

Duplin County Schools, Jason Ginn

Address: 315 North Main Street, Kenansville, NC 28349

PH: 910-296-6138 E: jginn@duplinschools.net

Xirrus Wireless Network Design and Deployment, HP Networking Switches installation and configuration. 4/15 – Present

Florence County School District #5, Richard Silvernail

Address: 156 E. Marion Street, Johnsonville, SC 29555

PH: 843-386-2358 E: rsilver@flo5.k12.sc.us

Multiple Projects: Data Integration – Level Data Services, Installation and upgrade of Servers, E-mail System – Office 365 deployment, Network Management software, Ethernet LAN/WAN design, installation and configuration of LAN/WAN hardware, Xirrus Wireless Network Design and Deployment. On-site and remote support. 9/04-Present

Orangeburg Consolidated School District #3, Daphne Walley

Address: 1654 Camden Road, Holly Hill, SC 29059

PH: (803) 496-3288 E: walleyd@obg3.k12.sc.us

Multiple Projects: E-Rate Basic Maintenance for Network Equipment, Servers, and Cabling. Unitrends Backup solution. Xirrus Wireless installation and configuration. Sophos Endpoint Security, installation of LAN/WAN hardware, on-site and remote support. 2/12-Present

Randolph County Schools, Dale Brinkley

Address: 2222-C South Fayetteville Street, Asheboro, NC 27205

PH: 336-318-6151 E: dbrinkley@randolph.k12.nc.us

Xirrus Wireless Network Design and Deployment, HP Networking Switches installation and configuration. 4/15 - Present

Roanoke Rapids Graded School District, Mark Kuchenbrod

Address: 536 Hamilton Street, Roanoke Rapids, NC 27870

PH: 252-519-7140 E: mkuchenbrodm.co@rrgsd.org

Multiple Projects: Data Integration – Level Data Services, Installation and upgrade of Servers, Xirrus Wireless Network Design and Deployment, installation and configuration of LAN hardware, SharePoint installation and Training. On-site and remote support. 8/09 - Present

Rutherford County Schools, Benny Hendrix

Address: 382 W. Main Street, Forest City, NC 28043

PH: (828) 453-0535 E: bhendrix@rcsnc.org

Multiple Projects: Data Integration - Level Data Services, Xirrus Wireless Renewal for over 3500 Arrays, Xirrus Wireless Upgrade and additional APs for classrooms. Xirrus Wireless XR-520H's- External APs. 3/13-Present

All information on this page is Confidential and is not to be shared with anyone other than the intended ANCGroup, Inc. Client and their personnel.

Network Switch Solution

Overview

The Academy has requested Network Switches to support the Wireless Network Infrastructure. ANCGroup recommends the HPE 2530 series switches to provide Gigabit and Enhanced Power over Ethernet (PoE+) to every port to support the wireless network.

Scope of Project

Discovery Phase

ANCGroup will meet with the organizations personnel and review the current switching infrastructure and desired project objectives during this phase including;

- Review existing switch and network architecture configurations and prepare for the installation of the new switches.
- Review current IOS and revision levels and provide recommendations if necessary
- Review academy's current network architecture including VLAN and other network optimization and provide recommendations as necessary
- Review closet design and port density requirements and make recommendations as necessary
- Outline timetable for the implementation including necessary downtime

Implementation Phase

Once the discovery phase is complete ANCGroup will install the switches which includes the following;

- Perform any necessary pre-implementation steps as defined in the discovery phase
- Unbox and physically install the new switches as specified. NOTE: Academy is responsible for providing the necessary rack space, power, and UPS systems to allow for full operational functionality.
- Install all purchased modules into the new switches as necessary (no hardware will be moved from one device to the other)
- Burn-in devices to ensure equipment performs to manufacture specifications
- Apply academy asset tag for each piece of equipment that is installed if necessary
- Install and configure organization supplied switch configurations
- Verify the new hardware can provide the same functionality as existed in the switches being replaced – i.e., routing protocols, interface protocols, physical interfaces, layer 3 MSFC configuration, etc.
- Verify connectivity using ping and telnet as necessary
- Document the new switches and provide knowledge transfer

Why HP Enterprise?

HP Enterprise is the networking division of Hewlett-Packard Company, as well as the world's second largest—and fastest-growing—networking manufacturer. Throughout our 30 years in the industry, we have become known for innovation that delivers high-performance, no-compromise functionality at affordable prices. HPE offers a network partner who has a solid commitment to open industry standards and seamless multivendor interoperability making HPE Networking solutions at home in an existing Cisco network.

HPE Networking has achieved success by consistently providing more than 100,000 public sector entities, small and medium business, and enterprise customers with networks that are reliable, flexible, and secure. Configuration and management is built on a familiar



interface so engineers who understand a Cisco network will be able to easily adapt to working with HPE switches and use most of the same commands.

With so much transitioning to the cloud, mobility and big data are underpinned by the need for holistic security. Networks become a critical source of business **agility, consistency and value**. That's why HPE created the broadest, interoperable, open standards based, unified and software-defined networking portfolio of its kind. HPE's disruptive innovation drives simplification, with networks that understand, adapt to and protect your business applications in real-time and provide the foundation for innovation.

Only HPE extends the momentum of software-defined networking everywhere — from the mobile edge to the heart of data centers — providing a future-ready fabric and a trusted approach to get you there, giving you the power to drive the outcomes your organization demands, today. HPE is consistently positioned as a networking market leader in port shipments and revenue according to quarterly analyst reports from Dell'Oro Group, Canalys, Synergy Research, Yankee Group, Infonetics, IDC, and In-Stat. HP ProCurve delivers products and solutions recognized for their quality, operational efficiency, and outstanding cost of ownership, leading more and more customers to recognize HP ProCurve as the network of choice. While other vendors offer complex, expensive, and proprietary technology, HP ProCurve solutions provide valuable business investments that include:

- Complete Compatibility- HPE Networking switches work seamlessly with your existing infrastructure. In fact, most of the management and configuration commands are identical to Cisco's and engineers will be right at home in managing and maintaining them
- Choice and flexibility—HPE Adaptive Networks provide the functionality and interoperability to support a choice of best-in-class, multivendor options.
- Advanced technology—HPE harnesses advanced functionality and environmentally responsible technology to deliver solutions that meet business needs.
- Security and trust—HPE's ProActive Defense integrates network security into a trusted infrastructure to help you protect your IT assets.
- Return on IT investment—HPE's unified wired and wireless solutions reduce the complexity of planning, deploying, managing, and maintaining a network. Compare the total cost of ownership for an HPE solution to your current networking vendor and you'll understand why customers are moving to HPE in increasing numbers.
- Proven reliability—HPE's robust line of products is engineered to meet HPE quality standards—backed by HPE service, support, training, and outstanding warranty.

Established Leadership

HPE has been increasingly recognized by the press and analyst community for advanced products and satisfied partners and customers:

- HPE Networking has been positioned in the Leaders Quadrant in the Gartner Global Campus LAN Magic Quadrant. Gartner also states that when looking at the alternative vendors, it is starting to see a stratification, with HPE Networking breaking away from the pack.
- Forrester Research states HPE's lower price points and superior service and support will ultimately set HPE apart from the competition. According to Forrester, HPE Networking emerges as a leader (in WLAN) because of its expanded enterprise-class product line and unparalleled support offerings.
- Dell'Oro Group research shows HPE's growth rate has far exceeded that of other networking vendors.

HPE Lifetime Warranty

The HPE Limited Lifetime Warranty is a distinct competitive advantage. To meet business objectives, organizations depend on a rock-solid network to help ensure that they stay up and running. HPE Networking products are designed for reliability and include the industry's first and most complete lifetime warranty to back that up. Along with no-cost software updates as long as owned, the HPE Limited Lifetime Warranty provides advance hardware replacement with next-business-day shipment and 90 days of 24x7 phone support (followed by standard business hours thereafter). This unparalleled warranty provides your academy with the following;

- Lower Total Cost of Ownership
- No maintenance contracts
- Next-business-day shipment
- Free firmware updates as long as owned
- Simplified management
- No-cost network training (self-paced)
- Legendary HP Quality

Wireless Network Solution**Overview**

ANCGroup recommends installation of one AP into each classroom to support a 1:1 initiative and allow wireless productivity for 25-30 wireless devices concurrently. The Academy has requested the Aruba 205 with the 7205 controller. ANCGroup recommends and has provided pricing for the IAP-205 AP with one-year support license. This is a controller-less solution from Aruba that is much easier to deploy and manage.

ANCGroup will assist in the design of the wireless network to ensure adequate coverage and provide heat maps through a predictive wireless survey for each location to indicate signal strength of each AP. If needed, additional APs will be recommended to fill any areas needing additional wireless coverage. All APs will be mounted on the T-bar of the drop ceiling tile. For any locations that do not have drop ceilings, we recommend purchasing the Mounting Brackets to install the AP, which we have included as line item in our quote at quantity of zero at each site.

Scope of Project**Wireless Site Survey**

With this proposal ANCGroup is submitting a "Bill of Materials" that is based on information provided in the RFP and E-rate form 470. Once awarded the project, ANCGroup will conduct a site survey and discuss with academy personnel to determine if quantities and/or locations of the Access Points need to be adjusted. This will include the following:

- Validate information gathered in the pre-bid meeting/ walk through and if needed schedule a site survey at specified location to determine the final placement and necessary quantities of the wireless access points
- Document the access points on a "heat map" and present to the organization for final approval
- Provide the organization with an updated "bill of materials" as necessary

Wireless Discovery Phase

The next step in the wireless project will be the discovery phase, ANCGroup will complete the basic wireless survey. ANCGroup will review the current and future wireless infrastructure configuration and work with the organization to prepare for the implementation which will include;

- Document the current access point configuration, including SSIDs, security settings, passwords, etc.
- Review the current IP address scheme and work with the organizations staff to determine the management VLAN and IP information for the converted APs.

Wireless Access Point Preparation Phase

Once the "Wireless Discovery Phase" is complete, ANCGroup will prepare the new APs for installation and perform the following tasks;

- Record Serial number and MAC address for the new APs to be installed
- Physically label AP's with site name, AP number, IP Address, and E-rate contract number to correspond with the Wireless Site Survey document

Wireless Access Point Installation Phase

Once the "Wireless Access Point Preparation Phase" is complete, ANCGroup will complete the access point installation, cabling provided by others or currently in place;

- Install/ mount all access points using the included mounting T-bar brackets to connect to ceiling tile. Additional charge for each AP requiring mounting brackets to wall or other.
- Configure settings for each access point and assign SSID and other security settings for the wireless network based on academy's requirements.

Why Aruba?

Because of the high density and mobile nature of its users, education is at the forefront of the wireless evolution. Classrooms are now highly dependent on digital resources and the instructional applications they enable. In the primary and secondary school space, there is a drive toward the 21st century (or digital) classroom. Many schools are embracing next-generation technologies and programs that expand learning options, such as 1:1 laptop-to-student and bring your own device (BYOD) initiatives. These initiatives create demands on existing Wi-Fi infrastructures that can increase by a factor of 10 in a single school year. A high-performance, reliable wireless solution is imperative.

Aruba, a Hewlett Packard Company, is a leading provider of next-generation networking solutions for enterprises of all sizes worldwide. The company delivers IT solutions that empower organizations to serve #GenMobile – mobile-savvy users who rely on cloud-based business apps for every aspect of their work and personal lives.

Aruba's mobile-first, cloud-first approach addresses the fundamental changes in today's business environment – the move towards the digital workplace and the explosion of big data. Aruba allows IT professionals to build networks that keep up with these changes by migrating away from expensive-to-operate and proprietary infrastructures, which were originally designed for fixed network connections within the physical confines of the corporate headquarters.



Wireless LANS

Access Points

Based on the 802.11n and 802.11ac standards, Aruba access points (APs) deliver secure Wi-Fi client access to a variety of indoor and outdoor enterprise wireless LAN (WLAN) environments. These versatile, high-performance APs can be centrally managed by Aruba Mobility Controllers or deployed as controllerless Aruba Instant APs that are managed in the cloud.

In controllerless Aruba Instant mode, a dynamically elected AP automatically distributes the network configuration to other Instant APs in the WLAN. Simply power-up one Instant AP, configure it over the air, and plug in the other APs – it only takes about five minutes.

When managed by Mobility Controllers, traffic from Aruba APs is centralized to simplify configuration, improve data encryption, provide fine-grained policy enforcement, and deliver other vital network services.

Available with single- and dual-radios to meet the most challenging security, client performance and density requirements, Aruba APs feature several unique Wi-Fi capabilities:

PATENTED CLIENTMATCH technology ensures that mobile devices roam efficiently by steering them to the best AP and radio on the WLAN.

ARM technology ensures that Aruba APs stay clear of interference, resulting in a more reliable, higher performance WLAN.

INTEGRATED WIRELESS SECURITY identifies and mitigates wireless threats and intrusions by rogue devices.

INTEGRATED SPECTRUM ANALYSIS identifies sources of RF interference and eliminates the need for handheld spectrum monitors with multiple management servers, new APs and dedicated sensors

Wireless LANS

Mobility Controllers

Running ArubaOS, Mobility Controllers eliminate multiple IT touch points by centralizing network engineering, IP services and policy controls across wired and wireless, while simplifying the integration of network security and enterprise app platforms.

Purpose-built with ample processing power to handle deep packet inspection, encryption and compute-intensive mobility services, they also maintain configurations and automate software updates for other Mobility Controllers, Mobility Access Switches and APs. Mobility Controllers support a variety of ArubaOS software modules, including the Policy Enforcement Firewall with AppRF technology, RFProtect with Spectrum Analysis and Wireless Intrusion Protection, and Advanced Cryptography with military-grade Suite B encryption



Network Management

AirWave

AirWave offers the end-to-end clarity and control over mobile users on multivendor, multisite networks. It includes user location and mapping capabilities, real-time monitoring, proactive alerts, historical reporting, and troubleshooting.

Aruba Central

Aruba Central is a cloud-based software-as-a-service subscription that simplifies the management of Aruba Instant WLANs. It offers remote monitoring and troubleshooting, centralized configuration and firmware management, compliance reporting, and zero-touch provisioning.

Cabling

Overview

The Academy is requesting a Turn-key solution to have all E-rate equipment, cabling, and installation services provided by one single partner. ANCGroup has very strong partnerships with HP Enterprise and can provide all equipment and installation services at a competitive rate. ANCGroup will subcontract the cabling portion of this project to a locally owned, qualified and professional cabling partner –TelCom Inc., with headquarters in Columbia, SC. Included in proposal are cabling certifications and references provided by TelCom Inc. Through this partnership, ANCGroup will provide the highest quality of services and a total solution managed by one project manager to ensure project is completed within a year as cost-effective as possible.

Scope of Project

Discovery Phase

ANCGroup Project Manager and the Project Manager from TelCom Inc. will meet with the Academy's personnel and review the final wireless design and desired project objectives during this phase including;

- Confirm final drop count per location are correctly marked on all building maps.
- Conduct walk through in order to finalize all materials needed prior to project start date.
- Review existing cabling infrastructure, cable trays, and conduit available to be used and confirm rack space is available to add patch panels and a network switch in each data closet as requested.
- Outline timetable for the implementation including necessary downtime, and schedule work outside school hours when necessary to avoid disruption to learning.

Implementation Phase

Once the discovery phase is complete ANCGroup will manage project and coordinate with cabling partner throughout project to ensure on schedule and completed accurately. Scope of Work for cabling includes the following:

Data/Voice Installation (Cabling)

- Provide services to connect (90) Cat6 Drops to the MDF of the site.
- Install (90) Category6 cables from the nearest MDF to the drop locations indicated on prints for the data services.
- Install (90) RJ-45 Modular Jacks
- Install (6) 24 port Category6 Patch Panels
- Install necessary supports in addition to the established above-ceiling pathway existing to achieve proper support per NEC.
- Install patch cords on data closet end of the drop locations to connect network equipment. (3 ft. Patch Cords)

Executive Summary

TelCom, Inc. is one of South Carolina's oldest and most respected telecommunications companies. In fact, TelCom, Inc. is the largest, privately owned interconnect company in South Carolina.

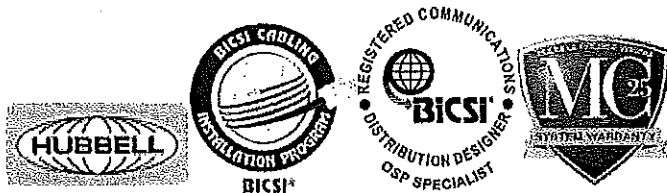
TelCom, Inc. has long been recognized as a leader in the number of voice telephone systems, information transport systems and integrated telecommunications systems. We have unlimited capabilities and resources for handling, small, medium and large installations. Every system we install is individually designed for each application to assure that its capabilities accurately reflect the customer's operation and needs.

We understand that the breadth of services needed by school districts varies. For this reason, we will work with you to develop a suitable infrastructure technology services package to assist your District in installing and maintaining a network infrastructure that allows and promotes seamless access to resources and information.

TelCom, Inc.

3402 Fernandina Road

Columbia, SC 29210



Officer in Charge: Laurin Oswald, VP Sales, loswald@telcomsc.com

RCDD on Staff: Vic Phillips, RCDD/OSP, TPM, RTEC

Service/Accounts Manager: Andy Drafts, Service Manager, andydrafts@telcomsc.com

Lead Technician: Bill Ross, billross@telcomsc.com

Federal Tax ID: 57-0737409

USAC SPIN: 143006282

Cabling State Contract Number: 4400003521



References

Union County Schools, 130 West Main Street, Union, South Carolina

Contact Name: Mr. Tim Barnado
Title: Director of Technology
Telephone: 864-427-2328 x3

Union County Schools Work Details:

TelCom, Inc. has been performing network infrastructure work for Union County Schools since 2006. During that time we installed all of the data/voice/paging infrastructure as a part of the new construction projects for SIMS Middle School and the Jonesville Elementary/Middle School (completed Fall 2009). Both of these schools have Cat6 copper and multimode fiber implementations. TelCom also installed and supports Bogen paging systems, NEC telephony and Smart Technologies classroom AV systems at these sites. In addition to these major projects, TelCom also does various moves, adds and changes across the district's sites for data, voice, video and sound. The revenue total for these projects is approximately 600 thousand dollars.

Greenwood School District 50, 1855 Calhoun Road, Greenwood, SC

Contact Name: Mr. Dwight Herring
Title: Maintenance and Operations
Telephone: 864-377-1135

Greenwood School District 50 Work Details:

TelCom, Inc. has been performing network infrastructure work for Greenwood School District 50 since 2008. During that time we installed all the data/voice/paging/surveillance infrastructure as a part of the new construction/renovation projects for Greenwood High School (completed Fall 2010), Emerald High School (completed Summer 2010), Matthews Elementary School (Completed Summer 2009), Lakeview Elementary School (completed Fall 2009), Hodges (completed Fall 2010), Oakland (completed Fall 2009) and Springfield Elementary School (to be completed Spring 2011). These schools have Cat6 copper and 12 strand multimode fiber implementations. TelCom also installed and supports the district's PelCo surveillance systems deployed at each school in the district. The revenue total for these projects is approximately 1.7 million dollars

Lexington School District Two, 715 Ninth Street, West Columbia, SC

Contact Name: Mr. Bill Hammond
Title: Director of Maintenance
Telephone: 803-822-5667

Lexington School District Two Work Details:



TelCom, Inc. has been performing network infrastructure work for Lexington School District Two since 2008. During the past three years we have installed all the data/voice infrastructure as a part of the new construction/renovation projects for Airport High School (completed Fall 2008), Brooklyn Cayce High School (completed Summer 2009) and Busbee Academy (Completed Summer 2009). These schools have Cat6 copper and 6 strand multimode fiber implementations. In addition to these major projects, TelCom also does various moves, adds and changes across the district's sites for data, voice, video and sound. TelCom also installed and supports the district's ETV coax systems deployed at each school in the district. The revenue total for these projects is approximately 200 thousand dollars.

A leader in the sale, design, installation and maintenance of information transport systems for voice, data, video and low-voltage transport, TelCom has extensive experience and certification in all types of transport media such as:

- Hubbell Certified Cabling Systems
- Leviton Certified Cabling Systems
- Superior-Essex Cabling Systems
- Hitachi Cabling Systems
- General Cable Corporation Cabling Systems
- BerkTek Certified Cabling
- CommScope Uniprise Systems
- Hellerman-Tyton Systems



Contract Term

This contract is contingent upon the award of E-rate funding and will run from July 1, 2016 to June 30, 2017 unless otherwise extended by the Academy and or the SLD. ANCGroup would be willing to extend the contract beyond this initial term should future E-Rate funding be made available and reserves the right to increase rates and/or product pricing for any item listed based on the cost of living index in subsequent years.

Summary

As a partner for school districts for the last 17 years, ANCGroup understands that the choice of a technology partner is very important to your organization. From our people, to our experience, our company stability, and our methodology; it should be clear why ANCGroup offers the best option to York Preparatory Academy. If in reading this document you come across anything that needs clarification, or if you have a question please do not hesitate to contact us. Thank you for the opportunity to offer our services to your school and we look forward to doing business with you.

Acknowledgement

Legal Name of Bidder: Applied Network Consulting Group (ANCGroup, INC.)

Business Address: 14 Progress Road, Greenville, SC 29607

Phone: 888-424-4863

By: Brian Daughette

Print Name: Brian Daughette

Title: President

Date: 4/1/16

Pricing Quotes for Equipment Attached



**York Preparatory Academy SC - E-
Rate 160032381**

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ANCgroup Inc.
14 Progress Road
Greenville, SC 29607
888-424-4863
www.ancgroup.com

Prepared For
York Preparatory Academy SC
Craig Craze
1047 Golden Gate Ct.
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craze@snapav.com
8033244400

Prepared By
Billy Crowe
Phone: 888-424-4863
Email: billyc@ancgroup.com

Wireless		Price	Qty	Extended
JL185A	HPE 205 INSTANT 11AC AP	\$361.40	72	\$26,020.80
U7RE9E	HPE 1Y FC NBD EXCH 205 IAP SVC	\$25.75	72	\$1,854.00
Service	Installation & Configuration of APs	\$125.00	72	\$9,000.00
Service	Moving, Installation & Configuration of existing APs	\$125.00	25	\$3,125.00
Service	Setup Wireless Management	\$500.00	1	\$500.00
SHIPPING	SHIPPING CHARGE AP	\$370.00	1	\$370.00
Wireless Subtotal				\$40,869.80

Switches		Price	Qty	Extended
J9772A	HP 2530-48G-PoE+ Switch	\$1,488.76	2	\$2,977.52
J9773A	HP 2530-24G-PoE+ Switch	\$780.00	2	\$1,560.00
Service	Installation & Configuration of Switches	\$125.00	4	\$500.00
SHIPPING	SHIPPING CHARGE per Switch	\$15.00	4	\$60.00
Switches Subtotal				\$5,097.52

Cabling		Price	Qty	Extended
Cable	Data Cable	\$5,894.74	1	\$5,894.74
Misc Parts	Jacks, Patch Panels, Sleeves, FS, Hooks	\$2,484.21	1	\$2,484.21
Service	Install, Terminate, & Test Cable	\$42.11	200	\$8,422.00
Cabling Subtotal				\$16,800.95

Recap		Amount
Wireless		\$40,869.80
Switches		\$5,097.52
Cabling		\$16,800.95
Subtotal		\$62,768.27
Tax		\$2,885.49
Total		\$65,653.76



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es, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Signature

Date