

MEETING DATE: December 13, 2021

AGENDA ITEM: Consider Approval of Technology Purchases for McAnally Middle School and Aledo Middle School

PRESENTER: Brooks Moore, Director of Technology and Earl Husfeld, Chief Financial Officer

BACKGROUND INFORMATION:

- Per Board Policy CH (Local), any single, budgeted purchase of goods or services that costs \$50,000 or more, regardless of whether the goods or services are competitively purchased, shall require Board approval before a transaction may take place.
- As we discussed during the November 15, 2021 board meeting, with McAnally Middle School opening in August 2022, the District needs to purchase several technology related items that are not included within the 2019 bond construction contract with Satterfield and Pontikes. These technology items include Promethean boards with portable stands and computers and teacher iPads for each classroom, monitors and keyboards for office staff and student labs, as well as security cameras.
- With Aledo Middle School opening new building additions over the next several months, the District will need to provide security cameras for these new areas. These security cameras are to be provided by the District and are not included in the construction contract.
- In an effort to receive the best pricing available, the District is recommending the purchase of all needed security cameras for these two (2) campuses at the same time.
- In consideration of potentially long lead times due to the COVID-19 pandemic, we are presenting this item to you at this time for consideration/action.

FISCAL INFORMATION:

The cost of these items, \$653,076.00, will be paid from 2019 bond funds allocated to McAnally Middle School and Aledo Middle School.

ATTACHMENTS:

Purchases/Quotes/Proposals for Consideration/Approval and Quotes/Proposals from Advanced Connections, Inc., ProComputing, ByteSpeed, Apple, Inc., and Dell.

ADMINISTRATIVE RECOMMENDATION:

The Administration recommends the Board of Trustees approve the technology purchases for McAnally Middle School and Aledo Middle School as presented.

ALEDO INDEPENDENT SCHOOL DISTRICT PURCHASES/QUOTES/PROPOSALS FOR CONSIDERATION/APPROVAL DECEMBER 13, 2021

BID/COOPERATIVE	DESCRIPTION/FUNDING SOURCE	AMOUNT	RECOMMENDED VENDOR(S)
BuyBoard #603-20	Security Cameras and Installation for Aledo Middle	\$65,509.00	Advanced Connections, Inc.
	School (2019 Bond Funds)		,
BuyBoard #603-20	Security Cameras and Installation for McAnally Middle School (2019 Bond Funds)	\$143,737.00	Advanced Connections, Inc.
TIPS #210101	Promethean Boards for McAnally Middle School (2019 Bond Funds)	\$335,745.00	ProComputing
TIPS #200105	Computers for each Promethean Board at McAnally Middle School (2019 Bond Funds)	\$51,759.00	ByteSpeed
TX DIR-TSO-3789	Teacher iPads for McAnally Middle School (2019 Bond Funds)	\$23,520.00	Apple, Inc.
TX DIR-TSO-3763	Monitors and Keyboards for Office Staff and Student Labs at McAnally Middle School (2019 Bond Funds)	\$32,806.00	Dell





Monday, November 1, 2021

Aledo ISD

Attn: Richard Pospech

RE: Aledo Middle School

Advanced Connections is pleased to offer the following quote to install (59) AXIS cameras and (59) Salient CompleteView licenses to the existing Salient CompleteView Servers.

CONTRACT DOCUMENTS

• Email request for quote on November 1, 2021. Per Richard Pospech.

Please review the Scope of Work below carefully as this document our understanding of your requirements. Any additional work required beyond that detailed below will result in additional costs.

Surveillance: Salient CompleteView 20/20 Enterprise 59 cameras

- Provide and install (40) Axis 2MP IR Interior Dome Cameras.
- Provide and install (8) Axis 15MP Multi-sensor Exterior Dome Cameras.
- Provide and Install (11) Axis 4K outdoor Dome Cameras.
- Provide and Install (19) T94T01D Pendant kits.
- Provide and Install (19) T91D61 Wall Mounts.
- Provide and Install (5) T94TP01B Corner Mounts.
- Provide and Install (2) T91E61 Wall Mounts.
- Provide and Install (2) T94K01D Pendant kits.
- Provide and install (60) Salient Complete View Camera Licenses.
- Provide programming of cameras into existing Salient Server.

Project Pricing: \$65,509.00

Tax is not included

Notes/Exceptions:

- *Servers provided by others.
- *POE Switches to be provided by others.
- *Conduit, EMT to be provided by others.
- *Cable, patch cords, jacks are to be provided by Division 27.
- *IP addresses are to be provided by others.
- *120V AC power to be provided by others.



BUILT FOR THE FUTURE

TX#B15062



QTY	Description	Price	Total
40	AXIS P3245-LV 2MP OUTDOOR DOME CAMERA	\$ 466.23	\$ 18,649.20
8	AXIS P3719-PLE 15 MP 360 DOME CAMERA	\$ 1.287.56	\$ 10,300.48
11	AXIS P3248-LVE 4K OUTDOOR DOME	\$ 884.95	\$ 9,734.45
19	AXIS T94T01D PENDANT KIT	\$ 39.46	\$ 749.74
19	AXIS T91D61 WALL MOUNT	\$ 67.64	\$ 1,285.16
5	AXIS T94TP01B CORNER MOUNT	\$ 63.62	\$ 318.10
2	AXIS T91E61 WALL MOUNT	\$ 31.41	\$ 62.82
2	AXIS T94K01D PENDANT KIT	\$ 31.41	\$ 62.82
60	SYMMETRY COMPLETEVIEW 20/20 ENTERPRISE 1 IP	\$ 163.44	\$ 9,806.40
1	Labor		\$ 14,540.00
	TOTAL		\$ 65,509.00

- Due to the current market conditions of copper cable and electronic components the above price is good for thirty (30) days from the quoted date.
- Due to current market condition both copper and electronic component orders may experience extremely long lead times.

Security Notes and Assumptions

Client Responsibilities

- 1. Network configuration and support from the customer's IT department
- 2. All 120VAC electrical requirements to Advanced Connections, Inc. equipment shall be provided and installed by others to Advanced Connections, Inc. specified locations.
- 3. All LAN connections and phone line cross-connects to Advanced Connections, Inc. equipment shall be provided and installed by others.
- 4. The customer is required to provide a single point of contact for all project communications and decisions. Timely responses are required to meet project timelines and budgets.
- 5. Client will provide IP address for the DVR.

Notes and Assumptions

- A. All installation labor, final connections, and testing shall be performed during normal business hours of Monday through Friday 8:00 AM to 5:00 PM.
- B. Standard 1-year warranty applies to equipment supplied by Advanced Connections, Inc.
- C. Standard 1-year warranty applies to labor supplied by Advanced Connections, Inc.
- D. Supply and installation of conduit or wire mold, except where noted herein, furnished with pull lines is not included.





- E. Provision of space for and a suitable operating environment for any electronic equipment in field locations as well as, equipment at the monitoring/control location is not included and is responsibility of the customer.
- F. Additional Materials and/or Work: Data for the preparation of the proposal is based on existing site conditions and/or site plans and blueprints available to Advanced Connections, Inc. at the time the proposal was prepared. Any changes in site conditions and/or blue-prints which occur after proposal preparation that may have cost and/or operational impact will be subject to a change order which may be above or below the original proposal (contract) price.
- G. Lightning Protection: Equipment furnished and installed by Advanced Connections, Inc. is provided with the equipment manufacturer's standard lightning and/or transient protection. NO GUARANTEE IS PROVIDED AGAINST EQUIPMENT AND/OR SYSTEM DAMAGE DUE TO EITHER LIGHTNING AND/OR LINE POWER TRANSIENTS.
- H. EXISTING DEVICES: If applicable, existing field devices which are re-used are assumed to be in satisfactory operating condition. Troubleshooting and/or repair of existing devices will be performed by Advanced Connections, Inc. on a time and material basis.
- I. Appropriate furniture or shelving of equipment is not included unless otherwise noted in the Scope of Work provide by Advanced Connections, Inc.
- J. Elimination of electromagnetic interference or RFI interference which may hinder operation of system is responsibility of customer.

All invoices are due net upon receipt unless otherwise noted by Advanced Connections, Inc. Upon receipt of payment for the initial down payment invoice and a signed purchase order, a Project Manager will contact the client to schedule the project.

Work on site will not begin until the initial down payment is received. Advanced Connections, Inc. reserves the right to charge interest for any invoice over 45 days old. The interest rate charged will be the full amount allowed by law.

By requesting work from ACI, Aledo ISD accepts the terms of this proposal and Aledo ISD agrees that the proposal's terms will govern any work ACI performs for Aledo ISD absent a written agreement signed by ACI and Aledo ISD.

The above price is good for sixty days from the quoted date. All cabling carries a 1-year warranty for parts and labor from Advanced Connections Inc. Any manufacture warranty will apply. Any applicable taxes will be added to the final invoice. Approval for this job can be faxed to (832) 674-8590.

We look forward to working with you on your security requirements, and thank you for considering Advanced Connections Inc. If you should have any questions regarding this proposal, please do not hesitate to give me a call at (972) 655-6258, or e-mail me at perry.clark@acicabling.com

Sincerely,

Perry Clark

Solutions Manager - Security and Low Voltage

Dallas-Houston-San Antonio-Austin





Monday, November 1, 2021

Aledo ISD

Attn: Richard Pospech

RE: McAnally Middle School

Advanced Connections is pleased to offer the following quote to install (134) Axis cameras and (134) Symmetry CompleteView licenses to the existing Salient CompleteView Servers.

CONTRACT DOCUMENTS

• Email request for quote on November 1, 2021. Per Richard Pospech.

Please review the Scope of Work below carefully as this document our understanding of your requirements. Any additional work required beyond that detailed below will result in additional costs.

Surveillance: Salient CompleteView 20/20 Enterprise 134 cameras

- Provide and install (96) Axis 2MP IR Interior Dome Cameras.
- Provide and install (15) Axis 15MP Multi-sensor Exterior Dome Cameras.
- Provide and Install (23) Axis 4K outdoor Dome cameras.
- Provide and install (38) T94T01D Pendant kit
- Provide and Install (38) T91D61 Wall Mounts.
- Provide and install (4) T94TP01B Corner Mounts.
- Provide and Install (5) T91E61 Wall Mounts.
- Provide and Install (5) T94K01D Pendant kits.
- Provide and install (134) Symmetry Complete View Camera Licenses.
- Provide and install (4) Transition Hardened POE+ Switches.
- Provide and Install (4) Transition 48VDC Power Supplies.
- Provide and Install (4) Transition SFP 1000BASE.
- Provide programming of cameras into existing Salient Server.

Project Pricing: \$143,737.00

Tax is not included

Notes/Exceptions:

*Servers provided by others.





- *POE Switches to be provided by others.
- *Conduit, EMT to be provided by others.
- *Network Cable, Fiber to light poles, Fiber patch cables, patch cords, jacks are to be provided by Division 27.
- *IP addresses are to be provided by others.
- *120V AC power to be provided by others.

QTY	Description	Price	Total
96	AXIS P3245-LV 2MP OUTDOOR DOME CAMERA	\$ 466.23	\$ 44,758.08
15	AXIS P3719-PLE 15 MP 360 DOME CAMERA	\$ 1,287.56	\$ 19,313.40
23	AXIS P3248-LVE 4K OUTDOOR DOME	\$ 884.95	\$ 20,353.85
38	AXIS T94T01D PENDANT KIT	\$ 39.46	\$ 1,499.48
38	AXIS T91D61 WALL MOUNT	\$ 67.64	\$ 2,570.32
4	AXIS T94TP01B CORNER MOUNT	\$ 63.62	\$ 254.48
5	AXIS T91E61 WALL MOUNT	\$ 31.41	\$ 157.05
5	AXIS T94K01D PENDANT KIT	\$ 31.41	\$ 157.05
134	SYMMETRY COMPLETEVIEW 20/20 ENTERPRISE 1 IP	\$ 163.44	\$ 21,900.96
4	TRANSITION NETWORKS HARDENED POE+ SWITCH 1 PORT	\$ 315.10	\$ 1,260.40
4	TRANSITION NETWORKS 48VDC POWER SUPPLY	\$ 129.00	\$ 516.00
4	TRANSITION NETWORKS SFP 1000BASE	\$ 62.95	\$ 251.80
1	Labor		\$ 30,745.00
	Total		\$143,737.00

- Due to the current market conditions of copper cable and electronic components the above price is good for thirty (30) days from the quoted date.
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- 3. All LAN connections and phone line cross-connects to Advanced Connections, Inc. equipment shall be provided and installed by others.
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- B. Standard 1-year warranty applies to equipment supplied by Advanced Connections, Inc.
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- D. Supply and installation of conduit or wire mold, except where noted herein, furnished with pull lines is not included.
- E. Provision of space for and a suitable operating environment for any electronic equipment in field locations as well as, equipment at the monitoring/control location is not included and is responsibility of the customer.
- F. Additional Materials and/or Work: Data for the preparation of the proposal is based on existing site conditions and/or site plans and blueprints available to Advanced Connections, Inc. at the time the proposal was prepared. Any changes in site conditions and/or blue-prints which occur after proposal preparation that may have cost and/or operational impact will be subject to a change order which may be above or below the original proposal (contract) price.
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Sincerely,

Perry Clark

Solutions Manager - Security and Low Voltage

Dallas-Houston-San Antonio-Austin



ProComputing

P.O. Box 2720 Grapevine, TX 76099 Phone: (214) 634-2450 PROPOSAL: 148658 DOC. TYPE: SQ DATE: 12/1/2021

SHIP VIA:

REP: FRANKS, JUSTIN

SOLD TO: ALEDO ISD

ACCOUNTS PAYABLE 1008 BAILEY RANCH RD ALEDO, TX 76008-4407 PH. (817) 441-8327 SHIP TO: ALEDO ISD

1008 BAILEY RANCH RD ALEDO, TX 76008-4407 PH. (817) 441-8327

Account:	100021	Reference:		Terms:	Net 15 Days			
Iten	n Number	Description			Quanti	ity	Price	Extended
AP7E	E-B75-NA-1		nium 75" - 4 x Pen, Ve e pack included. ActivIr	sa Mount, Ispire	WIFI 81		\$2,695.00	\$218,295.00
A D.M	ITVDOCC D		tion available FOC	t- 00\	01		405.00	47.COF.00
APM	5YROSS-B	Extension, On	dium (for Titanium IFPs Site Support, 5 years	up to 80)	- 81		\$95.00	\$7,695.00
2	180A12		00-70 (41-70KG) tension MOUNT for use with int	ned HEIGH eractive fla	HT 81 t pa		\$685.00	\$55,485.00
48	1A71001		0 MOBILE STAND MIX				\$495.00	\$40,095.00
TV	INSTALL	Mobile Insatlla	tion		81		\$175.00	\$14,175.00
	TIPS	TIPS (Contract Products and S	# 210101) Technolog Services	y Solutions	5, 1		\$0.00	\$0.00
						Sub-Total:		\$335,745.00
						Tax:		\$0.00
						Total:		\$335,745.00

FOR ELECTRONIC INVOICING:

SEND REQUEST TO: e-invoice@procomputing.com with your designated email address



Moorhead, MN 56560 Fax: 218.227.0498

Quote Terms: Net 30

Quote ID: Q-47139-Z6S0-1

To: Account Manager:

Aledo ISD **Brooks Moore** Scott Bleth

Phone: (218) 227-0450

Email: sbleth@bytespeed.com

Summary

Total Amount: \$51,759.00 Effective Until: 1/1/2022

TIPS # 200105

Details				
Quantity	Product ID	Product	Price	Sub Total
81	H470S	BYTESPEED PERFORMANCE H470S MINI	\$639.00	\$51,759.00
81	10M2026	CASE, DESKMINI H470W, HDMI, DP, VGA, USB3.1 X5, USB-C X2, AX		
81	20P5145	PROCESSOR, INTEL I5-10400 HEXACORE, 2.9GHz, LGA1200,		
81	25M5155	MEMORY, KINGSTON 8GB DDR4 3200MHz NON-ECC 1Rx16,		
81	35Z1900	SSD, SAMSUNG 980 250GB PCIE NVME M.2, MZ-V8V250B/AM		
81	10M2000-2	ACCESSORY, VESA MOUNT FOR H310S/A300S, DeskMini VESA		
81	CUST_OS	CUSTOMER HAS OWN BASE OPERATING SYSTEM LICENSE		
81	LOADNOTHING	LOAD NOTHING		
81	55S1595	KEYBOARD, LOGITECH K120, 920-002478		
81	55P2030	MOUSE, LOGITECH B100 USB, 910-001439		
81	55S2020	MOUSEPAD, BYTESPEED		
81	SHIPPING-4	FREE SHIPPING FOR MINI PC		
81	WARRANTY-17	STANDARD 5-YEAR WARRANTY		

SubTotal	\$51,759.00
Total Tax	\$0.00
Shipping	
Total	\$51,759.00

Apple Inc. Education Price Quote

Customer: TX DIR

ALEDO ISD TX DIR

email: bmoore@aledoisd.org

Apple Inc:

Wade Hoelting 5505 W Parmer Lane

Bldg 7

Austin, TX 78727

Phone: +1-512-6746817 email: whoelting@apple.com

Apple Quote: 2210787360

Quote Date: Friday, December 03, 2021

Quote Valid Until: Sunday, January 02, 2022

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

DIR-TSO-3789

Row #	Details & Comments	Qty	Unit List Price	Extended List Price
1	10.2-inch iPad Wi-Fi 64GB - Space Gray (10-pack) Part Number: MK2Y3LL/A	80	\$294.00	\$23,520.00
		Edu List Price	e Total	\$23,520.00
		– Additional T	-ax	\$0.00
		– Estimated T	ax	\$0.00
		Extended Tot	tal Price*	\$23,520.00
		Tax		does not include Sales s are included. Standard

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2210787360. Please contact your institution's Authorized Purchaser to submit the above quote online. For account access or new account registration, go to https://ecommerce.apple.com. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - For registration assistance, call 1.800.800.2775
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.

• For more information, go to provision C below, for details.

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS WHICH CAN CHANGE ON SUBSEQUENT QUOTES:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE, CONTACT contracts@apple.com.
- B. ALL SALES ARE FINAL. PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE. ALL FORMAL PURCHASE ORDERS SUBMITTED BY EMAIL MUST SHOW THE INFORMATION BELOW:
 - APPLE INC. AS THE VENDOR
 - BILL-TO NAME AND ADDRESS FOR YOUR APPLE ACCOUNT
 - PHYSICAL SHIP-TO NAME AND ADDRESS (NO PO BOXES)
 - PURCHASE ORDER NUMBER
 - VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL Sunday, January 02, 2022 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
 - APPLE MAY MODIFY OR CANCEL ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF IT CONTAINS A TYPOGRAPHIC OR OTHER ERROR.
- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

Opportunity ID: https://ecommerce.apple.com

Fax:

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Document rev 10.6.1

Date of last revision - June 20th, 2016



A quote for your consideration

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your **Premier page**, or, if you do not have Premier, use this **Quote to Order**.

Quote No. 3000106927829.1 Total \$32,806.00

Customer # 82002692 Quoted On Dec. 03, 2021 Expires by Jan. 02, 2022

Texas Department of

Contract Name Information Resources (TX

DIR)

Contract Code C000000006841 Customer Agreement # TX DIR-TSO-3763

Deal ID 22547511

Sales Rep Jake Fennis

Phone (800) 456-3355, 80000
Email Jacob_Fennis@Dell.com
ACCOUNTS PAYABLE

ALEDO ISD

1008 BAILEY RANCH RD ALEDO, TX 76008

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards, Jake Fennis

Shipping Group

Shipping To MATT ODOM ALEDO ISD 117 VERNON RD ALEDO, TX 76008-3101 (817) 992-9905 Shipping Method Standard Delivery

Product	Unit Price	Quantity	Subtotal
Dell 24 USB-C Hub Monitor - P2422HE, 60.5cm (23.8")	\$296.11	100	\$29,611.00
Dell MS116 Wired Mouse and KB216 Keyboard Bundle	\$31.95	100	\$3,195.00

 Subtotal:
 \$32,806.00

 Shipping:
 \$0.00

 Environmental Fee:
 \$0.00

 Non-Taxable Amount:
 \$32,806.00

 Taxable Amount:
 \$0.00

 Estimated Tax:
 \$0.00

Total:

\$32,806.00

Shipping Group Details

Shipping To MATT ODOM ALEDO ISD 117 VERNON RD ALEDO, TX 76008-3101 (817) 992-9905

Shipping Method

Standard Delivery

			Quantity	Subtotal
Dell 24 USB-C Hub Monitor - P2422HE, 60.5cm (23.8") Estimated delivery if purchased today: Feb. 11, 2022 Contract # C000000006841 Customer Agreement # TX DIR-TSO-3763		\$296.11	100	\$29,611.00
Description	SKU	Unit Price	Quantity	Subtotal
Dell 24 USB-C Hub Monitor - P2422HE	210-BBCH	-	100	-
Dell Limited Hardware Warranty	814-5380	-	100	-
Advanced Exchange Service, 3 Years	814-5381	-	100	-
			Quantity	Subtotal
Dell MS116 Wired Mouse and KB216 Keyboard Bundle Estimated delivery if purchased today: Dec. 13, 2021 Contract # C000000006841 Customer Agreement # TX DIR-TSO-3763		\$31.95	100	\$3,195.00
Description	SKU	Unit Price	Quantity	Subtotal
Dell MS116 Wired Mouse and KB216 Keyboard Bundle	203-BBGT	-	100	-
			Subtotal: Shipping: nental Fee: mated Tax:	\$32,806.00 \$0.00 \$0.00 \$0.00
			Total:	\$32,806.00

Important Notes

Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to Tax_Department@dell.com or ARSalesTax@emc.com, as applicable.

Governing Terms: This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at www.dell.com/terms), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified on the Offer Specific Terms referenced below); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

Supplier Software Licenses and Services Descriptions: Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on www.Dell.com/eula. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at www.dellemc.com/en-us/customer-services/product-warranty-and-service-descriptions.htm.

Offer-Specific, Third Party and Program Specific Terms: Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on www.dell.com/offeringspecificterms ("Offer Specific Terms").

In case of Resale only: Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the enduser and provide written evidence of doing so upon receipt of request from Supplier.

In case of Financing only: If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.