



October 14, 2019

M E M O R A N D U M

TO: Jim Murdaugh, Ph.D.
President

FROM: Bret Ingerman, M.S.
Vice President for Information Technology

SUBJECT: Wireless Network Upgrades

Item Description

This item requests that the District Board of Trustees authorize the College to enter into contracts with Presidio Networked Solutions and Delta Technologies to replace the aging wireless network currently in use at the College at a total cost not to exceed \$1,238,659.41. The contracts with Presidio Networked Solutions are not to exceed \$1,093,461.81 and will include all hardware, software, professional services and any other costs associated with the procurement and installation of a new wireless network. The contracts with Delta Technologies are not to exceed \$145,197.60 and will include all wiring costs, access point installation and related professional services for the new wireless network.

Overview and Background

The wireless network currently in use at the College is over a decade old and contains critical components that are their end-of-life and end-of-support from the manufacturer (Cisco). In addition to hardware and software obsolescence, the current system does not meet the academic, administrative or guest needs of the College community. This request will allow the College to procure and install a new wireless network using Aruba technology at all 8 College locations. The new system will be designed using state of the art technology that will not only meet current College needs but also provide a platform for future needs and growth.

Funding/ Financial Implications

This item is a part of the College's FY 2019-20 Technology Plan and will be procured per FDOE Rule 6A-14.0734(2)(g) for IT purchases. Funding for this project are provided from the College's local funds.

Past Actions by the Board

N/A

Recommended Action

Authorize the College to enter into contracts with Presidio Networked Solutions and Delta Technologies to replace the aging wireless network currently in use at the College at a total cost not to exceed \$1,238,659.41

Wireless Refresh – Design & Installation

STATEMENT OF WORK

TALLAHASSEE COMMUNITY COLLEGE

9/9/19

PROPOSAL TEAM

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REVISION HISTORY

Revision	Revision Date	Name	Notes
V0.1	7/15/19	Patricio Chandia	First Internal Release
V1.0	7/16/19	Patricio Chandia	First Client Release
V2.0	8/14/19	Patricio Chandia	Second Client Release
V3.0	8/17/19	Patricio Chandia	Third Client Release
V4.0	9/9/19	Patricio Chandia	Fourth Client Release

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1. EXECUTIVE OVERVIEW

1.1. Introduction

Presidio Networked Solutions, LLC (“Presidio”) is pleased to propose the following solution to The District Board of Trustees of Tallahassee Community College (“TCC”). This Statement of Work (“SOW”) defines the scope of work to be accomplished by Presidio. The tasks to be performed by Presidio are defined and the responsibilities of Presidio and TCC are contained herein as well.

Any deviations that arise during the proposed project and/or any changes to this Statement of Work will be processed through the procedure described in the Project Change Request Process section. The investigation and the implementation of changes may result in modifications to the charges or other terms of this Statement of Work.

Presidio will configure the systems outlined within this Statement of Work, with a unique set of authentication credentials, unless otherwise provided by TCC. Upon the completion of the engagement, Presidio will provide TCC with all user names, passwords, and additional authentication information that were implemented during the engagement. Presidio strongly recommends that these that credentials be changed upon the completion of the engagement.

1.2. Solution and Approach Overview

The rapid increase of mobile devices and applications is making Wi-Fi the preferred method of network access. This trend presents school systems with both tremendous opportunities and unique challenges.

With these technology trends TCC wants to ensure efficient operations and provide an unprecedented staff and student experience at their campus. TCC Information Technology department desires to upgrade their wireless network to meet wireless demands.

Deploying a wireless network requires thoughtful planning and design, as well as periodic monitoring to meet expectations for bandwidth, throughput, reliability and security. With this in mind, Presidio highly recommends conducting the following steps to meet new wireless network requirements at TCC:

- Design phase: understand customer requirements for each area
- Design phase: Perform Wi-Fi Design assessment/Predictive Survey
- Design Phase: Finalize Bill of Materials
- Implementation phase: Detail Workshop
- Implementation phase: Hardware staging
- Implementation phase: Hardware implementation
- Implementation phase: Post installation wireless assessment and network tuning
- Implementation phase: Knowledge transfer
- Implementation phase: As-built documentation

Wireless Requirements

TCC provided the following requirements to develop this scope of work and pricing for the wireless design and implementation.

- Coverage Area
 - Classrooms
 - 25 to 30 students per room
 - Scope of three (3) wireless clients per user
 - At least one AP per classroom
 - Office Space
 - Gymnasium
 - Lecture Halls
 - Dorms: One (1) AP per room
 - Mechanical rooms

Wireless Refresh – Design & Implementation

- Signal needed to reach the door of the mechanical room
 - Outdoor Areas
 - Selected Common Areas
 - Excluded areas
 - Elevators
- Wireless Requirements
 - Data / voice coverage for smartphones, laptops, Tablets, mobile VoIP telephony, door locks and access controls
 - Signal to Noise ratio (SNR): SNR shall be above 25 dBm for data applications.
 - Received Signal Strength Indicator (RSSI): -65 dBm coverage area
 - AP Radios: All AP's shall include dual radio bands of 2.4 GHz and 5GHz with data link protocols IEEE 802.11 b, g, n, ac and AX
 - Dorms - one access point per room
 - Classrooms - One access point per room
 - Wi-Fi 6 certified devices, with the possible exception of the hotel-style APs used in the FPSI dorms
 - 5 Mbps per user

• Building Information

Square Footage estimate was gathered from floorplans provided by customer

Main Campus	Estimated SQ FT
English Building 1st Floor	21345
English Building 2nd Floor	20898
Science Math Annex 1st Floor	8703
Science Math Annex 2nd Floor	7898
Academic Support Building 1st Floor	8611
Academic Support Building 2nd Floor	8312
Moore Science Lecture Hall	10840
Communications and Humanities 1st Floor East	11895
Communications and Humanities 2nd Floor East	15561
Communications and Humanities 1st Floor West	15590
Communications and Humanities 2nd Floor West	15588
Dental Hygiene Building 1st Floor	18024
Dental Hygiene Building 2nd Floor	18207
Academic Computing Center 1st Floor	16074
Academic Computing Center 2nd Floor	14262
Academic Computing Center 3rd Floor	14194
Center Building 2nd Floor	88873
Center Building 1st Floor	8956

TPP 1st floor - south	25274
TPP 1st floor - north	14693
Dorm Annex Building 1st Floor	6105
TPP 2nd Floor - north	15349
TPP 2nd Floor - South	25759
Hughes West Building 1st Floor	25301
Fine and Performing Arts Center 1st Floor	37703
Fine and Performing Arts Center 2nd Floor	34671
Lifetime Sport Center 1st floor	60249
Support Services 1st Floor	18612
Science and Math Building 1st Floor East Wing	34827
Science and Math Building 1st Floor West Wing	34827
Science and Math Building 2nd Floor East Wing	33495
Science and Math Building 2nd Floor West Wing	33495
University Center 1st and 2ndFloor	8941
Baseball Field House 1st Floor Plan	9809
Baseball Complex	1151
Administration Building 1st Floor Plan	26220
Administration Building 2nd Floor Plan	17793
Central Utility Plant	7569
Library - Learning Commons Building 1st Floor	53300
Library - Learning Commons Building 2nd Floor	48902
Softball Field	0
Softball Field House	7067
Student Union Building 1st Floor	49803
Student Union Building 2nd Floor	42341
Utility Plant	
Center for workforce development 1st floor	20375

Center for workforce development 2nd floor	20109
Wetherell History and Social Science Bldg. 1st Floor	20417
Wetherell History and Social Science Bldg. 2nd Floor	20109
Computer Technology Building 1st Floor	20417
Computer Technology Building 2nd Floor	20109
Construction Industrial Applied Technology Building 1st Floor	2550
#54 Vacant Building	13806
Mailroom Shipping and Receiving Building	16230
TCC Ghazvini Center for Healthcare Education	
Ghazvini Center for healthcare Education 1st floor	59062
Ghazvini Center for healthcare Education 2nd floor	48721
Ghazvini Center for healthcare Education 3rd floor	13100
Center for Innovation	
Capital Center TCC level	10000
Capital Center TCC level 1st floor	10000
Transportation and Logistics Center	
Ryder Building - Eagles Nest	9014
Florida Public Safety Institute	
Defensive Tactics Building 1st Floor	23625
Range Building 1 st floor	11991
Classroom Building A 1st Floor	16435
Classroom Building A 2nd Floor	18762
Administration Building 1st floor	14693
Administration Building 2nd floor	14693
Dining Hall 1st Floor	12787

Dorm Annex Building 1st Floor	6105
Conference Center Building 1st Floor	11025
Gadsden Center	
Gadsden Center 1st floor	6000
Wakulla Center	
Wakulla Center 1st floor	4000
Wakulla Environmental Institute	
Wakulla Environmental Institute 1st floor	6000

1.3. Locations

Work will be done at the following locations. All work will be performed on site unless otherwise specified.

Site Name	Address	On-Site / Remote Services
TCC	444 Appleyard Drive, Tallahassee FL 32304	On-site/Remote
Center for Innovation	300 West Pensacola Street, Tallahassee FL 32301	On-site/Remote
Florida Public Safety Institute	74 College Drive Suite, Havana FL 32333	On-site/Remote
Ghazvini Center for Healthcare Education	1528 Surgeon Drive, Tallahassee FL 32308	On-Site/Remote
Wakulla Environmental Institute	170 Preservation Way, Crawfordville FL 32327	On-Site/Remote
Gadsden Center	223 Pat Thomas Parkway, Quincy FL 32351	On-site/Remote
Wakulla Center	2932 Crawfordville Highway, Crawfordville FL 32327	On-site/Remote
Transportation and Logistics Center	850 Appleyard Drive , Tallahassee FL 32302	On-site/Remote

2. SCOPE OF WORK

Presidio has developed a project methodology that utilizes best practices from our experience throughout the project lifecycle. Our process begins during the presales process as we gather critical data points, design the appropriate solution, and set reasonable expectations. This process continues through project delivery as our Account Management, Project Oversight, and Service Delivery teams work together with TCC to manage and deploy TCC

solution as effectively and efficiently as reasonably possible, within the constraints of the agreed upon scope, budget, and timeline.

2.1. Project Initiation and Kickoff

Once the Statement of Work has been executed and the proper financial and legal approvals are received, the following occurs:

- The Presidio Professional Services organization officially opens the project and assigns a Project Manager; this assignment is dependent upon the deliverables and requirements elected within the Statement of Work.
- Once the Project Manager has been assigned, the Initiation Phase begins. During the Initiation Phase, there will be Presidio Project Oversight and Technical Management teams who perform a thorough evaluation of the project scope; they identify the Project Team most appropriate for the technical and business requirements described.
- When the Project Team is assembled, an Internal Kick-off Meeting is held; during this meeting, the Presidio Account Management and Solutions Architecture teams brief the Project Team and formally hand over the technical execution of the project. Stakeholder identification, solution briefing, TCC responsibilities, and estimated timelines are all topics discussed during the Internal Kick-off Meeting.
- Once the internal kick-off has occurred, the project moves forward with the scheduling of a formal Project Kickoff with TCC.
- The TCC Project Kickoff is led by the Presidio Project Manager and marks the official beginning of the work associated with the approved Statement of Work. The purpose of the Project Kickoff is to:
 - Introduce the project manager and service delivery team
 - Review resources, roles, and responsibilities
 - Review project goals and objectives
 - Review scope
 - Review high-level design (if applicable)
 - Review change control process
 - Review milestone process
 - Review escalation process
 - Review TCC responsibilities
 - Review current product ship dates and delivery addresses (if applicable)
 - Review project timeline expectations

2.2. Planning and Design

The Planning and Design Phase incorporates detailed discovery, analysis, planning, and knowledge transfer. The results of this phase include detailed, functional, design specifications, and a specific project and migration plan, as well as testing plans. Detailed planning is necessary to ensure that the proposed solution will meet project requirements and help to reduce risk of an unsuccessful or unexpectedly expensive Deployment Phase. This phase incorporates the designs and details of the pre-PO planning and design and creates an actionable plan with the Presidio technical delivery engineers and 3rd party resources as needed. The Planning & Design documents are the technical and operational foundation for a successful execution.

Depending on the number of services offerings included within this Statement of Work, multiple technical Planning and Design meetings may be required.

In an effort to realize scheduling efficiencies, multiple planning and design sessions may be combined; this depends on the availability of Presidio and TCC resources.

During the Planning and Design session, the following occurs:

- The Presidio team utilizes a design checklist to ensure that all necessary information is discussed and clearly articulated to TCC team.
- Capabilities and features of the solution as elected in Statement of Work are explained.
- Technical and logistical requirements expected from TCC are explained.

Design & Survey Phase Project Scope

The design process is the time to prepare for the installation of a wireless network that addresses TCC's design criteria. This will allow the delivery team to verify the predictive surveys that were conducted in the Pre-Purchase Order ("pre-PO") meetings. Below are the components of the survey process:

- Agree and document the functional specification.
- Receive information on buildings, walls, environmental factors from TCC to adequately survey the sites for desired coverage.
- Complete survey based on the functional specifications and building information.
- Document the survey results.

Survey Requirements Workshop

Presidio delivery engineers, project manager and TCC will begin the project by conducting an in-depth Design Survey Project Kickoff. Design assessment guidelines will be created that will outline the decisions made during this meeting. Network Engineers from Presidio will use the guidelines to conduct the wireless assessment and final design. This guidelines document will include:

- Confirmation of the areas to be covered by a wireless survey
 - Confirm the areas which are considered high density
- Minimum connection speed to be achieved in each area to be covered
- Expected user densities in each area to be covered
- Applications to be delivered and service levels to be achieved in each area to be covered
- Frequency bands to be supported
- Standards to be supported
- Resilience expectations
- Aesthetics
- Project plan
 - Project time line
 - Project engineering resources
 - Project status report and calls

The technical workshop phase should be held in person with as many Presidio and TCC resources in attendance as is reasonable.

RF Coverage Testing: Predictive Wireless Design

Presidio will use RF analysis software and the floor plans provided by TCC to logically survey the in-scope spaces and generate a wireless site survey report.

The predictive survey will be performed to utilize the maximum benefit of the latest Wi-Fi 6 wireless technology for both the 2.4 GHz and 5 GHz frequency ranges. The goal of the survey is to estimate the proper position and quantity of access points to provide the client density and wireless coverage for modern mobility applications, including the use of laptops and portable devices.

Presidio will generate a Wireless Site Survey Report that will illustrate the recommended location of each access point, including a heat map showing anticipated wireless coverage throughout each location.

The report will include the final equipment Bill of Materials (BoM) to indicate the equipment required to provide coverage in accordance with the survey findings and TCC's stated coverage requirements. The final bill of materials will be developed after the final design is complete. Presidio will not order any equipment until the design phase is complete.

Wireless Design

TCC intends to have Presidio conduct a wireless design at the following locations:

TCC
Center for Innovation
Florida Public Safety Institute
Ghazvini Center for Healthcare Education
Wakulla Environmental Institute
Gadsden Center
Wakulla Center
Transportation Center
Main Campus

Survey overview

This phase will include the following steps:

Initial Walkthrough

- Access building type
- Anticipate difficult zones
- Confirm surveyed areas
- Check details of area not mentioned on the main coverage map
- Check unexpected roaming path

Select Proper Survey Model

- Data / Voice
- Data High Density

Determine Proper Deployment Characteristics

- Dense deployment
- Highly mobile (Many cells; high-reliability; fast-moving clients) versus nomadic (temporary position)

Define Client Devices to be deployed

- Maximum Tx Power level
- Receiver Sensitivity
- Antenna

Determine Physical requirements:

- Power
- Understand cable considerations
- Mounting considerations
- Outdoor grounding and lightning protection
- Coordinate Presidio network engineer schedule
- Dorm rooms will require one (1) AP per room.
 - College to verify room count

2.3. Design/Survey Deliverables

Documentation will be created by Presidio and provided as part of the Project deliverables. Some of these deliverables will be delivered as a single document. The deliverables for the design phase are listed below:

Design Phase Deliverables

Presidio will provide written project documentation defining the following aspects of the project:

- Design assessment guidelines (details from the Survey Workshop)
- Site survey report by building
 - Access point numbers and location descriptions
 - Wireless coverage heat maps
- Appendices
 - Output from Site Survey Tool
 - Bill of Materials
 - WiFi 6 certifications of devices, with the possible exception of the APs in the FPSI dorms
 - Any differential statements if equipment deviates from the WiFi 6 specifications
 - Integration and migration plan to move from TCC's current wireless network to the new Aruba wireless network

Each deliverable material above will be approved in accordance with the following procedure:

- Within five (5) business days, TCC will either accept the deliverable material or provide the Presidio Project Manager a written list of requested changes. If no written response is received from TCC within five (5) business days, either accepting or requesting changes, the deliverable material shall be deemed accepted.
- If a written list of requested changes is received within five (5) business days, the Presidio Project Team will make the agreed upon revisions and will, within five (5) business days, re-submit the updated version to TCC.
- At that time TCC has five (5) business days to review and request changes for the final document. If no written response is received from TCC within five (5) business days, either accepting or requesting changes, then the deliverable material shall be deemed accepted.
- Deliverable documentation will be delivered using one of these methods: via email, uploaded to a portal or provided on a physical media and it may be provided in either an encrypted or unencrypted format. If TCC requests a specific delivery method and format, Presidio will use that method for all documentation delivery and format otherwise, the sender will choose a delivery method and format that they feel is appropriate given the content of the documentation.

2.4. Implementation Phase Solution Overview

Presidio will design and implement a wireless network based on Wi-Fi 6 (802.11ax) to meet TCC wireless requirements. Designed to address connectivity issues for high density networks, the new 802.11ax (Wi-Fi 6) standard improves the performance of the entire network. New features allow multiple clients to transmit simultaneously, increasing network capacity by up to 4 times compared to 802.11ac.

The following section is a primary implementation plan. This plan is intended to provide only a high-level overview. A revised/final implementation plan will be created during the kickoff phase.

The follow section is a listing of the hardware to be installed and configured during this engagement. Actual AP numbers may vary depending on the output of the surveys during the Design Phase. The AP numbers below are a "not to exceed" quantity. The actual number of APs to be ordered will be refined during the Design phase and Presidio will order the quantities agreed to in writing by TCC & Presidio as the Bill of Materials following the design phase.

- Core Infrastructure
 - (1) Aruba MM-VA-5K Mobility Master
 - Customer must provide VM environment

- To achieve redundancy (2) instances of Mobility Master will be installed
 - (1) Aruba Airwave Appliance
 - (2) Aruba ClearPass Appliance
 - (15000 Access Licenses)
- Main Campus
 - (2) Aruba 7220 Wireless Controller
 - (532) Aruba AP-515
 - (43) Aruba AP-365
- TCC Wakulla Environmental Institute
 - (1) Aruba 7008 Wireless Controller
 - (5) Aruba AP-515
- TCC Wakulla Center
 - (1) Aruba 7008 Wireless Controller
 - (6) Aruba AP-515
- TCC Gadsden Center
 - (1) Aruba 7008 Wireless Controller
 - (3) Aruba AP-515
 - (1) Aruba AP-365
- TCC Transportation and Logistics Center
 - (3) Aruba AP-515
 - (1) Aruba AP-365
- TCC Center for Innovation
 - (2) Aruba 7030 Wireless Controller
 - (29) Aruba AP-515
- TCC Ghazvini Center for Healthcare
 - (2) Aruba 7030 Wireless Controller
 - (44) Aruba AP-515
 - (4) Aruba AP-365
- TCC Florida Public Safety and Dorms
 - (2) Aruba 7210 Wireless Controller
 - (60) Aruba AP-515
 - (14) Aruba AP-365
 - (236) Aruba AP-303H

2.5. Implementation Planning & Design Workshop

The purpose of the planning phase is to allow the lead senior engineer from Presidio to fully understand both the technical and business requirements as they relate to this SOW and how best to technically configure the equipment to accomplish the desired results. Presidio often uses design workshops as the method for the Presidio lead engineer to come away with all of the information required to pre-configure, test, and implement the solution. Workshops will be scheduled in-advance. Attendance and participation by key project members is essential.

If during a workshop it is determined that additional tasks are required to be performed by Presidio that are not outlined in this SOW or were not originally intended to be part of this project, a change order will be utilized to make modifications to this project and SOW.

A System Engineering Report (“SER”) will be developed as part of this phase. This report will include detail information needed implement this network. The following items will be included as part of this document

- Design and Architecture Overview
- Naming convention

- IP information
- Configuration Templates
- Migration plan: from existing wireless network to new wireless network for uninterrupted TCC coverage.
- Project implementation plan
- Project timeline

The technical workshop phase will be held in person with as many Presidio and TCC resources in attendance as is reasonable.

2.6. Preparation & Staging

Presidio maintains staging facilities where staging and field consultants perform pre-building, base configuration, and testing of equipment before delivery to a TCC site. To realize efficiencies during the staging process, the use of the Presidio facility for staging is preferred. Presidio invites TCC to visit the facility during the staging of their equipment. The specific staging activities are indicated in this Statement of Work; for details, see the section 2.5 Preparation & Staging.

Depending on the agreed upon project deployment schedule and phases determined in the Design phase or workshop, the Staging phase may be repeated multiple times during the project life cycle.

The purpose of this phase is to burn-in the new equipment that has been purchased as part of this project and to ensure that all equipment is functioning properly. If there is any Dead on Arrival (DOA) equipment or if any equipment fails prior to the signed acceptance of completion of the project by TCC, it is up to Presidio to RMA any defective equipment. Presidio will perform the following tasks:

- Perform inventory of all hardware ordered by TCC.
- Stage all equipment for installation at Presidio's Orlando warehouse. Presidio will be responsible for all items that will be staged at their facility.
- Presidio will stage the Access Points, which includes the following:
 - Label all access points (Naming scheme to be determined during the Design workshop)
 - Create packaged access point bundles to ensure all items are accounted for, per each access point location.
 - This will include all necessary parts for an access point installation (AP, cabling, antenna, and mount hardware)
- Perform baseline configuration of core components.
 - Presidio will stage and baseline (2) Aruba Mobility Masters
 - Presidio will stage and baseline (2) Aruba 7220 wireless controller for the main campus
 - Primary and HA controllers
 - Presidio will stage and baseline (9) remote campus wireless controllers
 - (4) Aruba 7030 Wireless Controllers
 - (3) Aruba 7008 Wireless Controllers
 - (2) Aruba 7210 Wireless Controllers
 - Presidio will stage (1) Aruba Airwave appliance
 - Presidio will stage (2) Aruba ClearPass Appliances
- Perform burn in and test equipment for DOA components

2.7. Deployment & Project Implementation

During the Project Implementation phase, the Presidio Project Team performs configuration, deployment, and migration of the technologies as indicated in this Statement of Work..

The following are some essentials regarding the Implementation phase:

- Depending on the project phases defined and agreed upon in the Design phase, the Project Implementation phase may occur multiple times.
- To minimize the impact on TCC's business, it is strongly recommended that deployments and migrations occur during a scheduled change control window. The number of migrations included in the project will be determined in the Design phase.

- Prior to any migration, the Presidio Project Team will work with TCC's project team to co-author a Migration or Cutover Checklist document as well as a Test and Acceptance document to ensure that the migration of the technical services are properly planned and followed.
- This checklist exists to ensure that the overall functionality is working as designed and TCC will be required to accept the authenticity of the checklist via signature. Therefore, it is essential that TCC participate in creation of the migration/cutover and the test and acceptance checklist.

Based on information gathered during the technical workshop the Presidio lead engineer will install the equipment as much as possible offline. Once approved by TCC, Presidio will integrate the equipment into the network and start the implementation process. Once implementation has been completed, Presidio will perform a series of system functionality tests and failover tests as identified during the technical workshop and requirements gathering. Presidio will ensure that the new Aruba network works seamlessly in conjunction with the current TCC wireless network during deployment and until such time as the present TCC wireless network is decommissioned.

Delivery of Equipment from Presidio's Orlando Warehouse to TCC

Presidio will arrange for the equipment being staged at the Presidio Orlando warehouse to be delivered to the appropriate TCC locations as specified by TCC. Each delivery of equipment shall be preceded by a written Bill of Lading that will indicate, at a minimum, the specific items included in the shipment, the location where they will be delivered, the method of delivery and the anticipated delivery date. Upon delivery, TCC will ensure that the items and quantities match those indicated on the Bill of Lading. Presidio is responsible for all items at the staging facility and during shipment until TCC signs for receipt.

Aruba Mobility Master Installation and Integration

- Perform VM installation of (2) MM-VA-5K Mobility Master. (TCC will be purchasing (1) Aruba Mobility Master, with the ability to deploy (2) instances for redundancy).
- Perform licensing installation
- Perform configurations for integration with core switch and remote campus controllers
- Baseline configurations per the SER, including all hostnames, IP addressing, SNMP and other basic configuration details to ensure network connectivity.

Aruba Controllers Installation and Integration

- Perform hardware installation of (2) Aruba 7220 Wireless Controllers for the Main Campus
- Perform hardware installation of (2) Aruba 7030 Wireless Controllers for the Center for Innovation
- Perform hardware installation of (3) Aruba 7008 Wireless Controllers for the Remote campuses
- Perform hardware installation of (2) Aruba 7030 Wireless Controllers for TCC Ghazvini Center for Healthcare
- Perform hardware installation of (2) Aruba 7210 Wireless Controllers for TCC Florida Public Safety and Dorms
- Perform configurations for integration with core switch
- Baseline configurations per the SER, including all hostnames, IP addressing, SNMP and other basic configuration details to ensure network connectivity.

Aruba Airwave Installation and Integration.

- Perform hardware installation of (1) Aruba Airwave Appliance.
- Perform configurations for integration with network and wireless controller
- Baseline configurations per the SER, including all hostnames, IP addressing, SNMP and other basic configuration details to ensure network connectivity.
- Configure floor maps and AP's.

Aruba ClearPass Installation and Integration

- Infrastructure Review

- Install and configure (2) hardware appliance of ClearPass
 - Create Profiling configuration
 - Integrate Aruba controllers as NAS devices
 - Build and configure authentication policy for 802.1x wireless network
 - Up to 10 Authorization policies for 802.1x
 - Configure up to 50 dACL entries and 5 dACL groups
 - Up to 5 identity profiles for device types
 - Three (3) Guest access policies (including self-sign-in) for wireless network
 - Integrate Aruba ClearPass with Active Directory
 - Aruba ClearPass TACACS template for up to 2 network devices (routers/switches)
 - Provide support up for cutover activities include:
 - testing features and functionality
 - 802.1x Authentication (PEAP/EAP-TLS)
 - Guest Portal Authentication (No Custom HTML)
 - Device Profiling
 - **Note: ClearPass scope covers wireless network only**

Access Point Installation and Integration

- AP installation will be done by TCC's cabling vendor. The cabling vendor will use the information provided by Presidio for AP placements after the Design phase.
- Presidio will schedule the cabling vendor, receive weekly status reports, confirm AP locations have been installed at the proper locations, and notify the vendor of any incorrect AP placements.
- Presidio will assist in RMAs or reorders if necessary during the cabling & installation process, but will not be held responsible if the cabling vendor breaks or damages any APs, and will not be held liable for any necessary replacement of APs or components during deployment if damages are not caused by Presidio employees.
- Presidio will configure AP settings.

Post-Installation Survey, Tuning and Training

- Upon final completion of an area Presidio will perform a post-installation survey and tune the network for optimal performance. The survey will be conducted only upon deployment of the planned access point count per area.
- During this phase the Presidio engineer will verify AP installation location and mounting, and perform load testing to ensure the wireless network meets the specifications in this SOW.
- Presidio is responsible for all costs associated with any additional wiring, access points, or controllers that may be necessary to ensure that the requirements of this SOW are met, especially those in Section 1.2.
- TCC will approve the completion of each building per milestones listed in Section 2.9.

2.8. Training & Knowledge Transfer

Presidio will be providing training and knowledge transfer as part of this project. Services will include:

- Knowledge transfer
- Controller overview
- Airwave overview
- ClearPass overview
- From Aruba
 - Aruba Controller and AP technical training – (2) Seats
 - Aruba Airwave technical training – (2) Seats
 - Aruba ClearPass technical training – (2) Seats
- Presidio is providing a Fixed Fee Price as part of this Statement of Work.

2.9. Professional Services Milestones

Presidio will bill TCC upon TCCs signed acceptance of the completion of each Professional Services Milestone listed below. For line item pricing associated with each Milestone, please see Appendix I.

Milestone Name
<u>Design Phase</u>
TCC Wireless Design Project Kickoff and Design Workshop
TCC Main Campus Design
Center of Innovation
Florida Public Safety Institute
Gadsden Center
Ghazvini Center for Healthcare Institute
Transportation Center
Wakulla Center
Wakulla Environmental Institute
TCC Wireless Design Closeout
<u>Implementation & Deployment Phase</u>
TCC Wireless Implementation Project Kickoff and Workshop
TCC Wireless Core Implementation
TCC Main Campus Implementation
TCC Center for Innovation Implementation
TCC Florida Public Safety Implementation
TCC Gadsden Center Implementation
TCC Ghazvini Center Implementation
TCC Transportation Center Implementation
TCC Wakulla Center Implementation
TCC Wakulla Environmental Institute Implementation
TCC Knowledge Transfer
TCC Wireless Implementation Documentation
TCC Wireless Implementation Project Closeout

2.10. Implementation Deliverables

Documentation will be created by Presidio and provided as part of the Project Deliverables. Some of these deliverables may be delivered as a single document. The specific documentation to be provided depends on your chosen solution(s); several example documentation items are listed below. Additional documentation and/or printed documentation is available upon request for an additional cost.

Deliverable	Format
-------------	--------

System Engineering Report (“SER”) Document	PDF
Hardware Inventory	Excel
As-Built Documentation	PDF
System Manual	URL
Configuration Files	Text File
Post installation Survey and Tuning Report	PDF

Each deliverable material above will be approved in accordance with the following procedure:

- Within five (5) business days, TCC will either accept the deliverable material or provide the Presidio Project Manager a written list of requested changes. If no written response is received from TCC within five (5) business days, either accepting or requesting changes, the deliverable material shall be deemed accepted.
- If a written list of requested changes is received within five (5) business days, the Presidio Project Team will make the agreed upon revisions and will, within five (5) business days, re-submit the updated version to TCC.
- At that time TCC has five (5) business days to review and request changes for the final document. If no written response is received from TCC within five (5) business days, either accepting or requesting changes, then the deliverable material shall be deemed accepted.
- Deliverable documentation will be delivered in one of the following formats, depending on the size and/or type: email, uploaded to a portal, or provided on a physical media and it may be provided in either an encrypted or unencrypted format. If TCC requests a specific delivery method and format, Presidio will use that method for all documentation delivery and format otherwise, the sender will choose a delivery method and format that they feel is appropriate given the content of the documentation.

2.11. First Day in Service

Post-Cutover Support, also known as First Day in Service (“FDIS”), occurs after each major migration. Presidio is including 5 business days of first day support. As part of this support, the Presidio Project Team works alongside TCC’s project team to assist with support of the systems within Presidio’s control during the allotted FDIS. This helps to:

- Ensure that the deployed applications and services are performing as designed.
- Proactively identify and resolve issues related to the services provided by Presidio within the Statement of Work.
- Assist with approved changes during FDIS as requested.

2.12. Project Closure

At the completion of the project, Presidio will perform a Project Closure meeting. Presidio and TCC will perform the following activities

- Review the final deliverables for the engagement.
- Review project objectives to ensure that they have been completed as outlined within the SOW.
- Have both Presidio and TCC sign the final project milestone and acceptance document.
- Identify any follow up items or actions that may be required or desired by TCC to perform or have quoted for follow up projects.
- Transfer of operational responsibility to TCC.

2.13. Project Timeline

Below is a high level overview of the project timeline. This is an example timeline and will be adjusted based on the outcome of the design workshop.

Phase Name & Description	Estimated Timeline
Design/Survey: Project Kickoff	1 Day
Design/Survey: Survey Requirements Workshop	2 Days
Design/Survey: Wireless Predictive Surveys Performed/Edited	2 to 3 weeks
Implementation: Design Workshop	5 days
Implementation: Equipment Staging	2 weeks
Implementation: Core Infrastructure Installation - Controllers - Management	3-6 Weeks – Contingent on AP installation by TCC's cabling vendor
Implementation: Access Point Installation/Post Site Survey/Tuning (Per Building)	4 Weeks – Contingent on AP installation by TCC's cabling vendor
Implementation: Knowledge Transfer	3-5 Days
Implementation: Project Closeout	2 days

3. PROJECT MANAGEMENT

Presidio will provide a Project Manager (PM), who will be single point of contact for all project support issues within the scope of this project. The PM is experienced in project management best practice methodologies and familiar with the technology involved. This Project Manager is responsible for the overall project timeline, scope, budget management, resource scheduling/tracking, communication planning, and execution in accordance with the Presidio Lifecycle Methodology.

Included in our Project Management offering for this engagement are the following:

- Kickoff meeting with presentation (onsite)
- Planning and design session facilitation(onsite)
- Project status meeting and reporting
 - Frequency of this task will be determined during the design workshop
- Working calls as required (remote)
- Project plan development and management
- Agenda, meeting minutes and risk, and issue and action item tracking
- Deliverable/milestone tracking
- Resource scheduling and oversight
- Scope/budget Management
- Project closeout (onsite)

3.1. Project Change Request Process

In the event that both Presidio and TCC agree to a change in this Statement of Work, a written description of the agreed upon change will be prepared using a Project Change Request (PCR) form, which both parties must sign. The PCR form will be used to describe the change, the rationale for the change, and to specify any change in the

charges, estimated schedule, or other terms. When charges are necessary to analyze a change, Presidio will provide a written estimate and begin the analysis upon written authorization from TCC. The terms of a mutually agreed upon Change Authorization will prevail over those of this Statement of Work or any previous Change Authorization.

4. RESOURCES

Presidio approaches project execution from a skills-based perspective. Our Execution Team is made up of individuals who have specific skill sets that will be utilized at different times during a given project. This allows us to provide a very specialized workforce to TCC and utilize the appropriate resource for the task required. The actual assignment of resources/contact names will be distributed after PO is issued and a start date is determined.

4.1. Presidio Engineering Resources

- **Practice Manager(s)** – the technical manager and regional team lead of the field consulting team. The Practice Manager provides resource and technical oversight assistance to the Project Manager and ensures availability of technical resources and escalation paths for field consultants. Contact information: Terry Vaughn; tv Vaughn@presidio.com; 850-270-2981.
- **Architect / Senior Engineer(s)** – the technical escalation points for Engineer(s) and Project Oversight teams. An Architect or Senior Engineer is a subject matter expert within a certain technology or field. This senior level resource will be the principal technical resource for the engagement and will have ownership of the final deliverables. Resource(s) will be assigned once start date is established.
- **Engineer(s)** – one or more individuals assigned to complete technical project tasks. Assignment of these resources depends upon the skill set of the task(s) and the timeline(s) within which the task(s) must be completed. These individuals report directly to the Project Manager for task assignment updates and to the Practice Manager or Architect/Senior Engineer for technical escalation needs. Resource(s) will be assigned once start date is established.

The following Presidio resources will be engaged on this project:

- Senior Network Engineer
- Wireless Engineer
- Senior Wireless Engineer
- Project Manager

Contact information for the project team personnel will be distributed by the Project Manager.

4.2. TCC Resources

Throughout the project, TCC resources may be required for completion of specific tasks, providing key information or data, oversight, review, and approvals. The responsibilities of TCC are outlined in this document.

The following TCC resources will be engaged on the design/survey project:

- IT manager
- IT Network Engineer

The following TCC resources will be engaged on implementation project:

- Network Engineer
- Wireless Engineer

Contact information for the project team personnel will be distributed by the Project Manager.

5. ASSUMPTIONS

Presidio makes the following assumptions in developing this Statement of Work. These assumptions serve as the foundation to which the project estimate, approach and timeline were developed. By signing this SOW, TCC agrees

that these assumptions are correct and valid. Any changes to the following assumptions must be processed using the Presidio Change Management Process and may impact the project duration and labor requirements.

5.1. General Assumptions

The following project assumptions are made and will be verified as part of the engagement:

1. Most Presidio activities will take place during normal working hours (Monday through Friday, 8:00 a.m. to 5:00 p.m., excluding holidays). Presidio acknowledges that some tasks will require work after hours.
2. Any items or tasks not explicitly listed as in-scope within this SOW are considered to be outside of the scope and not associated with this SOW and price.
3. If integration of the product is performed at a Presidio facility, then transfer of ownership (acceptance) occurs upon the receipt and integration of goods at Presidio, regardless of shipment, as manufacturers will not accept returns of opened products. Presidio will be responsible for all equipment located at Presidio facilities or in transit from Presidio facilities to TCC and will provide proof of insurance upon request.
4. Presidio may engage subcontractors and third parties in performing a portion of this work.
5. Presidio will not make changes to the configuration of any network equipment after it has been accepted by TCC in writing.
6. Some activities included in this project may be performed on Presidio's premises.
7. Additional required tasks discovered after the execution of this SOW that are not mentioned in this SOW will require a Project Change Request.

5.2. General TCC Responsibilities

The following items are listed as responsibilities of TCC for this engagement. TCC is responsible for performing the items and activities listed in this section or arranging for them to be performed by a third-party if appropriate.

1. Provide a single TCC point of contact with the authority and the responsibility of issue resolution and the identification, coordination and scheduling of TCC personnel to participate in the implementation of the SOW.
2. Participate in any required design sessions or workshops.
3. TCC will procure all appropriate hardware, software, licensing and media required for implementation of the SOW through Presidio and/or financial organization.
4. Supply current equipment configuration for review if applicable.
5. Schedule appropriate maintenance windows for system upgrades or installs and notify user community.
6. Provide all required physical access to TCC's facility (identification badge, escort, parking decal, etc.), as required by TCC's policies; and provide all required functional access (passwords, IP address information, etc.), as required for Presidio to complete the tasks.
7. Provide to Presidio all required IP addresses, passwords, system names, and aliases.
8. Validate the site readiness prior to the dispatch of Presidio personnel to perform the services being contracted.
9. Provide adequate facilities for the installation of the hardware.
10. Provide high-speed access to the Internet for verification of device support requirements and for software downloads.
11. Verify operation of the installed/upgraded equipment.
12. Provide Presidio administrator access on appropriate devices for the completion of the engagement.
13. Provide remote access for troubleshooting and configurations related to the project - preferably VPN access, as necessary.
14. Provide requested documentation or information needed for this project ASAP, unless otherwise agreed to by all parties.
15. Ensure all Cat. 5 (or higher) and fiber cable infrastructure is in place and tested (for all sites).

16. Provide patch cables and complete necessary fiber or CAT5 cable terminations to patch panels for new switching and routing infrastructure.

5.3. Escalation Path

TCC’s experience is of the utmost importance to Presidio. If at any time a TCC feels the need to escalate an issue or concern, please consider the escalation points and options described below.

Level 1

- **Account Manager** – TCC’s first point of escalation is always their Account Manager. The AM can facilitate additional escalation if required and coordinate meetings between the required people within Presidio and TCC in order to swiftly resolve any issues. Contact information: Emily Phares; ephares@presidio.com; 850-524-3230.
- **Project Manager** –The Project Manager is an escalation point for any concerns or questions. The Project Manager will be assigned upon PO; contact information will be sent upon award.
- **Practice Manager** – for technical issues, the Service Delivery team will reach out to the manufacturer’s support avenues within one (1) hour of identifying an issue. If additional technical escalation is warranted, the Presidio Practice Manager will be contacted after that time. Contact information: Terry Vaughn; tvaughn@presidio.com; 850-270-2981.

Level 2

- **Service Delivery Director** – if the issue is not resolved within an hour, the Service Delivery Director will be contacted for additional escalation and action. For technical issues escalated by the Delivery Team, the Service Delivery Director will:
 - Contact and speak with TCC via phone to explain the status
 - Develop a plan of action
 - Communicate the plan of action status and completion to TCC
 - Contact the Operations team, as required, to request additional resources, as required, in order to execute the plan of action.
 - Contact information: Dino DeMarco; ddemarco@presidio.com; 407-409-8239

Level 3

- **Project Management Office (PMO) Director** – for projects that include Project Management, the PMO Director is the second escalation point for any non-technical concerns or questions. Contact information: Joel King; jking@presidio.com; 407-641-0437.
- **Services Vice President** – if the issue or concern cannot be addressed or resolved within Level 1 or Level 2 of the escalation process, the issue will be raised to the executive level for visibility and resolution. Contact name: Stephen Kerekes, skerekes@presidio.com; 904-638-5632.

5.4. Technical Support after Completion

For non-critical support, including system expansion options, assessments, audits, and related services, or services that are not covered by a support contract with Presidio or another vendor, Presidio offers a variety of options including Fixed Fee, Hourly Rate, or Daily Rate options. Pricing for these services is not included in this Statement of Work.

Managed Services Clients	Non-Managed Services Clients
Technical support for the solution implemented within the scope of this SOW can be obtained by: <ul style="list-style-type: none"> • calling 800-330-7060 • sending an email to servicedesk@pims.presidio.com 	Aruba’s technical support is available via phone or support case online through Aruba Support Portal (ASP) . North America Phone Support Contacts: 1-800-943-4526 or 1-408-754-1200 Aruba Support Portal (ASP):

<https://asp.arubanetworks.com/>

The Aruba Support provides 7x24 support on all hardware and software, including replacement parts, software patches and updates, and configuration assistance

6. PRICING

Presidio is providing a Fixed Fee Price as part of this Statement of Work. Please reference Appendix I for a line item breakdown of Aruba Hardware/Software/Support and Presidio Professional Services.

Presidio will bill TCC upon completion of each Professional Services Milestone. Milestones are listed in Section 2.9, and the cost associated with each milestone is listed in Appendix I. Invoices may contain multiple Milestones. If finance terms are agreed upon and signed by TCC, Presidio will bill the financial institution on behalf of TCC.

If TCC requires a change in the scope of work, the parties will negotiate in good faith to generate a written change order documenting the additional labor and requirements that will be mutually agreed upon by the parties prior to onset of the additional work. Payment terms are subject to credit department approval and will be negotiated and documented on a valid purchase order or other financial document. Presidio payment terms are Net-30. If TCC fails to provide a notice of acceptance or a statement of issues to be resolved within 30 (30) business days of formal notification of project conclusion, the project will be deemed accepted and TCC will be invoiced.

6.1. Expenses

Travel and incidental expenses incurred by Presidio in association with the execution of this Statement of Work are included in the amounts listed above.

6.2. Travel Time

Travel to and from the work site(s) by Presidio resources in association with the execution of this Statement of Work is included in the pricing.

7. TERMS AND CONDITIONS

The following terms and conditions shall govern this Statement of Work (SOW) unless a valid Master Services & Product Agreement between the parties, if any, for professional services has been executed and is in force at the time any SOW is executed; in which case the terms of the Master Services & Product Agreement shall govern to the extent that they are inconsistent with this SOW.

1. Purchase Orders, Invoicing, Payment and Acceptance. Any purchase order submitted by The District Board of Trustees Tallahassee Community College "TCC" in connection with this SOW shall be deemed subject to these Additional Terms and this SOW. Unsigned, electronically submitted purchase orders shall be deemed to include TCC's electronic signature and shall be binding to the extent accepted by PRESIDIO. PRESIDIO's performance of such purchase order shall not constitute PRESIDIO's acceptance of new or different terms, including pre-printed terms on such order. In absence of a purchase order, TCC agrees that its signature below grants PRESIDIO the right to invoice TCC and authorizes payment to PRESIDIO for the amounts owed. Further, TCC represents that PRESIDIO can rely on such TCC signature for payment.

PRESIDIO shall invoice TCC for the Services in accordance with the terms stated in the SOW. The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that TCC pays using a credit card or debit card.

TCC shall make payment to PRESIDIO within thirty (30) days from the date of receipt of invoice. Except for taxes due on PRESIDIO's net income, TCC shall pay all taxes. PRESIDIO reserves the right to bill TCC for additional work requested by TCC and performed by PRESIDIO, and for applicable expenses incurred by PRESIDIO pursuant to providing such additional services, which are not described in this SOW.

Unless otherwise indicated in this SOW, TCC agrees that staff augmentation services and services performed on a time and materials basis shall be deemed accepted as performed. Unless otherwise indicated in this SOW, Projects shall be deemed accepted upon the earlier of PRESIDIO's receipt of a signed Milestone Completion and Acceptance document which has been signed and dated by an authorized representative of TCC, or thirty (30) calendar days from the date of the delivery of the milestone deliverable. If acceptance is refused, TCC shall provide, in writing to PRESIDIO, its reasonable basis for refusal, prior to the expiration of the thirty (30) calendar day period. PRESIDIO shall address the issue before subsequent work is undertaken.

Limitations of Warranties. PRESIDIO WARRANTS THAT SERVICES SHALL BE PROVIDED BY COMPETENT PERSONNEL IN ACCORDANCE WITH APPLICABLE PROFESSIONAL STANDARDS. WITH RESPECT TO SERVICES PERFORMED BY PRESIDIO, PRESIDIO WARRANTS TO TCC, THAT THE SERVICES RENDERED SHALL BE PERFORMED IN A SKILLFUL AND PROFESSIONAL MANNER COMMENSURATE WITH THE REQUIREMENTS OF THIS EFFORT. TCC SHALL NOTIFY PRESIDIO IN WRITING WITHIN THIRTY (30) DAYS AFTER NOTIFICATION OF COMPLETION OF THE SERVICES IN QUESTION WHEN ANY OF THE SERVICES FAIL TO CONFORM TO THE STANDARD OF CARE SET FORTH IN THIS AGREEMENT. THE PASSAGE OF THE THIRTY (30) DAY PERIOD AFTER COMPLETION OF THE SERVICES WITHOUT THE NOTIFICATION DESCRIBED HEREIN SHALL CONSTITUTE TCC'S FINAL ACCEPTANCE OF THE SERVICES. PRESIDIO MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

2. Intellectual Property. TCC acknowledges that PRESIDIO, its vendors, and/or its licensors retain all patents and/or copyrights in and to all proprietary data, processes and programs, if any, provided in connection with Services performed hereunder; any PRESIDIO software provided to TCC as part of the Services provided shall be subject to the vendor's, licensor's or OEM's copyright and licensing policy. To the extent such software is prepared by PRESIDIO, it is provided by nontransferable, nonexclusive license for TCC'S internal use only, subject strictly to the terms and conditions of this Agreement, and shall terminate upon termination or expiration of this Agreement. TCC shall not duplicate, use or disclose for the benefit of third parties, reverse engineer or decompile any such software.
3. Confidential Information. The parties agree that Confidential Information means any information disclosed by the disclosing party to the receiving party, either directly or indirectly, in writing, orally or by inspection of tangible objects (including without limitation documents, prototypes, samples, plant and equipment, "TCC" lists or other "TCC" information not known to the public), which is designated as "Confidential," "Proprietary" or some similar designation, or is the type of information which should reasonably be recognized as Confidential or Proprietary. The receiving party shall not use any Confidential Information of the disclosing party for any purpose except to evaluate and engage in discussions concerning this SOW. Each party agrees to protect the other party's Proprietary and Confidential Information to the same extent that it protects its own Proprietary and Confidential Information but with no less than a reasonable degree of care.

Notwithstanding the confidentiality terms herein, PRESIDIO acknowledges that Client is a subdivision of the State of Florida and is therefore subject to the requirements of Chapter 119, Florida Statutes ("Florida Public Records Act"). As such, this Agreement and related records pertaining to this Agreement may be considered a public record subject to disclosure upon request. PRESIDIO agrees that TCC's compliance with the Florida Public Records Act shall not be deemed a breach of its confidentiality obligations contained herein.

Confidential Information does not include any information that: (a) is or becomes generally available to the public other than as a result of receiving party's breach of this section; (b) is or becomes available to the receiving party on a non-confidential basis from a third-party source, provided that such third party is not and was not prohibited from disclosing such Confidential Information; (c) was in receiving party's possession prior to disclosing party's disclosure hereunder; (d) was or is independently developed by receiving party without using any Confidential Information; or (e) constitutes public records as defined under Florida Pubic Records Law, Chapter 119, Florida Statutes. The receiving party shall: not use the disclosing party's Confidential Information, or permit it to be accessed or used, for any purpose other than to exercise its rights or perform its obligations under this Agreement; and not disclose any such Confidential Information to any person or entity, except to the receiving

party's representatives who need to know the Confidential Information to assist the receiving party, or act on its behalf, to exercise its rights or perform its obligations under this Agreement.

If the receiving party is required by applicable law or legal process to disclose any Confidential Information, it shall, prior to making such disclosure, use commercially reasonable efforts to notify disclosing party of such requirements to afford disclosing party the opportunity to seek, at disclosing party's sole cost and expense, a protective order or other remedy. For purposes of this Section, receiving party's representatives shall mean the receiving party's employees, officers, directors, members, managers, agents, independent contractors, service providers, subcontractors, attorneys, accountants, and financial advisors.

4. FERPA Compliance / Protection of Customer Data. Presidio recognizes that Client is an educational institution subject to the Family Educational Rights and Privacy Act ("FERPA") and that Presidio may have access to student information. Presidio agrees that it is a "School Official" (as that term is used in FERPA) with a "legitimate educational interest" in any Client data that is protected by FERPA and, therefore, Presidio agrees that with respect to all Client data that is protected by FERPA, to the extent that Presidio accesses unencrypted Client data that is subject to FERPA, Presidio will comply with all obligations of a School Official with respect to such access.
5. Protection of Client Data. Presidio is responsible for protecting Client data in Presidio's possession and notifying Customer of unauthorized use of, or access to such Client data. Presidio agrees to promptly notify Client of any unauthorized use of, or access to and such Customer's data or any other breach of security suspected or known by Presidio. If Presidio either becomes aware of or believes that there has been an unauthorized use of, access to, or disclosure of Client data cause by Presidio to anyone other than Client or Presidio, Presidio must promptly notify Customer. Additionally, Presidio will reasonably assist Client in remediating or mitigating any potential damage, including any notification which should be sent to individuals impacted or potentially impacted, or the provision of credit reporting services to such individuals. To the extent Presidio is responsible for any such breach, Presidio shall bear the costs of such remediation and mitigation efforts to the extent the breach or security incident was caused by it. Presidio will respond to a security incident in accordance with any current incident response plan and all applicable law.
6. **Limitation of Liability.** IN NO EVENT SHALL PRESIDIO BE LIABLE TO TCC FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL, EXEMPLARY, OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER, ARISING IN CONTRACT, TORT OR OTHERWISE, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. PRESIDIO'S ENTIRE LIABILITY AND TCC'S EXCLUSIVE REMEDY FOR DAMAGES FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, NONPERFORMANCE OR MISREPRESENTATION, AND REGARDLESS OF THE FORM OF ACTIONS, SHALL BE LIMITED TO THE AMOUNT WHICH HAS BEEN ACTUALLY PAID TO PRESIDIO BY TCC FOR SERVICES AND/OR PERFORMANCE HEREUNDER. Without limiting the foregoing, PRESIDIO will have no responsibility for the adequacy or performance of (i) any third party software provided to PRESIDIO under this agreement; (ii) any hardware, and (iii) any services provided by any third party.
7. **Insurance.** PRESIDIO shall maintain general liability insurance providing coverage of not less than One Million Dollars (\$1,000,000) per occurrence and One Million Dollars (\$1,000,000) aggregate for bodily injuries and property damage. Said insurance shall provide coverage against claims for personal injury, death or property damage occurring on or about Client's premises and facilities or resulting because of some activity or condition occurring on or about Client's premises or facilities. Said policies shall name PRESIDIO as insured and Client as an additional insured.

PRESIDIO shall provide Client proof of the policies or contracts of insurance and all changes in and replacements thereof, together with certificates of insurance or other proofs and assurances, to verify that the insurance is and at all times remains upon execution of this SOW, and full force and effect during the term of this SOW.

8. **Indemnification.** PRESIDIO shall indemnify Client and hold Client harmless from and against every third party claim or demand with respect to bodily injury (including death), property damage, or nuisance caused or alleged to be caused by PRESIDIO (including PRESIDIO's employees, agents, representatives, contractors, and invitees) at Client's premises and facilities or PRESIDIO's activities on or about Client's premises and facilities

and not caused by the default or negligence of Client. PRESIDIO shall indemnify Client and hold Client harmless from and against any fine, penalty, liability, or cost arising out of PRESIDIO's violation of any law, ordinance, or governmental regulation applicable to PRESIDIO's use or occupancy of Client's premises or facilities.

9. **Non-Solicitation Provision.** During the term of this SOW and for twelve (12) months thereafter, TCC will not solicit for a permanent or other position any employee or subcontractor of PRESIDIO to whom TCC was introduced through its relationship with PRESIDIO. Should TCC solicit an employee or contractor from PRESIDIO, TCC shall pay to PRESIDIO an administrative fee equal to 1 year's salary of the employee's new salary at TCC.
10. **Force Majeure.** Neither party shall be liable for any failure or delay in performance of its obligations hereunder where such performance is prevented or delayed by causes beyond its reasonable control, including without limitation, flood, war, embargo, strike or other labor dispute, riot, acts of God or the intervention of any government authority.
11. **Choice of Law and Venue.** The parties will attempt to settle any claim or controversy arising under this SOW through consultation and negotiation in good faith and a spirit of mutual cooperation. This SOW and all matters relating thereto shall be governed exclusively by the substantive law of the State of Florida. Any dispute relating directly or indirectly to this SOW or any other contract or agreement between the parties which cannot be resolved through the process of consultation and negotiation shall be brought in a court of competent jurisdiction in Leon County, Florida, that being the exclusive venue for any dispute between or any claims held by any of the parties to this SOW.
12. **Miscellaneous.** This SOW constitutes the entire agreement of the parties and supersedes all prior written or oral agreements, representations and understandings relating to the subject matter hereof, with the exception of a valid Master Services and Product Agreement between the parties under the terms of which this SOW shall be incorporated. This SOW shall not be amended or modified except by written instrument signed by the parties. Should additional work beyond the scope of the Services detailed herein by PRESIDIO be requested by TCC, fees for such additional Services will be negotiated with TCC prior to performing such work and will be memorialized in writing between the Parties by utilizing a Project Change Request form ("PCR") or an additional SOW as appropriate. PRESIDIO will invoice TCC for any additional work performed and expenses incurred which are not described in this SOW. The Parties agree that neither may assign its rights or duties under this contract without the prior written consent of the other Party, which consent shall not be unreasonably withheld.
13. **Severability.** The provisions of this SOW are severable. If any provision of this SOW or its application to any person or circumstance is ever held by any court of competent jurisdiction to be invalid for any reason, the remainder of this Agreement and the application of such provision or part of this SOW to other persons or circumstances shall not be affected.

8. APPROVAL SIGNOFF

The use of signatures on this Statement of Work is to ensure agreement on project objectives and the work to be performed by Presidio.

Presidio signature signifies our commitment to proceed with the project as described in this document. Please review this document thoroughly, as it will be the basis for all work performed by Presidio on this project.

This Statement of Work is valid for a period of sixty (60) days from the date that this Statement of Work is provided by Presidio to TCC unless otherwise agreed to by both parties.

The District Board of Trustees of Tallahassee Community College

Signature

Date

Printed Name

Presidio

Signature

Date

Printed Name & Title

APPENDIX I:

Line item pricing on the following pages.

TO: The District Board of Trustees of Tallahassee Community College
 Bret Ingerman
 444 Appleyard Dr
 Tallahassee, FL 32304

 ingermab@tcc.fl.edu
 (p) (850) 201-6082

FROM: Presidio Networked Solutions
 Gabe Stix
 124 Marriott Drive
 Suite 202
 Tallahassee, FL 32301

 gstix@presidio.com
 (p) 301-313-2087

Customer#: TALLA007
Account Manager: Emily Phares
Inside Sales Rep: Gabe Stix
Title: TCC - Aruba Wireless Budgetary

#	Part #	Description	Unit Price	Qty	Ext Price
Aruba					
1	R3J15A	AP-MNT-A AP mount bracket individual A	\$10.00	682	\$6,820.00
2	JY687A	AP-303H-MNT2 Dual-gang Mount Kit	\$16.67	236	\$3,934.12
3	JW053A	AP-270-MNT-V2 270 Series Mt Kit	\$45.00	63	\$2,835.00
4	JX934A	Aruba 7008-MNT-19 7008 Rack Mnt	\$123.33	3	\$369.99
5	R3J16A	AP-MNT-B AP mount bracket individual B	\$10.00	100	\$1,000.00
6	R3J18A	AP-MNT-D AP mount bracket individual D	\$11.67	100	\$1,167.00
7	JW054A	AP-270-MNT-H1 270 Series Mt Kit	\$45.00	10	\$450.00
8	JW055A	AP-270-MNT-H2 270 Series Mt Kit	\$23.33	10	\$233.30
9	JW124A	PC-AC-NA North America AC Power Cord	\$1.68	18	\$30.24
10	JW657A	Aruba PSU-350-AC 350W AC Power Supply	\$173.33	4	\$693.32
11	JX922A	Aruba ClearPass-Airwave DL360 Spare PSU	\$373.33	3	\$1,119.99
12	JW629A	PD-9001GR-AC 1p GE 802.3at Midspan	\$51.67	10	\$516.70
13	JW700A	PD-9001GO-NA 1p 802.3at NA Mdspn	\$243.33	10	\$2,433.30
14	H1EJ9E	HPE Aruba WW Education Tech Training SVC	\$155.56	90	\$14,000.40
15	JY897AAE	Aruba MM-VA-5K Mob Master SW E-LTU	\$9,665.00	1	\$9,665.00
16	JW471AAE	Aruba Cntrlr Per AP Ent Lic Bundle E-LTU	\$100.00	1000	\$100,000.00
17	JZ404AAE	Aruba ClearPass NL AC 5K CE E-LTU	\$19,444.44	1	\$19,444.44
18	JZ405AAE	Aruba ClearPass NL AC 10K CE E-LTU	\$30,555.56	1	\$30,555.56
19	JW089A	1000BASE-T RJ45 Connector SFP XCVR	\$103.33	8	\$826.64
20	J9150D	Aruba 10G SFP+ LC SR 300m MMF XCVR	\$339.11	8	\$2,712.88
21	J4858D	Aruba 1G SFP LC SX 500m MMF XCVR	\$105.78	4	\$423.12
22	JW752A	Aruba 7220 (US) Controller	\$8,625.89	2	\$17,251.78

23	JX918A	Aruba AirWave DL360 Pro HW Appliance	\$12,855.06	1	\$12,855.06
24	JZ510A	Aruba ClearPass C3000 DL360 Gen9 HW Appl	\$13,533.33	2	\$27,066.66
25	Q9H63A	Aruba AP-515 (US) Unified AP	\$370.56	682	\$252,721.92
26	JY680A	Aruba AP-303H (US) Unified AP	\$167.56	236	\$39,544.16
27	JX967A	Aruba AP-365 (US) Outdoor AP	\$438.22	63	\$27,607.86
28	JX928A	Aruba 7008 (US) 16 AP Branch Cntr	\$878.06	3	\$2,634.18
29	JW687A	Aruba 7030 (US) 64 AP Branch Cntr	\$2,366.72	4	\$9,466.88
30	JW744A	Aruba 7210 (US) Controller	\$5,750.04	2	\$11,500.08
31	H8UF5E	Aruba 5Y FC 24x7 ED/R MM-VA-5K ELTU SVC	\$9,852.33	1 for 60 mo(s)	\$9,852.33
32	H8FN3E	Aruba 5Y FC 24X7 EDU/R Lic Cn Bundle SVC	\$102.18	1000 for 60 mo(s)	\$102,180.00
33	H7VH2E	Aruba 5Y FC NBD Exch ED/R 7220 Cntrl SVC	\$8,678.27	2 for 60 mo(s)	\$17,356.54
34	H8BZ6E	Aruba 5Y FC NBD Exch ED/RAWDL360 PRO SVC	\$12,835.40	1 for 60 mo(s)	\$12,835.40
35	H9VP3E	Aruba 5Y FC NBD Exch EDU/R DL360 ApplSVC	\$11,913.11	2 for 60 mo(s)	\$23,826.22
36	HA0G0E	Aruba 5Y FC 24x7 EDU/R ClearPass AC5KSVC	\$11,999.78	1 for 60 mo(s)	\$11,999.78
37	HT9C7E	Aruba 5Y FC 24x7 EDU/R ClearPassAC10KSVC	\$18,874.52	1 for 60 mo(s)	\$18,874.52
38	H8BG8E	ARUBA 5Y FC NBD EXCH ED/R7008BCHCNTRLSVC	\$888.53	3 for 60 mo(s)	\$2,665.59
39	H7TR3E	Aruba 5Y FC NBD Exch ED/R 7030 Cntrl SVC	\$2,382.81	4 for 60 mo(s)	\$9,531.24
40	H7UQ1E	Aruba 5Y FC NBD Exch ED/R 7210 Cntrl SVC	\$5,785.51	2 for 60 mo(s)	\$11,571.02
41	Discount-Executive	Discount-Executive	\$-30,460.41	1	(\$30,460.41)
Comments: Technology Credit for Net New Customer Discount					
Total (Aruba):					\$790,111.81

Professional Services

Design/Survey

42	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$5,607.00	1.0000	\$5,607.00
		Deliverable: TCC Wireless Design Project Kickoof and Design Workshop			
43	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$34,265.00	1.0000	\$34,265.00
		Deliverable: TCC Main Campus Design			
44	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$3,115.00	1.0000	\$3,115.00
		Deliverable: TCC Gadsden Center Design			
45	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$11,214.00	1.0000	\$11,214.00
		Deliverable: TCC Ghazvini Center Design			
46	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$1,869.00	1.0000	\$1,869.00
		Deliverable: TCC Transportation Center Design			
47	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$1,869.00	1.0000	\$1,869.00
		Deliverable: TCC Wakulla Center Design			

48	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$1,869.00	1.0000	\$1,869.00
		Deliverable: TCC Wakulla Environmental Institute Design			
49	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$2,492.00	1.0000	\$2,492.00
		Deliverable: TCC Wireless Design Closeout			
50	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$1,600.00	1.0000	\$1,600.00
		Deliverable: TCC Center For Innovation Design			
51	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$5,400.00	1.0000	\$5,400.00
		Deliverable: TCC Florida Public Safety Institute Design			
Total (Design/Survey):					\$69,300.00
Implementation					
52	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$7,128.00	1.0000	\$7,128.00
		Deliverable: TCC Wireless Implementation Project Kickoff and Workshop			
53	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$17,820.00	1.0000	\$17,820.00
		Deliverable: TCC Wireless Core Implementation			
54	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$44,550.00	1.0000	\$44,550.00
		Deliverable: TCC Main Campus Implementation			
55	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$14,256.00	1.0000	\$14,256.00
		Deliverable: TCC Gadsden Center Implementation			
56	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$19,602.00	1.0000	\$19,602.00
		Deliverable: TCC Ghazvini Center Implementation			
57	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$5,346.00	1.0000	\$5,346.00
		Deliverable: TCC Transportation Center Implementation			
58	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$14,256.00	1.0000	\$14,256.00
		Deliverable: TCC Wakulla Center Implementation			
59	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$14,256.00	1.0000	\$14,256.00
		Deliverable: TCC Wakulla Environmental Institute Implementation			
60	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$16,038.00	1.0000	\$16,038.00
		Deliverable: TCC Knowledge Transfer			
61	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$14,256.00	1.0000	\$14,256.00
		Deliverable: TCC Wireless Implementation Documentation			
62	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$10,692.00	1.0000	\$10,692.00
		Deliverable: TCC Wireless Implementation Project Closeout			
63	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$12,850.00	1.0000	\$12,850.00
		Deliverable: TCC Center for Innovation Implementation			
64	PS-SVC-FF	Fixed Fee for Presidio employee labor	\$43,000.00	1.0000	\$43,000.00
		Deliverable: TCC Florida Public Safety Institute Implementation			
Total (Implementation):					\$234,050.00



QUOTE: 2001119917360-04

DATE: 08/21/2019

PAGE: 4 of 4

Total (Professional Services): \$303,350.00

Sub Total:	\$1,093,461.81
Grand Total:	\$1,093,461.81

Quote valid for 30 days from date shown above. Prices may NOT include all applicable taxes and shipping charges. All prices subject to change without notice. Supply subject to availability.

This quotation subject to Presidio Standard Terms and Conditions as follows:

Credit: Net 30 Days (all credit terms subject to prior Presidio credit department approval)

The price included herein reflects a 3% discount for payment by cash, check or wire transfer. This discount will not apply in the event that customer pays using a credit card or debit card.

Client understands and agrees to its obligation, that applicable sales tax will apply to the quoted services on a by site location basis.

Delivery: FOB origin (FOB destination (CONUS) applicable to Federal Government Customers only) Orders shipped from a manufacturer to Presidio at customer request for warehousing, configuration, storage or otherwise, shall be deemed to have been shipped to customer FOB origin.

Changes to the above Terms and Conditions must be accepted in writing by Presidio Networked Solutions

Preprinted terms appearing on Customer Purchase Orders must be accepted in writing by Presidio Networked Solutions to be applicable.

Size Business: Large; CAGE Code: 0KD05; DUNS 15-405-0959; CEC: 15-506005G; Tax ID# 58-1667655

Product is warranted by the Manufacturer, not by Presidio Networked Solutions. Please consult Manufacturer for warranty terms.

Opened product is non-returnable. Unopened equipment is non-returnable after 30 days from shipment date. Presidio reserves the right to deny RMA requests in the event the Manufacturer will not provide for an authorized return. If integration of product is performed at a Presidio facility, transfer of ownership occurs as of inception of integration regardless of shipment terms as manufacturers will not accept return of open product.

Please inspect equipment thoroughly against packing list before opening.

Pricing for Professional Services are best-effort estimates only. Actual pricing will be finalized as part of a mutually-agreeable Statement of Work.

Import Clearance and Documentation - Customer shall be responsible for the Customs clearance process, where applicable, and for obtaining any and all required license and permits as well as satisfying any formalities required to import the Products into the Territory in accordance with all applicable laws and regulations, including but not limited to the payment of duties, taxes, surcharges, fees and any special assessments and take all other actions required in connection with the importation and Customs clearance of Products. Customer shall be responsible for ensuring documentation necessary for the import and Customs clearance process and recordkeeping meets all applicable laws and regulations.

Export Controls - (i) Customer shall comply with all applicable Export Control Laws, including but not limited to the U.S. Department of Commerce's Export Administration Regulations, in the performance of this Agreement and in the import, export, re-export, shipment, transfer, use, operation, maintenance, repair or disposal of Products and any related parts, components, accessories, know-how or technology. "Export Control Laws" means all export control, economic sanction and antiboycott laws and regulations of the United States and other jurisdictions, including but not limited to the U.S. Export Administration Regulations, the U.S. International Traffic in Arms Regulations and the U.S. Department of Treasury's economic sanctions regulations. (ii) Product and any related parts, components, accessories, know-how and technology must not be re-exported or transferred to restricted persons and sanctioned countries designated by the U.S. Government, including Cuba, Iran, North Korea, Sudan and Syria, unless authorized in advance by the Company and the U.S. Government. (iii) Customer acknowledge that transfers of Product and any related parts, components, accessories, know-how and technology may be subject to the terms and conditions of an export license, license exception or other authorization pursuant to Export Control Laws. Customer agree to comply fully with the terms of any licenses, license exceptions or authorizations and to provide Presidio Networked Solutions access to records needed to confirm such compliance upon request. (iv) Customer further acknowledges that certain Products may contain encryption and may be restricted for export, re-export, shipment or transfer to government end users in certain countries.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date



**Delta
Technologies, Inc.**

Low Voltage Systems Integrator

- ▶ Structured Cabling
- ▶ Optical Fiber
- ▶ Access Control
- ▶ Fire & Intrusion Alarms
- ▶ Campus & Outside Plant Cabling

- ▶ CCTV
- ▶ Audio / Video
- ▶ Paging & Public Address
- ▶ Switches, Hubs, & Routers
- ▶ Emergency Monitoring Services



Date: August 20, 2019
 To: Jason Fowler
 Title:
 Agency: Tallahassee Community College
 Address: Appleyard Drive
 Tallahassee, Florida
 Telephone:
 Facsimile:
 Location: T.C.C. Cat 6 cabling and access points all locations

Proposal #: 09118
 From: Tom Waldron
 Title: Project Manager
 Company: **Delta Technologies, Inc.**
P.O. Box 2301
Tallahassee, Florida 32316-2301
 Telephone: (888) 575-3977
 Facsimile: (850) 575-3908
 F.E.I.D.: 59-3294396

Proposal

Item	Description	Qty.	Unit Price	Extended Price
#1	One cat 6 drop (plenum) to each location	625	169.20	105,750.00
#2	48 port discrete patch panels (4)	4	85.00	340.00
#3	24 port discrete patch panels (35)	35	60.00	2,100.00
#4	12 port discrete patch panels (16)	16	30.00	480.00
#5	Labor to Install AP'S and hardware inside (625)	625	20.00	12,500.00
#6	Labor to Install AP'S and hardware outside (53)	53	47.00	2,491.00
#7	Cat 5 hooks for cable support in ceiling	375	5.65	2,118.75
#8	Cat 6 patch cables 7'	690	5.00	3,450.00
#9	Labor to install sleeves (2" and 4" conduits)	52	44.00	2,288.00
#10	Cat 6 inserts for discrete panels	690	5.25	3,622.50
# 11	Dig up fiber at trailer run new piece (100') from road to trailer, install splice kits(2) fiber can (1)fiber splices (12) and terminate sc connectors (12 Driving Range Trailer	1	1,700.00	1,700.00
				-
				-
				-
Total				\$ 136,840.25

Customer Acceptance (Authorized Signature): _____
Name (Please Print): _____
Title: _____
Date: _____

This quote expires in thirty days. Delivery will be 30 days upon receipt of purchase order unless otherwise noted.

Please remit purchase orders to the address listed above.

Terms and Conditions of Sale: All orders are C.O.D. unless open account credit approval has been established prior to shipping. All credit terms subject to approval by the Delta Technologies, Inc. credit manager. With approved credit, Buyer shall pay the purchase price within thirty (30) days from the date of completion of work. In the event Buyer fails to pay the total price within said thirty (30) day period, Seller shall be entitled to collect an interest charge of the lesser of 1.5% per month or the maximum rate allowed by applicable laws applied to the unpaid purchase price. Seller shall also be entitled, in the addition to all other remedies available at law or in equity, to recover reasonable attorneys' fees and/or other expenses in collecting the purchase price or otherwise enforcing or successfully defending itself in respect of this sales contract. Venue shall be Leon County, Florida.

852A Blountstown Hwy
Tallahassee, FL 32304

7010 NW 23rd Way, Suite B
Gainesville, FL 32653

421 West Oak Ave
Panama City, Florida 32401

(850) 575-3977 (850) 575-3908 fax

(352) 379-3977 (352) 379-3972 fax

(850) 209-0628 (850) 769-6639 fax

Licensed in Florida (EF-20000414, ES-0000212), Georgia (LU405002) and Alabama (1633)



**Delta
Technologies, Inc.**

- ▶ Structured Cabling
- ▶ Optical Fiber
- ▶ Access Control
- ▶ Fire & Intrusion Alarms
- ▶ Campus & Outside Plant Cabling

- ▶ CCTV
- ▶ Audio / Video
- ▶ Paging & Public Address
- ▶ Switches, Hubs, & Routers
- ▶ Emergency Monitoring Services



Low Voltage Systems Integrator

Date: August 20, 2019
 To: Jason Fowler
 Title:
 Agency: Tallahassee Community College
 Address: Appleyard Drive
 Tallahassee , Florida
 Telephone: 201 7777
 Facsimile:
 Location: **Center for innovation 2nd and 3rd floor**

Proposal #: 8071
 From: Tom Waldron
 Title: Project Manager
 Company: **Delta Technologies, Inc.**
P.O. Box 2301
Tallahassee, Florida 32316-2301
 Telephone: (888) 575-3977
 Facsimile: (850) 575-3908
 F.E.I.D.: 59-3294396

Proposal

Item	Description	Qty.	Unit Price	Extended Price
#1	One cat 6 drop plenum to each location for AP'S (515 units)	12	169.20	2,030.40
#2	12 port discrete patch panel	2	30.00	60.00
#3	Labor to install AP'S	12	35.00	420.00
#4	Six strand m/m fiber from 4th floor to 3rd floor	70	1.50	105.00
#5	Fiber can loaded with sc couplers	1	75.00	75.00
#6	Fiber terminations SC connectors M/M leave 4 strands dark	4	25.00	100.00
#7	Cat 6 inserts for discrete patch panels	12	5.25	63.00
	Total			2,853.40
				-
				-
	All dorms new and old and Dorm Annex Bldg.			-
				-
	labor to install 303H AP"S	233	15.00	3,495.00
	One cat 6 drop plenum to each location for AP"S	11	169.20	1,861.20
	12 port discrete patch panel	3	30.00	90.00
	Cat 6 inserts for discrete panels	11	5.25	57.75
	Total			5,503.95

Customer Acceptance (Authorized Signature): _____

Name (Please Print): _____

Title: _____

Date: _____

This quote expires in thirty days. Delivery will be 30 days upon receipt of purchase order unless otherwise noted.

Please remit purchase orders to the address listed above.

Terms and Conditions of Sale: All orders are C.O.D. unless open account credit approval has been established prior to shipping. All credit terms subject to approval by the Delta Technologies, Inc. credit manager. With approved credit, Buyer shall pay the purchase price within thirty (30) days from the date of completion of work. In the event Buyer fails to pay the total price within said thirty (30) day period, Seller shall be entitled to collect an interest charge of the lesser of 1.5% per month or the maximum rate allowed by applicable laws applied to the unpaid purchase price. Seller shall also be entitled, in the addition to all other remedies available at law or in equity, to recover reasonable attorneys' fees and/or other expenses in collecting the purchase price or otherwise enforcing or successfully defending itself in respect of this sales contract. Venue shall be Leon County, Florida.

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7010 NW 23rd Way, Suite B

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