

Exhibit 6

6

John Hughes

From: John Hughes
Sent: Wednesday, October 10, 2012 10:37 PM
To: 'Diaz, Jose'
Subject: RE: E-rate appeal of Funding Year 2012 FCC Form 471 application number 828034 Hickory City School District 9.24.201

Our responses to your questions may be found below in red. Please let me know if you need anything further.

John Hughes
O - (919)968-4332
M - (919)593-2841
F - (919)929-9074

Go Heels!

September 24, 2012

John Hughes
Hickory City School District
Contact Phone Number: 919-968-4332
Application Number: 828034

Response Due Date: October 2, 2012

You were recently sent a written request for additional information needed by the Program Compliance team to review your Funding Year 2012 FCC Form 471 application number 828034. This is a reminder that the response due date is approaching. To date, none of the requested information has been received. The information needed to complete the review is listed below.

Item 1 of 1

- You submitted a FCC Form 471 Receipt Acknowledgment Letter (RAL) request to correct a ministerial or clerical error on your Funding Year 2012 FCC Form 471 application number 828034, FRNs 2374034 and 2374045.
- According to FCC Order (FCC 11-60), ministerial and clerical errors are defined as follows: "The applicant can amend its forms to correct clerical and ministerial errors on their FCC Forms 470, FCC Form 471 applications, or associated documentation until an FCDL is issued. Such errors include only the kinds of errors that a typist might make when entering data from one list to another, such as mistyping a number, using the wrong name or phone number, failing to enter an item from the source list onto the application, or making an arithmetic error."
- You requested USAC to remove the following entities from Block 4 Worksheet # 1487292 : Hickory High School , BEN 29887 ; Jenkins Elementary School , BEN 29898 ; Northview Middle School , BEN 29891; Oakwood Elementary School , BEN 29892 .
- We are unable to determine whether this change falls under the above definition of a ministerial or clerical error. Please provide a copy of the source or supporting documentation you used to prepare your FCC Form 471 application, if applicable, that features the correct information. Specifically, source documentation indicating the entities that were scheduled to receive services under FRNs 2374034 and 2374045. Examples of source documentation are contracts, vendor quotes, vendor bills, invoices, RFPs, board minutes, etc.

ANSWER:

10/10/2012

The requirements for correcting a Ministerial & Clerical Error are very straightforward according to the SLD guidance found at <http://www.universalservice.org/sl/applicants/step02/clerical-errors.aspx>. They are copied in red below from the foregoing citation:

Ministerial and clerical (M&C) errors are defined as data entry errors or mistakes applicants made on the FCC Form 470 or FCC Form 471. "Such errors include only the kinds of errors that a typist might make when entering data from one list to another, such as mistyping a number, using the wrong name or phone number, failing to enter an item from the source list onto the application, or making an arithmetic error." (Order FCC 11-60, released April 14, 2011). USAC can process requests to correct M&C errors up until the time that a Funding Commitment Decision Letter (FCDL) is issued.

Allowable Corrections

- Spelling errors
- Simple addition, subtraction, multiplication or division errors
- Transposed letters and/or numbers
- Misplaced decimal points
- Other punctuation marks (hyphens, periods, commas, etc.) included or not included or misplaced
- Failing to enter an item from the source list (e.g., NSLP data, uploaded Block 4 data, FRN, etc.)
- Incorrect citations such as:
 - FCC Form 470 number
 - Discount percent
 - Urban/rural status
 - Contract number
 - Billing Account Number/Multiple Billing Account Numbers
 - FCC Form 471 Block 4 worksheet entries
- Updates or changes to contact person and/or consultant information
- Errors in dollars figures on an FRN
- Adding or removing entities accidentally omitted or included in FCC Form 471 Block 4
- Accidental omission of FRNs from the FCC Form 471
- Changing the amount budgeted for ineligible services (Item 25d, "necessary resources") in FCC Form 471 Block 6
- Changing the service delivery time period (e.g., month-to-month to contractual, recurring to non-recurring)
- Mis-keying the Service Provider Identification Number (SPIN) or Service Provider Name
- Corrective SPIN changes
- Correcting the annual charges for recurring charges
- Incorrectly identifying ineligible charges and/or services or products

Requests to correct M&C errors should be submitted to USAC as soon as the errors are detected by the applicant. USAC will accept and process requests until an FCDL is issued.

In this case we were indeed "removing (an) entit(y)ies accidentally.....included in FCC From 471 Block 4". We also submitted the errors to USAC as soon as they were detected and before the FCDL was issued. We therefore complied with the requirements of the guidance.

Further I am providing you with the input documents that we used from which we made an error that is best described as the "kind of error that a typist might make when entering data from one list to another".

Just to be clear we created two lists of entities when we started to complete our 471's for FY 2012.....one for the Priority 1 application and one for the Priority 2 application. A copy of the two workbooks used for the FY 2012 applications contained in the file is attached (see attached "471 Data Entry.xlsx"). We entered the entities contained in the tab entitled "Priority 1 2012" when we populated Block 4 of the Priority 1 application and should have entered the entities contained in the tab entitled "Priority 2 2012" when we populated Block 4 of the Priority

2 application (application 828034 and the application in question in this review). We uploaded the Priority 1 entities into the Priority 2 Block 4 and then deleted the entities that should have been deleted to obtain a list of schools identical to the list in the Priority 2 tab. Unfortunately we failed to delete all the ones we should have. We made a clerical typist error as described in the first paragraph of the guidance quoted above in red by not entering the correct list. The list in itself should suffice to prove that our assertion is correct and meets the criteria as outlined in the guidance.

In many cases, the PIA reviewer can determine whether the correction is allowable and, if so, complete the correction without requesting additional information. However when the nature of the correction is not apparent to the PIA reviewer, the PIA reviewer may request the appropriate source documentation to determine whether the correction is allowable. Source documentation is the documentation containing the information used to prepare the form (e.g., Item 21 Attachment, contract, vendor quote, NSLP data, etc.).

The fact that we have submitted the input documents that we used to populate Block 4 of the application should be apparent and adequate to conclude that we make a clerical error and should satisfy the requirement above, i.e. (e.g., Item 21 Attachment, contract, vendor quote, NSLP data, etc.).

I respectfully submit that we have satisfied all the requirements of the guidance listed at <http://www.universalservice.org/sl/applicants/step02/clerical-errors.aspx> and ask that you process our RAL as submitted.

For additional information regarding the RAL process, please visit <http://www.usac.org/sl/applicants/step02/clerical-errors.aspx>.

It is important that we receive all of the information requested so the Program Compliance team can complete its review. Please fax or email the requested information to my attention. If you have any questions, do not understand what we are requesting, or feel that you have already responded, please feel free to contact me.

If we do not receive the requested information by October 2, 2012, your application(s) will be reviewed using the information currently on file. Failure to respond may result in a reduction or denial of funding.

Should you wish to cancel your FCC Form 471 application, or any of your individual funding requests, please clearly indicate in your response that it is your intention to cancel an application or funding request(s); along with the FCC Form 471 application number(s) and/or funding request number(s), and the complete name, title and signature of the authorized individual.

A copy of this correspondence is being forwarded to your State E-rate Coordinator for informational purposes only.

Thank you for your cooperation and continued support of the Universal Service Program.

Jose Diaz

Post Commitment Appeals reviewer

30 Lanidex Plaza West | Parsippany, NJ 07054

T: 800.200.0818 | M: 973.581.5141 | F: 973.599.6525

jdiaz@sl.universalservice.org

From: Diaz, Jose [mailto:Jose.DIAZ@sl.universalservice.org]

Sent: Monday, September 24, 2012 6:50 PM

To: John Hughes; 'John Hughes@1-919-929-9074'

Cc: 'Barry.pace@dpi.nc.gov'; 'jeannene.hurley@dpi.nc.gov'

Subject: E-rate appeal of Funding Year 2012 FCC Form 471 application number 828034 Hickory City School District 9.24.201

Mr. Hughes,

10/10/2012

You were recently sent a written request for additional information needed by the Program Compliance team to review your Funding Year 2012 FCC Form 471 application number 828034. This is a reminder that the response due date is approaching. To date, none of the requested information has been received. Please see attachment for the type of information that we need to complete the review of your appeal.

Thank you for your cooperation and continued support of the Universal Service Program.

Jose Diaz

Post Commitment Appeals reviewer

30 Lanidex Plaza West | Parsippany, NJ 07054

T: 800.200.0818 | M: 973.581.5141 | F: 973.599.6525

jdiaz@sl.universalservice.org

Confidentiality Notice: *The information in this e-mail and any attachments thereto is intended for the named recipient(s) only. This e-mail, including any attachments, may contain information that is privileged and confidential and subject to legal restrictions and penalties regarding its unauthorized disclosure or other use. If you are not the intended recipient, you are hereby notified that any disclosure, copying, distribution, or the taking of any action or inaction in reliance on the contents of this e-mail and any of its attachments is **STRICTLY PROHIBITED**. If you have received this e-mail in error, please immediately notify the sender via return e-mail; delete this e-mail and all attachments from your e-mail system and your computer system and network; and destroy any paper copies you may have in your possession. Thank you for your cooperation.*

10/10/2012

Hickory City Schools
 Priority 1 471
 FY 2012

School Name	BEN	Enrollment	Responses	NLSP Eligible	%	Projected Discount NSLP	Discount	Survey
Grandview Middle	29904	453	277	222	80%	363	90%	yes
Hickory Career and Arts	29893	205	142	128	90%	185	90%	yes
Hickory High	29887	1012	613	369	60%	609	80%	yes
Longview Elementary	29903	367	307	294	96%	351	90%	yes
Northview Middle	29891	565	473	298	63%	356	80%	yes
Oakwood Elementary	29892	423	302	233	77%	271	80%	yes
Southwest Elementary	29906	348	243	221	91%	316	90%	no
Viewmont Elementary	29886	664	531	402	76%	502	90%	yes
W M Jenkins Elementary	29898	493	422	221	52%	255	80%	yes
Central Office	16031775	0		0		0	85%	NIF
Technology Center	16031776	0		0		0	85%	NIF

Hickory City Schools
 Priority 2 471
 FY 2012

School Name	BEN	Enrollment	Responses	NLSP Eligible	%	Projected NSLP	Discount	Survey
Grandview Middle	29904	453	277	222	80%	363	90%	yes
Hickory Career and Arts	29893	205	142	128	90%	185	90%	yes
Longview Elementary	29903	367	307	294	96%	351	90%	yes
Southwest Elementary	29906	348	243	221	91%	316	90%	yes
Viewmont Elementary	29886	664	531	402	76%	502	90%	yes
Central Office	16031775	0		0		0	85%	NIF

Exhibit 7

Hickory City Schools
 Priority 1 471
 FY 2012

School Name	BEN	Enrollment	Responses	NLSP Eligible	%	Projected Discount NSLP	Survey
Grandview Middle	29904	453	277	222	80%	363	90% yes
Hickory Career and Arts	29893	205	142	128	90%	185	90% yes
Hickory High	29887	1012	613	369	60%	609	80% yes
Longview Elementary	29903	367	307	294	96%	351	90% yes
Northview Middle	29891	565	473	298	63%	356	80% yes
Oakwood Elementary	29892	423	302	233	77%	271	80% yes
Southwest Elementary	29906	348	243	221	91%	316	90% no
Viewmont Elementary	29886	664	531	402	76%	502	90% yes
W M Jenkins Elementary	29898	493	422	221	52%	255	80% yes
Central Office	16031775	0		0		0	85% NIF
Technology Center	16031776	0		0		0	85% NIF

67

Hickory City Schools
 Priority 2 471
 FY 2012

School Name	BEN	Enrollment	Responses	NSLP Eligible	%	Projected NSLP	Discount	Survey
Grandview Middle	29904	453	277	222	80%	363	90%	yes
Hickory Career and Arts	29893	205	142	128	90%	185	90%	yes
Longview Elementary	29903	367	307	294	96%	351	90%	yes
Southwest Elementary	29906	348	243	221	91%	316	90%	yes
Viewmont Elementary	29886	664	531	402	76%	502	90%	yes
Central Office	16031775	0		0		0	85%	NIF

Exhibit 8

8

CNIC, INC
PURCHASE AGREEMENT FOR E-RATE CUSTOMERS

This Purchase Agreement, for E-Rate Customers ("**Agreement**") is entered into between CNIC, Inc ("**Provider**"), a North Carolina Corporation with offices at 4418-E Monroe Road, Charlotte, North Carolina 28205, and Hickory City School District, a non-profit school eligible for Universal Service Program funding, with offices at 434 Fourth Ave., SW, Hickory, North Carolina 28602 ("**Customer**").

I. DEFINITIONS.

"**E-Rate**" means the Education Rate discount provided by the 1996 Telecommunications Act, as amended, designed to provide 20% - 90% discounts to schools and libraries for eligible products and services.

"**E-Rate Customer** or "**Customer**" means the non-profit school or library identified in the preamble of this Agreement which is eligible for Universal Service Program funding and is applying for an E-Rate discount on E-Rate Eligible Products/Services.

"**E-Rate Eligible Products and/or Services**" or "**Products/Services**" means internal wiring and/or equipment sold by Provider to be eligible for E-Rate discounts in accordance with the rules adopted by the FCC. A list of E-Rate Eligible Services and Products can be obtained by contacting SLD.

"**SLD**" means Schools and Libraries Division, a not-for-profit organization, established by the Federal Communications Commission ("**FCC**") to administer the Universal Service Program for schools and libraries.

II. SERVICES.

Provider shall provide services ("**Services**") to Customer as specified on purchase orders (each a "**Purchase Order**") that are mutually agreed upon in writing by Customer and Provider. Any change in the scope of Services as set forth in a Purchase Order shall be agreed upon in writing by the parties. Provider shall have no obligation to perform Services in connection with any such change until the parties have agreed upon the effect of such change on Provider's fees and/or schedule of performance.

III. CUSTOMER REPRESENTATIONS.

A. E-Rate Status. Customer represents and warrants to Provider that it qualifies to be eligible to receive E-Rate discounts. Customer hereby agrees that this Agreement, along with any Customer Purchase Orders that are proposed by Customer and accepted in writing by Provider, will constitute a contract as required by the SLD.

B. E-Rate Purchases. Customer represents and warrants to Provider that all purchases under this Agreement will be for its own use and are eligible for E-Rate discounts as specified by the SLD guidelines. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER WILL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO THE SLD WITHIN 5 DAYS OF

RECEIPT OF E-RATE ELIGIBLE PRODUCTS AND/OR SERVICES FOR THE PURPOSE OF ACKNOWLEDGING RECEIPT OF PRODUCTS AND/OR SERVICES.

IV. ORDERING; PRICE; PAYMENT.

A. Ordering. Purchase Orders should be submitted directly to CNIC, Inc via facsimile to (704) 374-0069 with the original signed document sent to the following address:

CNIC, Inc
4418-E Monroe Road
Charlotte, NC 28205
Phone: 704-344-0090

B. Contents of Purchase Order. All Purchase Orders must include: Contact Name Printed, Contact Name Signature, Title, Date, Phone Number, Purchase Order Number, Ship-To Location Address, Bill To Location Address and Contract Number of this Agreement. PURCHASE ORDERS FOR E-RATE ELIGIBLE PRODUCTS OR SERVICES SHOULD ALSO INCLUDE THE E-RATE DISCOUNT FOR WHICH THE CUSTOMER IS ELIGIBLE AND SHOULD BE ACCOMPANIED BY A DULY-EXECUTED COPY OF THIS AGREEMENT AND A COPY OF THE NOTIFICATION OF FUND COMMITMENT FROM THE SLD THAT VERIFIES THE CUSTOMER'S DISCOUNT AMOUNT. PRODUCTS OR SERVICES THAT ARE **NOT ELIGIBLE** FOR E-RATE DISCOUNTS WILL REQUIRE A SEPARATE PURCHASE ORDER. Provider reserves the right to decline a Purchase Order in its sole discretion.

C. Price. Prices are set per bid price. Prices are inclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

D. Payment.

(1) Invoices for Services by Provider supplied under this Agreement will be submitted when the Services have been completed. Customer shall pay invoices within thirty (30) days of the date of invoice. Provider reserves the right to submit partial billing invoices for completed phases of work. Provider also reserves the right to submit invoices for materials and/or equipment that are delivered and available on-site. Provider reserves the right to invoice an initial up-front fee of 30%. The initial onetime payment is immediately due when the school district is notified, whether in writing or SLD site posting, that this contract is funded and the corresponding Form 486 has been filed.

(2) NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR 100% PAYMENT OF THE PRICE OF PRODUCTS AND/OR SERVICES IN THE CASE WHERE THE SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT AND REFUSES PAYMENT OF THE DISCOUNT AMOUNT TO CNIC, INC.

(3) At the Provider's sole discretion, Customer shall pay a late payment fee equal to the lesser of: (a) one and one-half percent (1.5%) per month; or (b) the highest rate allowed by law on any balance aged over thirty (30) days from invoice date.

V. WARRANTIES.

A. Provider warrants to Customer that for a period of one (1) year from the completion of the Services that the Services shall be performed in a professional and workmanlike manner.

B. The foregoing warranties shall only apply provided that: (a) the nonconformity was not caused by Customer or its agents or any third party; (b) Customer promptly notifies Provider of the nonconformity after discovery; and (c) all fees due to Provider have been paid.

C. THE FOREGOING WARRANTIES ARE PROVIDER'S ONLY WARRANTIES CONCERNING THE SERVICES AND ANY DELIVERABLES, AND ARE MADE FOR THE BENEFIT OF CUSTOMER ONLY IN LIEU OF ALL OTHER WARRANTIES AND REPRESENTATIONS, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE OR OTHERWISE.

VI. TERM.

The term of this Agreement shall be for a period of eighteen months, commencing on July 1, 2012 and ending on December 31, 2013. This Agreement may be automatically continued from year to year thereafter unless terminated by either party at the end of the then current contract year by providing thirty (30) days prior written notice. Notwithstanding the foregoing, Provider may terminate this Agreement at any time for any reason upon ninety (90) days prior written notice to Customer.

VII. LIMITATION OF LIABILITY.

THE MAXIMUM LIABILITY OF PROVIDER, ITS DIRECTORS AND OFFICERS TO CUSTOMER FOR DAMAGES FOR ANY AND ALL CAUSES WHATSOEVER, AND CUSTOMER'S MAXIMUM REMEDY, REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT, TORT OR OTHERWISE, SHALL BE LIMITED TO AN AMOUNT EQUAL TO THE TOTAL FEES PAID BY CUSTOMER TO PROVIDER HEREUNDER FOR THE PORTION OF THE SERVICES GIVING RISE TO ANY CLAIM. IN NO EVENT SHALL PROVIDER, ITS DIRECTORS AND OFFICERS BE LIABLE FOR ANY LOST DATA OR CONTENT, LOST PROFITS, BUSINESS INTERRUPTION OR FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY OR PUNITIVE DAMAGES ARISING OUT OF OR RELATING TO THE SERVICES PROVIDED UNDER THIS AGREEMENT, EVEN IF CUSTOMER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, AND NOTWITHSTANDING THE FAILURE OF ESSENTIAL PURPOSE OF ANY LIMITED REMEDY.

VIII. INDEMNIFICATION.

Provider shall indemnify, defend and hold the Customer harmless, including its officers, directors, employees, agents and representatives (collectively, "**Provider Indemnified Parties**") from and against all third party suits, actions, liabilities, legal proceedings, claims, demands, losses,

costs and expenses (including reasonable attorney's fees) for injury to or death of persons or loss of or damage to property arising as a result of, but only to the extent of, any gross negligence, fraud or willful misconduct of Provider in connection with its performance under this Agreement. Customer shall indemnify, defend and hold Provider harmless, including its officers, directors, employees, agents and representatives (collectively, "**Company Indemnified Parties**") from and against all third party suits, actions, liabilities, legal proceedings, claims, demands, losses, costs and expenses (including reasonable attorney's fees) for injury to or death of persons or loss of or damage to property arising as a result of, but only to the extent of, any gross negligence, fraud or willful misconduct of Customer.

IX. MISCELLANEOUS.

A. Non-Assignability Agreement. Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Provider's prior written consent. Any attempted assignment transfer or delegation without such consent shall be void.

B. Applicable Law. This Agreement and all transactions executed hereunder shall be governed exclusively by and construed in accordance with the laws of the state of North Carolina.

C. No Waiver. The waiver of any one right or default shall not waive subsequent rights or defaults of the same or different kind.

D. Counterparts. This Agreement may be executed in multiple counterparts (including by means of telecopied signature pages), each of which shall be an original and all which taken together shall constitute one and the same agreement.

E. Entire Agreement. This Agreement and all documents referred to or incorporated herein by reference contain all the agreements, warranties, understandings, conditions, covenants and representations made between Customer and CNIC, Inc related to the subject matter of this Agreement. Neither Provider nor Customer shall be liable for any agreements, warranties, understandings, conditions, covenants, or representations that are not expressly set forth in this Agreement. Any modifications and amendments to this Agreement must be in writing and signed by a duly authorized agent or representative of Provider and Customer.

F. Notices. All notices and other communications required or permitted under this Agreement shall be served in person or via U.S.P.S., Federal Express, or equivalent carrier at the following address:

<i>If to Customer:</i>	<i>If to CNIC, Inc:</i>
Hickory City School District	CNIC, Inc
434 Fourth Ave., SW	4418-E Monroe Road
Hickory, NC 28602	Charlotte, NC 28205

G. Independent Contractor. Provider is an independent contractor, and no party shall have the authority to bind, represent or commit the other. Nothing in this Agreement shall be deemed or construed to create a joint venture, partnership, or agency relationship between the parties for any purpose.

H. Force Majeure. Except with regard to payments due Provider, neither party shall be liable for any delays or failures in performance due to circumstances beyond its control which could not be avoided by the exercise of due care.

THE CUSTOMER ACKNOWLEDGES THAT IT HAS NOT ALTERED THIS AGREEMENT OR MADE ANY CHANGES FROM ITS ORIGINAL FORM. ANY CHANGES TO THIS AGREEMENT WILL MAKE IT INVALID. THE PARTIES ACKNOWLEDGE THAT THEY HAVE READ THIS AGREEMENT AND AGREE TO BE BOUND BY ITS TERMS AND CONDITIONS. FACSIMILE SIGNATURES ARE DEEMED EQUIVALENT TO ORIGINAL SIGNATURES FOR THE PURPOSE OF THIS AGREEMENT.

CUSTOMER

Signature:



Printed Name:

Jeff Tice

Title:

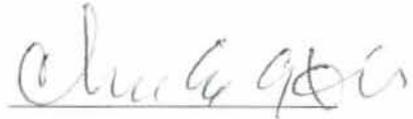
Director of Technology

Date:

3/17/12

CNIC, Inc

Signature:



Printed Name:

Charles E. Hicks

Title:

VP Operations

Date:

3-15-12

Contract No. ER15-HICCIT



Item 21 Attachment - Cabling/Wireless

Attachment Number: 1

District Name: Hickory Public Schools

Page 1 of 1

Entity Number: 127046

CNIC, Inc. SPIN #143024151

470 Application Number: 820020000984715

Contract Number: ER15-HICCIT

471 Application Number:

Contract Start Date: 07/01/2012

FRN Number:

Internal Wiring - This cabling equipment will transport information to individual classrooms

<u>Quantity</u>	<u>Description</u>		<u>Non-Recurring Cost</u>
95,000	CAT6 4-Pair UTP Cable - CMP	\$	43,066.64
2,200	6-Strand OM3 Armored Fiber - OFCP	\$	4,393.02
5,800	12-Strand OM3 Armored Fiber - OFCP	\$	15,494.27
2,600	6-Strand OM3 In/Out Armored Fiber - OFCP	\$	7,717.45
1,850	12-Strand OM3 In/Out Armored Fiber - OFCP	\$	6,739.27
39	2U Rack Mount Fiber Cabinet	\$	9,734.50
3	4U Rack Mount Fiber Cabinet	\$	898.56
0	6-Port OM3 Adapter Panel	\$	-
66	12-Port OM3 Adapter Panel	\$	5,587.74
648	OM3 Fiber Connector	\$	10,054.26
108	OM3 Fiber Jumper - 2 Meter	\$	6,557.15
0	7' Enclosed Cabinet	\$	-
0	7' Equipment Rack	\$	-
1	2' Wall Mount Open Rack	\$	257.23
0	4' Wall Mount Open Rack	\$	-
9	2' Wall Mount Enclosed Cabinet	\$	5,502.72
3	4' Wall Mount Enclosed Cabinet	\$	1,976.58
0	Vertical Wire Manager	\$	221.27
37	Horizontal Wire Manager	\$	1,961.74
29	CAT6 24-Port Patch Panel	\$	1,092.84
8	CAT6 48-Port Patch Panel	\$	1,173.81
1,050	CAT6 Modular Jack	\$	6,686.64
10	4-Port Faceplate	\$	26.98
0	Communication Pole	\$	-
80	Surface Mount Raceway	\$	264.44
10	Surface Mount Box	\$	468.18
495	Patch Cord - Rack End	\$	4,241.55
495	Patch Cord - Classroom End	\$	4,397.04
740	2" J-Hook	\$	3,769.74
1,600	EMT Conduit	\$	33,160.76
58	Firestop	\$	1,420.78
20	12-port Power Over Ethernet Injectors	\$	19,000.00
		Materials \$	195,865.15
		Sales Tax \$	13,710.54
		Labor \$	155,754.30
		Total \$	365,330.00

Charles E. Hicks
VP Operations

Exhibit 9

Exhibit 10

#10

Hickory City School District

Infrastructure Network Equipment,
Training, and Installation

Request for Proposals
HCS-INFRASTRUCTURE-1

February 6, 2012

Statement of Purpose

The purpose of this Request for Proposals (RFP) is to define the Hickory City School District's (hereafter known as "District") minimum requirements, solicit proposals, and gain adequate information by which the school district may evaluate the services offered by Prospective Vendors.

District intends to secure a contract for the purchase and installation of infrastructure equipment for all of its K-12 public schools. The funding for this contract comes from state and local funds and the Federal E-Rate program. E-Rate Funding for the District will continue to be an overriding factor in determining what kind of technology and service offerings can be deployed throughout the school system.

Given the current level of functionality and service, it is imperative that creativity, flexibility, and adaptability be given serious attention as fluctuations and/or ability to obtain E-Rate Funds in continuing years is pursued. E-rate discounts available to the District are expected to remain available for multiple years. The expansion and continuation of the District network must provide fair and equitable access to the Internet for all public K-12 schools and their students no matter where that school is geographically located. Reliable Internet access is of significant importance to allow teachers to use the Internet for instructional purposes in the classroom. Through the District's budgetary constraints and discounts provided through the FCC E-Rate Universal Service order and classroom computer limitations, our purpose is to provide as much functionality and Internet accessibility as possible.

Read and Review

It shall be the Vendor's responsibility to read this entire document, review all enclosures and attachments, and comply with all requirements and HCS' intent as specified herein. If a Vendor discovers an inconsistency, error or omission in this solicitation, the Vendor should request a clarification from HCS' contact person listed on page 3 "Questions and Clarifications".

E-Rate

All aspects of this project must comply with the Federal Communication Commission's competitive bidding requirement for Universal Service Fund (USF) support and services and with any applicable local or state bidding requirements. The successful vendor(s) must be a provider as defined by e-rate guidelines and provide documentation of the vendor's E-Rate SPIN number. Vendors should be aware that an E-Rate form 470 is posted on the Schools and Libraries Division (SLD) web site. Execution of the accepted proposal will be contingent on the district receiving E-Rate funding unless other funds are appropriated during the 2012-2013 budget year to pay for the discounted portion as calculated by the district's E-Rate percentage.

Vendors are required to provide a cost allocation to Hickory City Schools for any ineligible service included in vendors' proposal. The cost allocation for ineligible services will be provided to USAC for review upon submission of form 471. Please see the SLD website for eligible services requirements.

Contract Duration

Service is to coincide with Year 2012 Educational Discount Rate for Internal Connections (E-Rate) funding (07/01/12 – 09/30/13). The executed contract can be extended per SLD rules if E-Rate funding is delayed.

Vendor Responsibility

The Vendor(s) will be responsible for investigating and recommending the most effective and efficient technical configuration. Consideration shall be given to the stability of the proposed configuration and the future direction of technology, confirming to the best of their ability that the recommended approach is not short lived. Several approaches may exist for hardware configurations, other products and services. The Vendor(s) must provide a justification for their proposed hardware, product and service solution(s) along with costs thereof. Vendors are encouraged to present explanations of benefits and merits of their proposed solutions together with any accompanying services, maintenance, warranties, value added services or other criteria identified herein.

Insufficiency of References to Other Data

Only information that is received in response to this RFP will be evaluated. Reference to information previously submitted will not suffice as a response to this solicitation.

Conflict of Interest

Applicable standards may include: N.C.G.S. §§ 147-33.100, 14-234, 133-32. The Vendor shall not knowingly employ, during the period of this contract, nor in the preparation of any response to this solicitation, any personnel who are,

or have been, employed by a Vendor also in the employ of HCS and who are providing services involving, or similar to, the scope and nature of this solicitation or the resulting contract.

Proposal Deadline

Proposals shall be submitted no later than 3:00 p.m. Eastern Standard Time on March 6, 2012. Prospective Vendors shall respond to the written RFP and any exhibits, attachments, or amendments. A Prospective Vendor's failure to submit a proposal as required before the deadline shall cause the proposal to be disqualified. Prospective Vendors assume the risk of the method of dispatch chosen. The District assumes no responsibility for delays caused by any delivery service. Postmarking by the due date shall not substitute for actual proposal receipt by the District. Late proposals shall not be accepted nor shall additional time be granted to any Prospective Vendor unless proposal submission date is extended to all Prospective Vendors. All Prospective Vendors will be notified of any deadline changes.

Nondiscrimination

No person shall be excluded from participation in, be denied benefits of, be discriminated against in the admission or access to, or be discriminated against in treatment or employment in the District's contracted programs or activities on the grounds of disability, age, race, color, religion, sex, national origin, or any other classification protected by federal or North Carolina State constitutional or statutory law; nor shall they be excluded from participation in, be denied benefits of, or be otherwise subjected to discrimination in the performance of contracts with the District or in the employment practices of the District's contractors. Accordingly, all vendors entering into contracts with the District shall, upon request, be required to show proof of such nondiscrimination and to post in conspicuous places, available to all employees and applicants, notices of nondiscrimination.

Assistance to Prospective Vendors with a Disability

Prospective Vendors with a disability may receive accommodation regarding the means of communicating this RFP and participating in this procurement process. Prospective Vendors with a disability should contact the District to request reasonable accommodation by February 13, 2012.

Proposal Submittal

Prospective Vendors shall respond to this RFP with a Technical Proposal and a Cost Proposal.

PROPOSALS MUST BE SUBMITTED EITHER ELECTRONICALLY (PDF exact copy) OR IN WRITING AND RECEIVED AT THE ADDRESS BELOW MARCH 6, 2012 AT 3PM.

Proposals submitted via facsimile (FAX) machine will not be accepted.

RFP DELIVERY ADDRESS:

Electronically to jefftice@hickoryschools.net

-OR-

Hickory City Schools
Attention: Jeff Tice
434 Fourth Ave., SW
Hickory, NC 28602

For physical delivery, vendors must deliver one (1) signed original and two (2) copies of the Proposal to the address above with Company Name and RFP Number clearly marked on the front.

In either case, Appendix A (Execution of Proposal), properly filled out and signed by the Vendor representative, must accompany the proposal (physically or electronically) in order to be considered.

Proposal Preparation Costs

The District shall not pay any costs associated with the preparation, submittal, or presentation of any proposal.

Proposal Withdrawal

To withdraw a proposal, the vendor must submit a written request, signed by an authorized representative, to the RFP Coordinator. After withdrawing a previously submitted proposal, the vendor may submit another proposal at any time up to the deadline for submitting proposals.

Proposal Amendment

The District shall not accept any amendments, revisions, or alterations to proposals after the deadline for proposal submittal unless such is formally requested, in writing, by the District.

Proposal Errors

Prospective Vendors are liable for all errors or omissions contained in their proposals. Prospective Vendors shall not be allowed to alter proposal documents after the deadline for submitting a proposal.

Incorrect Proposal Information

If the District determines that a Prospective Vendor has provided, for consideration in the evaluation process or contract negotiations, incorrect information which the Prospective Vendor knew or should have known was materially incorrect, that proposal shall be determined non-responsive, and the proposal shall be rejected.

Assignment and Subcontracting

The Contractor may not subcontract, transfer, or assign any portion of the contract without prior, written approval from the District. Each subcontractor must be approved in writing by the District. The substitution of one subcontractor for another may be made only at the discretion of the District and with prior, written approval from the District. Notwithstanding the use of approved subcontractors, the Proposer, if awarded a contract under this RFP, shall be the prime contractor and shall be responsible for all work performed.

Right to Refuse Personnel

The District reserves the right to refuse, upon proper notice, any subcontractors or any personnel provided by the prime contractor or its subcontractors.

RFP Amendment and Cancellation

The District reserves the unilateral right to amend this RFP in writing at any time. The District also reserves the right to cancel or reissue the RFP at its sole discretion. If an amendment is issued it shall be provided to all vendors. Prospective Vendors shall respond to the final written RFP and any exhibits, attachments, and amendments.

Right of Rejection

The District reserves the right, at its sole discretion, to reject any and all proposals or to cancel this RFP in part or in its entirety. Any proposal received which does not meet the requirements of this RFP may be considered to be nonresponsive, and the proposal may be rejected. Prospective Vendors must comply with all of the terms of this RFP and all applicable State laws and regulations. The District may reject any proposal that does not comply with all of the terms, conditions, and performance requirements of this RFP. Prospective Vendors may not restrict the rights of the District or otherwise qualify their proposals. If a Proposer does so, the District may determine the proposal to be a nonresponsive counteroffer, and the proposal may be rejected. The District reserves the right, at its sole discretion, to waive variances in technical proposals provided such action is in the best interest of the District. Where the District waives minor variances in proposals, such waiver does not modify the RFP requirements or excuse the Prospective Vendor from full compliance with the RFP. Notwithstanding any minor variance, the District may hold any Proposer to strict compliance with the RFP.

Vendor Selection

Each bid meeting the Proposal requirements will be reviewed by district personnel and a vendor will be selected on the basis of value and cost-effectiveness to the district. The following criteria and the corresponding weight of each criterion are detailed below. The district reserves the right to negotiate further with any and all prospective vendors after receipt of the bids. The district further reserves the right to not select any vendor or to award the contract to multiple vendors.

Decision Criteria:

Criteria	Description	Points Possible
Price	The lowest, reasonable, comprehensive bid will receive all possible points. Other bids will receive points proportionately.	30
Prior Experience	Experience with school districts, e-rate projects and prior reputation with this district.	25
Personnel Qualifications	Employees need to hold proper certifications for work necessary and have had experience with similar projects.	20
Local or in state vendor	North Carolina Vendor.	15
Environmental Objectives	Demonstrate ability to maintain a safe and orderly workplace while adhering to all State of NC personnel regulations.	10
Total		100

Questions and Clarifications

Written questions concerning the RFP specifications will be received until February 20, 2012 at 3PM. They must be sent via e-mail to the following contact person:

Technical questions: Greg Cline jefftice@hickoryschools.net

ERate Administrative questions: John Hughes jhughes@newhopetech.org

For all questions, please reference the RFP number and title in the subject matter of your e-mail. Every attempt will be made to respond to questions within 3 business days. Any and all amendments and/or revisions to this document shall be made by written addendum and sent to all attendees at the mandatory bidders conference. Vendors are responsible for reading and understanding any such addenda.

Oral Explanations

HCS will not be bound by oral explanations or instructions given at any time during the bidding process or after award. Vendor contact regarding this RFP with anyone other than the contact person named above may be grounds for rejection of said Vendor's offer. Agency contact regarding this RFP with any Vendor may be grounds for cancellation of this RFP.

Disclosure of Proposal Contents

All proposals and other materials submitted in response to this RFP procurement process become the property of District. Selection or rejection of a proposal does not affect this right. All proposal information, including detailed price and cost information, shall be held in confidence during the evaluation process. Upon the completion of the evaluation of proposals, the proposals and associated materials shall be open for review by the public. By submitting a proposal, the Proposer acknowledges and accepts that the full contents of the proposal and associated documents shall become open to public inspection.

Interviews/Presentations/HEAT Maps

The evaluation committee may request clarifications, an interview with, or presentation from any or all Vendors. However, HCS may refuse to accept, in full or partially, the response to a clarification request given by any Vendor. Vendors are cautioned that the evaluators are not required to request clarifications; therefore, all offers should be complete and reflect the most favorable terms. Vendors should be prepared to send qualified personnel to HCS, to discuss technical and contractual aspects of the proposal. Vendors should also be prepared to submit a HEAT map(s) of a site(s) when requested by HCS. 10 business days will be allowed for vendor to generate requested HEAT maps.

Best and Final Offers (BAFO)

If negotiations or subsequent offers are solicited, the Vendors shall provide BAFOs in response. Failure to deliver a BAFO when requested shall disqualify the non-responsive Vendor from further consideration. HCS may establish a competitive range based upon evaluations of proposals, and request BAFOs from the Vendors within this range; e.g. "Finalist Vendors". HCS will evaluate BAFOs and add any additional points to the Vendors' respective scores. Points

awarded from oral presentations and product demonstrations during negotiations, if any, will be added to the previously assigned points to attain final scores.

Award of Contract

Qualified proposals will be evaluated and acceptance may be made in accordance with Best Value procurement practices as defined by GS §143-135.9, applicable administrative rules and all other applicable local procurement codes. The responsible Vendor whose proposal is most advantageous to HCS, taking into consideration the evaluation factors herein, will be recommended for contract award. Unless otherwise specified by HCS or the Vendor, HCS reserves the right to accept any item or group of items on a multi-item proposal.

Protest Procedures

Protests of an award resulting from this RFP must submit to HCS at the address given on the third page of this document. Protests must be received in this office within 15 calendar days from the date of the contract award and provide specific reasons and any supporting documentation for the protest. All protests will be governed by applicable state, local and federal laws and administrative codes.

Severability

If any provision of this RFP is declared by a court to be illegal or in conflict with any law, the validity of the remaining terms and provisions shall not be affected; and, the rights and obligations of the District and Prospective Vendors shall be construed and enforced as if the RFP did not contain the particular provision held to be invalid.

Mandatory Vendor Site Visits

Mandatory site visits will be held on the following day:

February 16th – Hickory Schools Central Office
434 Fourth Ave, SW
Hickory, NC 28602

Vendors must send an email to Jeff Tice (jefftice@hickoryschools.net) if they will be attending these site visits. Visits will start at 9:00 AM on at the first site indicated i.e. February 16th will start at 9:00 AM at the District Office. If additional time is needed site visits will continue on February 17th. Vendors will be required to sign in indicating that they attended the site visit. Vendors must attend these site visits to have their bids considered.

PROPOSAL FORMAT AND CONTENT

General Proposal Requirements

The District discourages lengthy and costly proposals. Proposals should be prepared simply and economically and provide a straightforward, concise description of the Proposer's capabilities to satisfy the requirements of this RFP. Emphasis should be on completeness and clarity of content. Prospective Vendors must follow all formats and address all portions of the RFP set forth herein providing all information requested. Prospective Vendors may retype or duplicate any portion of this RFP for use in responding to the RFP, provided that the proposal clearly addresses all of the District's information requirements.

Proposal Sections

The Proposal shall be divided into the following:

- I. Proposal Transmittal Letter
- II. Mandatory Proposer Qualifications
- III. General Proposer Qualifications and Experience
- IV. Technical Approach
- V. Contract Sample
- VI. Cost Proposal – Two cost proposals per site listed in Appendix B

If a proposal fails to detail and address each of the requirements detailed herein, the District may determine the proposal to be nonresponsive and reject it.

Proposal Transmittal Letter

The Technical Proposal must provide a written transmittal and offer of the proposal in the form of a standard business letter. The Proposal Transmittal Letter shall reference and respond to the following subsections in sequence

and attach corresponding documentation as required. The requirements of the Proposal Transmittal Letter section of the proposal are mandatory. Any proposal which does not meet the requirements and provide all required documentation may be considered nonresponsive, and the proposal may be rejected. The letter shall be signed by a company officer empowered to bind the proposing vendor to the provisions of this RFP and any contract awarded pursuant to it; if said individual is not the company president, the letter shall attach evidence showing authority to bind the company. The letter shall state that the proposal remains valid one year. The letter shall provide the complete name and Social Security Number of the individual or the legal entity name and Vendor Tax Identification Number of the firm making the proposal. The letter shall provide the name, mailing address, e-mail address, and telephone number of the person the District should contact regarding the proposal. The letter shall state whether the Proposer intends to use subcontractors. If so, clearly identify the names of the subcontractors along with complete mailing addresses and the scope and portions of the work the subcontractors shall perform. (Note: The Contractor must obtain written approval from the District prior to the use of any subcontractors.) The letter shall state whether the Proposer or any individual who shall perform work under the contract has a possible conflict of interest (*e.g.*, employment by District) and, if so, the nature of that conflict. The District reserves the right to cancel an award if any interest disclosed from any source could either give the appearance of a conflict of interest or cause speculation as to the objectivity of the offer. Such determination regarding any questions of conflict of interest shall be solely within the discretion of the District.

Mandatory Proposer Qualifications

Technical Proposals shall provide responses and documentation, as required, which indicate that the Proposer has met the Mandatory Proposer Qualifications requirements. Any Proposal which does not meet the mandatory requirements and provide all required documentation may be considered nonresponsive, and the proposal may be rejected. Technical Proposals shall provide the following information (referencing the subsections in sequence):

- Written confirmation that the Proposer shall comply with all of the provisions in this RFP. (Note: If the Proposal fails to provide said confirmation without exception or qualification, the District, at its sole discretion, may determine the proposal to be a nonresponsive offer, and the proposal may be rejected.)
- Written certification and assurance of the Proposer's compliance with:
 - a. the laws of the State of North Carolina;
 - b. Title VI of the Civil Rights Act of 1964 and the regulations issued there under by the federal government;
 - c. the Equal Employment Opportunity Act and the regulations issued there under by the federal government;
 - d. the Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government;
 - e. the condition that the submitted proposal was independently arrived at, without collusion, under penalty of perjury; and,
 - f. the condition that no amount shall be paid directly or indirectly to an employee or official of the District as wages, compensation, or gifts in exchange for acting as an officer, agent, employee, subcontractor, or consultant to the Proposer in connection with the procurement under this RFP.
- The vendor must be a certified service provider for these products and have a Schools and Libraries (E-rate) SPIN number included with the quote.

General Proposer Qualifications and Experience

Technical Proposals shall provide the following information (referencing the subsections in sequence) to evidence the Proposer's experience in delivering services similar to those required by this RFP:

- a brief, descriptive statement indicating the Proposer's credentials to deliver the services sought under this RFP.
- a brief description of the Proposer's background and organizational history.
- number of years in business.
- a brief statement of how long the Proposer has been performing the services required by this RFP.
- location of offices.
- a description of the Proposer organization's number of employees, longevity, and client base.
- whether there have been any mergers, acquisitions, or sales of the Proposer company within the last ten years (if so, an explanation providing relevant details).
- form of business (*i.e.*, individual, sole proprietor, corporation, non-profit corporation, partnership, joint venture, limited liability company, *et cetera*).
- a statement as to whether the Proposer or any of the Proposer's employees, agents, independent contractors, or subcontractors have been convicted of, pled guilty to, or pled *nolo contendere* to any felony; and if so, an explanation providing relevant details.
- a statement as to whether there is any pending litigation against the Proposer; and if such litigation exists, attach an opinion of counsel as to whether the pending litigation will impair the Proposer's performance in a contract under this RFP.
- a statement as to whether, in the last ten years, the Proposer has filed (or had filed against it) any bankruptcy or insolvency proceeding, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee,

or assignee for the benefit of creditors; and if so, an explanation providing relevant details.

Technical Approach

District is seeking bids for network infrastructure equipment based on specifications contained in Attachment A.

Contract Sample

The vendor shall furnish a complete sample contract that will be the actual proposed contract between the District and the Vendor should the Vendor be awarded the contract.

Cost Proposal

The Cost Proposal shall incorporate all costs for the proposed scope of services for the total contract period. The Cost Proposal shall record only the proposed cost as required, and shall not record any other rates, amounts, or information. Other rates, amounts, or information that are alternatives to the proposed scope of services and the justification and their benefits may be included. It shall not record any text that could be construed as a qualification of the cost amounts proposed. If the Proposer fails to specify the Cost Proposal as required, the District shall determine the proposal to be nonresponsive and reject it. The Proposer must sign and date the Cost Proposal. Prices should include shipping and all taxes applicable. Vendor must accept purchase orders and will be required to bill the Universal Service Fund for matching funds. District will only be responsible for payment of the matching percentage as is required under the E-rate program.

Vendors are required to provide a cost allocation to Hickory City Schools for any ineligible services included in vendors' proposal. The cost allocation for ineligible services will be provided to USAC for review upon submission of form 471. Please see the SLD website for eligible services requirements.

One cost proposal must be done for each site listed in Appendix B based upon specifications in Attachment A. Vendors must tabulate their costs using the format specified in Attachment B.

CONTRACT PROVISIONS

By submission of a proposal, Contractor agrees to comply with the following provisions. Failure to comply with any and all provisions herein may be cause for the contracting agency to issue a cancellation notice to a contractor.

APPENDIX A
 HICKORY CITY SCHOOLS
 RFP # HCS-INFRASTRUCTURE-1
 EXECUTION OF PROPOSAL FORM

OFFER AND ACCEPTANCE: This solicitation advertises HICKORY CITY SCHOOLS' ("HCS") needs for the services and/or goods described herein. HCS seeks proposals comprising competitive bids offering to sell the services and/or goods described in this solicitation. All proposals and responses received shall be treated as offers to contract. HCS' acceptance of any proposal must be demonstrated by execution of the acceptance found below, and any subsequent Request for Best and Final Offer, if issued. Acceptance shall create a contract having an order of precedence among terms as follows: Special terms and conditions specific to this RFP, Specifications of the solicitation documents, except as amended, HCS' General Terms and Conditions for Goods and Related Services, as may be amended by the Supplemental Terms annexed hereto, if any, Best and Final Offers, if any and the awarded Vendor's proposal.

EXECUTION: In compliance with this Request for Proposal, and subject to all the conditions herein, the undersigned offers and agrees to furnish any or all services or goods upon which prices are bid, at the price(s) offered herein, within the time specified herein. By executing this bid, I certify that this bid is submitted competitively and without collusion and is not otherwise in violation of state, local or federal procurement and antitrust laws. I furthermore certify that I have read and understand all addenda referencing this RFP. ***Failure to execute/sign bid, using this page, prior to submittal shall render bid invalid.***

VENDOR:		FEDERAL ID OR SOCIAL SECURITY NO.	
STREET ADDRESS:		P.O. BOX:	ZIP:
CITY & STATE & ZIP:		TELEPHONE NUMBER:	TOLL FREE TEL. NO
TYPE OR PRINT NAME & TITLE OF PERSON SIGNING:		FAX NUMBER:	
AUTHORIZED SIGNATURE:	DATE:	E-MAIL:	

**Appendix B:
Site Location Addresses**

School or Site Name	Address
Grandview Middle School	451 Catawba Valley Blvd SE Hickory, NC 28602
Hickory Career and Arts Magnet	409 8th Avenue NE Hickory, NC 28601
Viewmont Elementary	21 16th Avenue NW Hickory, NC 28601
Southwest Elementary	1580 32nd Street SW Hickory, NC 28602
Longview Elementary	2430 2nd Avenue SW Hickory, NC 28602
Hickory City Schools Central Office	432 4th Ave. SW Hickory, NC 28602

Attachment A
Internal Connection Specifications
Hickory City School District
E-Rate Funding Year 2012-2013

Scope of Work

Vendor will replace and upgrade existing switches, Wireless Access Points, and design an enterprise class WLAN for all sites in the school district (listed in Appendix B). Wiring closets, including MDF and IDF, will have racks, patch panels and uninterruptible power supplies that might need to be replaced or installed. In addition, many wired connections will need to be patched or re-patched into patch panels and cabled to meet industry standards. The scope of work to be done at a minimum must adhere to the following specifications and standards at each site. HCS can provide maps of schools and the number of current Access Points; however, most maps might not be to scale or in an editable, electronic format.

1. Provide all equipment, software, installation, and support necessary to implement, secure, and troubleshoot full wireless LAN coverage for high speed video and data traffic for each site.
2. Access Points and Switches must be Cisco or equivalent. It is solely the responsibility of the prospective vendor to furnish suitable evidence of compatibility and solely within the province of HCS to accept such.
3. Each existing MDF or IDF might need to be upgraded to include a supporting equipment rack, patch panels, patch cables, and UPS's to support needed power and protection.
4. Each IDF with a wall or floor rack must be cabled with fiber to connect to the MDF.
5. Provide high bandwidth and low latency to handle a minimum of 30 computers per classroom for high speed video and data at 67dBm.
6. Provide high bandwidth and low latency to handle a minimum of 90 computers per common areas (Cafeteria, Media Center, etc.) for high speed video and data at 67dBm.
7. Provide high bandwidth and low latency to handle administrative areas.
8. Provide all PoE equipment. If PoE switches are used then switches must be Cisco or equivalent.
9. Provide switch ports for Radios. Switches must be Cisco or equivalent.
10. Provide all CAT 5e wiring from switches to radios from closest wiring closet.
11. Radios should be 802.11 a/b/g/n ready.
12. Wireless Access Point Controller must be provided and must be Cisco or equivalent.
13. Support for enterprise encryption TKIP and AES.
14. WPA and WPA2 certified.
15. Support variable signal and data rate thresholds.
16. Support for intelligent load balancing between radios.
17. Indicate technical support options.
18. Support for roaming between radios.
19. RSSI levels in all areas supporting high speed video, data, and voice.

20. Provide an architecture that is upgradeable and modular to facilitate repairs/upgrades
21. Provide only new equipment with manufacturer's original warranty
22. Test and guarantee performance of the Switches, fiber, and wireless LAN to meet specifications, coverage area, and density specified. Changes and upgrades to meet this performance guarantee must be made at the cost of the bidder. In the event of a dispute between the bidder and the owner about the need for modifications to increase performance, the bidder agrees to abide by recommendations from a third party wireless LAN assessment performed by a state agency such as NCDPI or the nonprofit MCNC.
23. Provide both, pre and post installation onsite surveys to document the amount of equipment needed, the performance of the network, the placement of equipment, and possible sources of interference at no cost.
24. All equipment must comply with the FCC's safety standards for RF emissions.

**Attachment B
Cost Tabulation Guide**

Vendors should have the costs tabulated in the following format for accurate bid tabulations.

School 1				
Wireless				
Item1	\$\$\$\$			
Item2	\$\$\$\$			
Item3	\$\$\$\$			
Subtotal Wireless	\$\$\$\$			
Switches				
Item1	\$\$\$\$			
Item2	\$\$\$\$			
Item3	\$\$\$\$			
Subtotal Switches	\$\$\$\$			
Wiring				
Item1	\$\$\$\$			
Item2	\$\$\$\$			
Item3	\$\$\$\$			
Subtotal Wiring	\$\$\$\$			
Shipping	\$\$\$\$			
Tax	\$\$\$\$			
Total School1	\$\$\$\$			
School2				
Total Project	\$\$\$\$			