

Lakeland Joint School District #272

5506 N. Washington St.
Rathdrum, ID 83858
208-687-0431



**LJSD Vision: A community committed to academic excellence ...
dedicated to student success.**

BOARD AGENDA ACTION ITEM **REQUEST**

AGENDA ITEM: Approve/Deny UPS Battery Backups & Network Switches Project Bids

MEETING DATE: March 4, 2026

PREPARED BY: Jessica Grantham, Chad Parson, Justin Graupman

INFORMATIONAL SUMMARY:

Information Technology completed a Request for Proposals (RFP) process for UPS Battery Backups and Network Switches. Bid documents were distributed to multiple vendors, and Ednetics was the only responding company.

The scope of the work includes:

- RFP - Network Switches, Stacking Cables, and Installation:
 - Installation of multigig-capable network switches that will allow our existing wireless access points to operate at faster speeds. These switches will be deployed throughout the District at locations with centralized network infrastructure.
- RFP - UPS Battery Backup Units (24) with Installation:
 - Installation of UPS Battery Backups throughout the District to ensure network switches remain operational during power outages. This will allow phones to continue functioning in emergencies.

FINANCIAL CONSIDERATIONS:

The Annual Administrative Window of the Federal E-Rate Program's Emergency Connectivity Fund (ECF) is currently open and accepting applications. An approved contract is the final component needed to complete our ECF application.

Upon approval, the ECF program will reimburse roughly 60% of the project cost. The remaining cost will be covered through Fund 245 - State Technology. There will be no impact on the District's General Fund.

RECOMMENDATION:

We recommend that the Board approve awarding the contract to Ednetics in the amount of:

- \$51,372.71 for UPS Battery Backups
- \$117,316.63 for Network Switches

ATTACHMENTS:

RFP for UPS Battery Backups

RFP for Network Switches

Ednetics Quote for Battery Backups

Ednetics Quote for Switches

REQUEST FOR PROPOSAL

Category TWO

Request(s) Type:

Uninterruptible Power Supply units

470 Number: 260008705

RFP Release Date: December 12, 2025

Deadline for Questions: December 29, 2025

Proposal Due By: January 15, 2026

1 Introduction

1.1 Purpose of Request for Proposal

Lakeland School District (hereinafter, District) is seeking a contract with a company (hereinafter, Proposer) for the following purpose(s):

- Uninterruptible Power Supply units

1.2 Background

The District seeks qualified Respondent(s) to provide equipment and installation.

Any Respondent(s) awarded a contract based on a proposal submitted in response to this RFP will be required to comply with all FCC program regulations as well as any rules established by the Universal Services Administrative Company (USAC) and the Schools and Libraries Division.

1.3 About the District

Lakeland Joint School District is in Rathdrum, Idaho in Kootenai County just north of Coeur d'Alene.

Approximately 4,200 students attend six elementary schools, two middle schools, two high schools, and one alternative school. Approximately 45% of all students qualify for free or reduced-priced meals.

The physical address for the District Office is: 15506 Washington Ave, Rathdrum, ID 83858

2 RFP Details

2.1 Important Dates

RFP Release Date: December 12, 2025

Deadline for Questions: December 29, 2025

Proposal Due By: January 15, 2026

Late proposals will not be accepted under any circumstances.

2.2 Pre-Proposal Conference

There will not be a pre-proposal conference for this RFP.

3 Equipment being requested

3.1 Product Specifications: Uninterruptible Power Supply (UPS)

- Enterprise level protection
- Each UPS must include rack mounting brackets and necessary hardware
- Need to provide Line Interactive protection
- use true Online Double Conversion suitable for Brownout power events
- Provide a minimum of 1000 VA
- Minimum of 6 outlets
- NEMA 5-15p and 5-20p are acceptable

3.2 Total number of devices requested

- 2000 VA units requested: 12
- 1000 VA units requested: 12

3.3 Installation required with removal of end of life UPS units

- New UPS units will be installed in 7 different building locations throughout the school district
- Existing end-of-life UPS units in the building locations will need to be removed and returned to the technology office. We will dispose of them at a later date.

3.4 Reseller Authorization

Respondents must include evidence of reseller authorization in their proposal. If you are the manufacture, state this in your response, as described below.

3.5 References

Respondents must provide three references, preferably from the greater Tri-cities area and from customers of similar size/need. References shall include the following required items:

- Full name
- Company/organization name
- Position at company/organization
- Full address (street address, city, state, zip)
- Telephone number
- Email address
- Name of project or projects completed
- Value of project or projects completed

4 Contents of Proposal

All proposals must include the following:

Brief Agency Background (Required)

No page limit but you are limited to one file (such as a PDF). Please ensure this document includes sufficient information to determine if your organization has the background and experience to complete this project if selected.

Warranty (Required)

Warranties must address, at a minimum: product warranty, connected equipment guarantee, and CEG amount. No page limit but you are limited to one file (such as a PDF). Please include a sample SLA for review of terms.

Pricing (Required)

Proposers may bid on all or part of the services requested.

Reseller Authorization (Required)

No page limit but you are limited to one file (such as a PDF). If you are the manufacture, simply state this in your document.

References (Required)

No page limit but you are limited to one file (such as a PDF).

Additional information (Optional)

No page limit but you are limited to one file (such as a PDF). You may include white papers, technical specifications, and other information. *This will not be scored.*

4.1 Submitting a Proposal

Proposals must be submitted via email to Administrator@lakeland272.org. Proposals submitted using any other method will be deemed non-responsive.

5 Scoring Criteria

The following criteria shall be used to go evaluate bids:

40 points	Price of eligible goods and services
25 points	Quality of proposed solution
15 points	Proposed contract quality /completeness
10 points	Proposed warranty
10 points	References/Past Performance

6 Additional Information

6.1 Addendum and Other Documentation

Any modification of this RFP that results in substantial changes to the Statement of Work will be published in an Addendum to this RFP. This RFP and subsequent addendum, if any, shall be published at the Schools and Libraries Divisions EPC system. It is the responsibility of the Respondent to ensure they have reviewed the RFP and any addendum prior to submitting a proposal.

Proposers may submit questions via email to administrators@lakeland272.org, questions will be answered within two business days and all answers will be distributed to all Proposers via email.

The District reserves the right to not answer some questions if, in the opinion of the District and their agents, the answer is not necessary to provide a qualified bid. For example, the answer to the question "How much are you currently paying for Internet service" is irrelevant because the District expects that each Proposer shall provide the "best and final" offer in their proposals.

Please see the deadline for submitting questions, above.

6.2 Authorized Signature

Every proposal must be signed by the person or persons legally authorized to bind the Proposer to a contract. Proposals submitted by a third-party agent for equipment or services on behalf of another entity, must include a valid letter of authorization, power of attorney, or other documentation sufficient to certify the agent's authority to bind the Proposer.

6.3 Availability of Funds

Awarding of a contract is contingent upon funding through the E-Rate program. If funding is denied, the District is not obligated to complete the project described in this RFP in part or in whole.

6.4 Award of Proposal

The award of any contract that comes from this RFP may be contingent upon the approval of funding from the Schools and Libraries Division of the Universal Services Administration (USAC).

6.5 Award Rights

The District retains the right to award all or part of the work described in Section One, above, to one or more Proposers.

6.6 Cancellation

The District retains the right to cancel this RFP and all supporting documents at any time. Cancellation notices shall be posted as an addendum in the Schools and Libraries Division EPC system.

6.7 Clarifications

The District reserves the right to obtain clarification of any point in the proposal obtaining information necessary to properly evaluate the proposal, including contacting subcontractors if listed in the proposal. Failure of a Proposer or subcontractors to respond to such a request for additional information or clarification may result in the rejection of the proposal. The District's retention of this right shall in no way reduce the responsibility of the Proposer to submit a complete, accurate, and clear proposal.

6.8 Compliance with Local, State, and Federal Laws

The Proposer must know, understand, and comply with all local ordinances and state and federal rules, regulations, and laws related to the competitive bid process.

6.9 Confidentiality

Proposals received in response to this RFP may be subject to public records requests. It is the responsibility of the Proposer to clearly mark any information that is proprietary or otherwise exempt from federal, state, or local public information requests. (c.f. The Freedom of Information Act, 5. USC § 552; Chapters 42.56 RCW). Marking the entire proposal as “proprietary” may result in the rejection of your proposal.

Any information marked as “proprietary” shall be protected to the best of the District’s ability. However, the decision to release proposals remains with the District.

6.10 Conflict of Interest

Potential conflicts of interest shall not automatically result in the rejection of the proposal, but they must be declared with the proposal.

6.11 Cost Allocation and Ineligible Products/Services

The Proposer is responsible for correctly applying cost allocation to otherwise eligible products and services and correctly identifying ineligible products/services on the bid form.

6.12 Cost of Preparing Proposal

All costs incurred in the preparation of the proposal(s) shall be the responsibility of the Proposer and shall not be reimbursed by the District.

6.13 Debarment

The Proposer must not be debarred, suspended, proposed for debarment, voluntarily excluded or otherwise declared ineligible to enter into a contract with the District by any local, state, or federal department or agency. The Proposer agrees to notify the District of any change to this status.

6.14 Design Limitations of this RFP

This RFP is intended to represent a functional description and performance criteria for required systems. The Proposer is responsible for the actual system engineer and design activities that shall lead to the final system configuration (c.f. “Cost of Preparing Proposal” above).

6.15 Errors in the Proposal

Proposers are responsible for all errors and omissions in their proposal and any such errors or omissions shall not serve to diminish their obligations to the District.

6.16 Inconsistencies

In the case of inconsistencies or disputes among the Agreement, the District’s RFP, and the Proposer’s Response to the RFP, the following order of precedence shall prevail in descending order of priority:

1. The Agreement and any written and fully signed amendments thereto.
2. The District’s RFP and any written amendments thereto.

3. The Proposer's Response to the RFP and any authorized written amendment or clarifications thereto.

6.17 Incorporation of the RFP and Proposal in the Final Agreement

This RFP and the selected Proposer's/Proposers' response, including all promises, warranties, commitments, and representations made, shall be binding and incorporated by reference into the District's contract with the Proposer.

6.18 Proposal Disposition

All materials submitted in response to this RFP shall become the property of the District.

6.19 Right to Waive Irregularities

The District reserves the right to waive minor irregularities that do not otherwise impact the mandatory requirements of this RFP. The District also reserves the right to waive mandatory requirements if all of the otherwise responsive proposals failed to meet the requirement and doing so does not materially affect the scope of the project.

6.20 Service Provider Identification Number (SPIN)

Proposer must have a valid SPIN at the time the proposal is submitted and must not be in 'red light' status with the Federal Communications Commission as listed here:

<https://apps.fcc.gov/redlight/login.cfm>

6.21 Severability

If any provision or part of a provision of this Request for Proposal is found invalid, illegal, unenforceable, or in violation of FCC rules, that portion shall be modified or severed from this RFP and the remaining provisions deemed valid and enforceable.

6.22 Taxes and other fees

Current sales taxes and other fees must be included as separate line items in the proposal.

6.23 Terms of Validity

Proposal should be valid for a period of 180 days or greater

6.24 Use of Subcontractors

The Proposer shall, in all cases, serve as the sole point of contact with regard to any subcontracted services, equipment, software, and supplies, and shall ensure that any and all subcontractors comply with the terms of this RFP and subsequent Agreement(s). Responsibility for all work shall be the sole responsibility of the Proposer.

6.25 Withdrawal of Proposal

The Proposer may withdraw their proposal from consideration at any time prior to the bid opening by contacting Lakeland Technology Dept at administrators@lakeland272.org.

REQUEST FOR PROPOSAL

Category TWO

Request(s) Type:

Internal Connections

470 Number: 260008705

RFP Release Date: December 12, 2025

Deadline for Questions: December 29, 2025

Proposal Due By: January 15, 2026

1 Introduction

1.1 Purpose of Request for Proposal

Lakeland School District (hereinafter, District) is seeking a contract with a company (hereinafter, Proposer) for the following purpose(s):

- Layer two switches

1.2 Background

The District seeks qualified Respondent(s) to provide equipment only at six schools.

Any Respondent(s) awarded a contract based on a proposal submitted in response to this RFP will be required to comply with all FCC program regulations as well as any rules established by the Universal Services Administrative Company (USAC) and the Schools and Libraries Division.

1.3 About the District

Lakeland Joint School District is in Rathdrum, Idaho in Kootenai County just north of Coeur d'Alene.

Approximately 4,200 students attend six elementary schools, two middle schools, two high schools, and one alternative school. Approximately 45% of all students qualify for free or reduced-priced meals.

The physical address for the District Office is: 15506 Washington Ave, Rathdrum, ID 83858

2 RFP Details

2.1 Important Dates

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Deadline for Questions: December 29, 2025

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2.2 Pre-Proposal Conference

There will not be a pre-proposal conference for this RFP.

2.3 Questions about this Proposal

All questions, comments, or concerns regarding this RFP must be submitted via email to Administrator@lakeland272.org. *Attempts to contact anyone else regarding this RFP shall be viewed as an attempt to circumvent the competitive bidding process and may result in the disqualification of your bid(s).*

3 Equipment being requested

3.1 Product Specifications: Access layer switches

- Must be compatible with existing Cisco 9300 & 9200 series switches.
- All switches must provide 24 or more POE+ ports
- Minimum 4SFP+ ports to connect at 10gbs or higher.
- Must be capable of stacking at a minimum of 10gbs or higher
- Switches should also provide a Web based management interface as well as a command line management option for setup.

3.2 Replace End of Life Access Layer Switches

The District estimates the need for the following number of Cisco or equivalent switches:

Equipment	# 24 Port POE	# 48 Port POE	Stacking Kits w/ cables
Layer 3 switches	0	1	1
Layer 2 POE switches with 8 MGig ports minimum speeds of 2.5Gb	8	0	8
Layer 2 POE switches with 12 MGig ports minimum speeds of 2.5Gb	0	8	8
Total Switches and Stacking Equip.	8	9	17

3.3 Additional stacking cables

Stacking cables with additional length will be required in some locations

Stacking Cable length requested	# Of cables
1-meter	4
3-meter	3

3.4 Programming and Installation required

- New network equipment will require programming and installation in 7 different buildings through the school district
- New network equipment will need to be joined to existing stacks when possible
- Layer 2 Cisco 9200 switches removed from 6 existing locations will require additional programming and used to replace 2960-x switches in Twin Lakes Elementary

3.5 Reseller Authorization

Respondents must include evidence of reseller authorization in their proposal. If you are the manufacture, state this in your response, as described below.

3.6 References

Respondents must provide three references, preferably from the greater Tri-cities area and from customers of similar size/need. References shall include the following required items:

- Full name
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6.24 Use of Subcontractors

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6.25 Withdrawal of Proposal

The Proposer may withdraw their proposal from consideration at any time prior to the bid opening by contacting Lakeland Technology Dept at administrators@lakeland272.org.

Proposal #
C2-IDLLSD-150126-1

RFP #
20716412-LN26_UPS

470 #
260008705

SPIN #
143008534



EDNETICS PROPOSAL

E-rate 2026: UPS units with installation

January 15, 2026

Prepared for
Justin Graupman, Tech. Coord.
jgraupman@lakeland272.org
(208) 687-4350

Customer
Lakeland School District #272
15506 N Washington St
Rathdrum, ID 83858-8317

Prepared by
Mark Kison
mark@ednetics.com
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www.ednetics.com

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Cover Letter



January 15, 2026

Justin Graupman, Tech. Coord.
Lakeland School District #272
15506 N Washington St
Rathdrum, ID 83858-8317

Dear Justin Graupman,

Thank you for the opportunity to partner with Lakeland School District #272. We're excited about the potential for a meaningful, long-term collaboration.

Ednetics specializes exclusively in serving state, local, and education (SLED) communities across the Western US. We understand that educational and governmental institutions have unique technology needs that differ significantly from traditional business environments. Our deep experience in the SLED sector allows us to deliver tailored solutions that truly support your mission.

As technology, collaboration tools, and cloud services continue to transform education, we're committed to helping districts like yours navigate these changes successfully. We believe public sector communities deserve partners who understand their specific challenges and are dedicated to their success.

Your work in the community makes a real difference, and we're honored to support that impact. Our team is here to provide thoughtful innovation, trusted collaboration, and technology solutions that work for you and the students and families you serve.

I'll serve as your primary contact throughout the proposal process and beyond. Please don't hesitate to reach out with any questions.

Sincerely,

Mark Kison
Account Manager II
mark@ednetics.com
(208) 262-6342



Pricing Proposal



APC UPS units

Line	Part Number	Description	Price	Qty	Ext. Price
1	SRT2200RMXLA	APC Smart-UPS On-Line, 2200VA, Rackmount 2U, 120V, 6x 5-20R+1x L5-20R NEMA outlets, SmartSlot, Extended runtime, W/ rail kit - 3 years repair or replace (excluding battery) and 2 years for battery	\$2,185.49	12	\$26,225.88
2	SRT1000RMXLA	SCHNEIDER ELECTRIC SRT1000RMXLA APC Smart-UPS On-Line, 1000VA, Rackmount 2U, 120V, 6x 5-15R NEMA outlets, SmartSlot, Extended runtime, W/ rail kit - 1000VA/900W double-conversion on-line pure sine wave 2U rackmount UPS	\$1,207.31	12	\$14,487.72
APC UPS units Subtotal					\$40,713.60

Extended runtime batteries

Line	Part Number	Description	Price	Qty	Ext. Price
SRT2200RMXLA					
3	SRT72RMBP	APC Smart-UPS On-Line SRT Rackmount Battery Pack for 2.2kVA Extended runtime model 72V - Black - 2 years repair or replace	\$1,122.04	12	\$13,464.48
SRT1000RMXLA					
4	SRT48RMBP	APC Smart-UPS SRT 48V 1kVA 1.5kVA RM Battery Pack - 2U,Rack-Mountable - Black -net weight:65.9 lb (US) (29.9 kg) - 2 Year Warranty -0 Degree - 40 Degree-0-95 % non-condensing	\$1,115.75	12	\$13,389.00
*Optional Amount:					\$26,853.48

Shipping

Line	Part Number	Description	Price	Qty	Ext. Price
5	SHIPPING	Shipping/Freight Charge - Primary UPS units	\$853.36	1	\$853.36
6	SHIPPING	Shipping/Freight Charge - Optional Extended Runtime Batteries	\$853.36	1*	\$853.36
*Optional Amount:					\$853.36
Shipping Subtotal					\$853.36



Services

Line	Part Number	Description	Price	Qty	Ext. Price
7	EDPROJECT	Project Services - please see attache scope of work for details	\$9,805.75	1	\$9,805.75
Services Subtotal					\$9,805.75

Pricing Section Summary

APC UPS units	\$40,713.60
Shipping	\$853.36
Services	\$9,805.75
Subtotal	\$51,372.71
Total	\$51,372.71

*Optional Expenses

Extended runtime batteries	\$26,853.48
Shipping	\$853.36
OPTIONAL SUBTOTAL	\$27,706.84



Scope of Work | UPS Installation Services

Scope of Work | UPS Installation Services

Executive Summary

Ednetics will install 24 UPS units in specified locations throughout the School District. This project also involves configuring the UPS network modules for monitoring and management. All installation work will take place during a scheduled weekday outage. Additionally, Ednetics will provide project management services throughout the entire project lifecycle and will deliver project closeout documentation. This documentation will include configuration details, asset sheets, and any other relevant project information.

Customer Responsibilities

Planning

- Provide any necessary wiring including cable testing, tracing, labeling, and new cabling.
- Ensure availability of necessary electrical facilities including power outlets, Uninterrupted Power Supplies, etc, able to support incoming hardware.
- Provide any necessary environmental facilities including air conditioning, proper ventilation, etc..
- Ensure availability of necessary racks and rack space for new project equipment.
- Complete any Ednetics-provided customer information templates.
- Provide a technical resource for any necessary coordination of remote and on-site planning, installation, configuration, and testing during the project.
- Provide Ednetics with a fully functional SSL or IPSEC remote access VPN into the network for the life of the project and any subsequent support contracts.
- Consent to a Materials Staging Agreement allowing Ednetics to receive project-related equipment for staging at Ednetics' facilities.
- Provide an authorized weekday outage window to perform the installation of equipment.
- Provide any available network diagrams/documentation to assist in configuration of the infrastructure.
- Receive Uninterruptible Power Supplies at predetermined customer location(s) during product ordering

Staging

- Provide desired credentials for administrative login and management of project equipment.
- Associate/Allow Ednetics profiles access to manufacturer licensing and contract portals.

Implementation

- Coordinate with third party regarding project implementation, such as Internet Service Provider.

Testing and Training

- Disposal or recycle of legacy, non-functioning, or obsolete equipment.
- Provide feedback to project team and complete post-project customer satisfaction survey.

Ednetics Responsibilities

Project Management

- Collect and review project documentation including system design, scope of work (SoW), and equipment orders.
- Establish the Ednetics project team based on the identified requirements.
- Hold a kickoff meeting with customer stakeholders; introduce the teams, review the SoW, and document the communication plan.

- Work with the team to establish the project timeline, key objectives, and milestones.
- Hold cadence meetings at an appropriate interval for tracking progress.
- Record and distribute meeting minutes including action items, status updates, and scheduling details.
- Continually monitor and communicate project-related risks, manage changes, and act as the primary point of contact.
- Perform project close-out; audit deliverables to ensure SoW is complete and objectives are met, provide summary report, and closeout documentation.

Planning

- Work with Customer to determine an appropriate pre- and post-upgrade test plan.
- Work with Customer to determine project equipment IP addresses and network parameters.
- Work with Customer to determine any required VLANs, IP Schema, access lists, or traffic shaping requirements.
- Work with Customer to determine desired settings and configuration.
- Work with Customer to plan a consistent naming convention for new equipment labeling and management.
- Work with Customer to schedule a service outage window for network configuration and implementation including removal and testing.

Staging

- Receive all project-related equipment at our facilities for staging and configuration.
- Create a detailed asset sheet of all inventoried project equipment involved in the installation.
- Obtain, apply, and verify all product licensing to project equipment.
- Obtain any necessary recommended software versions for project equipment.
- Label all project equipment with Ednetics- or Customer-specified labeling preferences.
- Power on and burn-in each piece of project equipment received for installation.

Implementation

- Install network equipment into existing racks during authorized time window, ensuring proper communication and functionality.
- Verify all installed project equipment is uplinked and communicating properly.
- Complete on-site programming and make any final changes to system data.
- Ensure all project equipment is running a consistent, updated software version.
- Physical onsite installation of the Uninterrupted Power Supplies (UPS) equipment listed within the proposal.
 - Installation does not include adding or modifying any power circuits onsite unless specifically called out in our quote.

Testing and Training

- Perform predetermined test plan according to pre- and post-upgrade requirements.
- Provide project closeout documentation including configuration backups, asset sheets, network diagrams, and any other relevant project information.
- Provide thirty (30) days of up and running technical support for installed network equipment operation and configurations performed during the project.
- Provide up to one (1) hour of knowledge transfer webinar on the operation of new network infrastructure.

Conditions of Service

This service project has been priced based on the above scope of work and corresponding bill of materials. Project pricing does not reflect a price per unit installation, but the project scope as a whole. Changes to the bill of materials or scope will need to be evaluated by Ednetics for potential revisions in this service pricing. Average service costs per unit are not guaranteed or fixed with changes in equipment quantity or scope.



Idaho Public Works License



Division of Occupational and Professional Licenses

11341 W Chinden Blvd. Boise, ID 83720-0063
dopl.idaho.gov

The person, firm, or corporation whose name appears on this certificate has complied with the provisions of the Idaho Public Works Contractors License (PWCL) Board statutes and/or rules and regulations and is hereby authorized to engage in the activity as indicated below.

EDNETICS, INC.

**Public Works Contractor - Class Unlimited License
015030**

Issued: 01-Jul-2025 Expires: 30-Jun-2026

Renewal Required

**Russell Barron
Administrator**

Printed: 01-Jul-2025

Public Works Contractors License (PWCL) Board

**EDNETICS, INC.
Public Works Contractor - Class Unlimited License
015030**

Expires: 30-Jun-2026

**Russell Barron
Administrator**



Customer References

Customer References



The following customer references are provided for similar projects recently completed by Ednetics. Additional reference information is available upon request.

Customer

West Ada School District

Contact

Keven Denton
IT Director

Address

1303 E Central Drive
Meridian, ID 83642-7991

Phone

(208) 855-4500

Email

Denton.Keven@westada.org

Customer

Boise School District 01

Contact

Will Goodman
Administrator of Information Technology

Address

8169 W Victory Rd
Boise, ID 83709

Phone

(208) 854-4096

Email

will.goodman@boiseschools.org

Customer

Kellogg School District #391

Contact

Simon Miller
Technology Director

Address

800 Bunker Avenue
Kellogg, ID 83837

Phone

(208) 786-5018

Email

simon.miller@kelloggschools.org



Ednetics Resume

Company Profile

About Ednetics

Ednetics, a leading provider of advanced technology solutions in the Western United States, has focused exclusively on improving IT infrastructure for schools, universities, libraries, and government organizations for over twenty-five years. Originally founded in Idaho, we've expanded with offices in Washington, Oregon, Idaho, California, and Arizona to better support our customers.

Choosing Ednetics means more than just a partnership; it's a pathway to tangible advantages that promote organizational success. Our culture of problem-solving and continuous improvement combined with our commitment to serving the public sector has led to a portfolio uniquely positioned to deliver results driven solutions. Our broad experience, extensive vendor relationships, and collaborative approach achieve predictable timelines and consistent return on investment.

Ednetics Solution Profile

Our portfolio is a highly functional and flexible ecosystem built prioritizing interoperability and open architectures creating opportunity for integration of future solutions. Additionally, our portfolio is shaped by adhering to public sector IT regulations and industry standards. We believe that as you invest in your IT program, you should have the flexibility that comes with building upon a foundation that has been tried, tested, and proved within the industry.



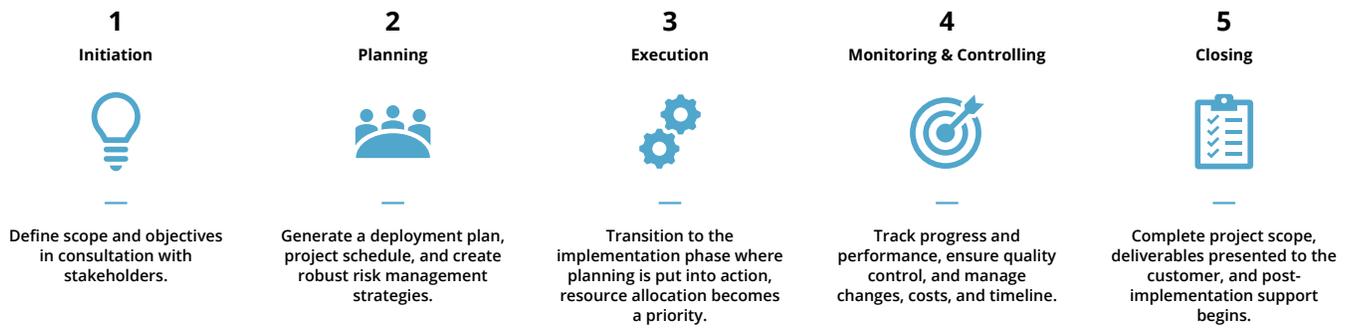
Ednetics Engineering

At Ednetics, our Engineering Team holds the highest certifications in the IT industry, forming the backbone of our ability to deliver cutting-edge solutions. When you harness the power of Ednetics engineering for your project or service, you not only tap into the pinnacle of industry expertise but also benefit from our extensive experience in SLED environments, cultivated across numerous customer sites with similar setups to yours.

Project Management Approach

We believe that following industry best practice standards set by the Project Management Institute (PMI) leads to a successful project outcome. Our Project Management Team collaborates closely with our customers to stay aligned on expectations and project success. Our team-based approach for a successful project delivery revolves around a combination of dedicated Account Manager, Sales Engineering, PMP-certified Project Managers, and Engineering/Deployment resources as well as post-project support. We prioritize successful project delivery and lasting customer relationships. Your project team will be assembled with the necessary experts for your specific solution promoting cross-team collaboration and successful project delivery.

5 Phases of Ednetics Project Process



Ednetics Support

Ednetics Support brings a consistent focus on customer experience to the forefront of our practice, delivering industry-leading customer service. Our Support Desk is equipped with an internal escalation system that calls upon specialized engineering teams when needed. Whether it's handling routine move/add/change requests, addressing common service issues, or providing advanced troubleshooting with tier 3 support, we ensure that your concerns are addressed effectively and promptly. We view our expertise, skills, and dedication as an extension of your team. We understand that consistent IT performance is crucial to your organization's success.



E-Rate Experience

Ednetics has been an active E-Rate service provider since 1997, with extensive experience in both Category 1 and Category 2 services. To date, Ednetics has worked with applicants on projects securing over \$468 million in funds.



To-Date E-Rate Projects Awarded

8,974 projects



To-Date Total Pre-Discount Services Awarded

\$468 million

Ednetics Deployment Services Premier Partners

Ednetics Deployment Services Team takes pride in our Premier Partners—a select group of subcontractors who specialize in installation and layer-1 services across our multi-state territories. These Premier Partners are fully qualified through our rigorous Partner Program, which includes comprehensive training and certification, reflecting our commitment to integrity. We consider our subcontractors as part of the Ednetics family, and we hold their standards in as high regard as our own.

Purchasing Agreements

With competitively bid purchasing vehicles, save the time and expense of going out to bid. Ednetics has been awarded multiple statewide pricing agreements. The following is a partial list of participating purchasing agreements.



Insurance and Bonding

Ednetics has a strong relationship with our insurance and bonding provider, The Hartford and Alliant Insurance Services. Our general insurance coverage limits are \$1 million for each occurrence and \$2 million aggregate with a \$10 million umbrella for overages as well as a \$5 million Cyber Security policy. We can easily accommodate specific insurance requests in a timely manner. Hartford Fire Insurance Company provides a \$5 million single project, \$25 million aggregate surety program for our bonding needs.

Company Certifications and Partnerships

We strive to be the best at what we do. To create truly amazing solutions using the latest innovations and features while being flexible, scalable, and sustainable, we partner with industry leaders who share our passion for excellence. Documentation for Ednetics certifications is available upon request. Below is a list of our top partners, not all partnerships listed.



Industry Recognition

In a landscape defined by excellence, Ednetics has risen to the top. We proudly hold a collection of industry recognitions and awards, including Cisco Outstanding Solutions Partner, CRN Managed Service Provider Elite 150, Best Places to Work in Idaho, and the Patriot Award. These acknowledgments underscore our commitment to providing exceptional service, industry-leading expertise, and unwavering support to our customers and partners.



Net Promoter Score (NPS)

Ednetics achieved a Net Promoter Score (NPS) of 75%, surpassing the 2022 industry average of 40% for technology services. This accomplishment reflects our team’s unwavering dedication to outstanding customer service, characterized by swift issue resolution and a highly responsive approach.

Our success is a result of the dedicated efforts of our entire team, continually aiming to exceed customer expectations. The NPS survey serves as a valuable tool for ongoing enhancement of customer service and experience.

NPS
Net Promoter Score
40%
Industry Average

NPS
Net Promoter Score
75%
Ednetics



Ednetics Specializations and Certifications



Specializations and Certifications

Team and Individual Certifications and Specializations

We are proud of the hard work and high standards our team upholds to maintain impressive industry and best practice certifications, both individually and as a team, and are happy to expand further upon our teams' accomplishments upon request.

Team Specializations

Cisco Gold Integrator Partner

Cisco Select Provider Partner

- Advanced Collaboration Architecture Specialization
- Advanced Enterprise Networks Architecture Specialization
- Advanced Security Architecture Specialization
- Hybrid Cloud Computing Solution Specialization
- Hybrid Cloud Networking Solution Specialization
- Hybrid Cloud Software Solution Specialization
- Customer Experience Specialization
- Cisco Umbrella for MSSPs Specialization
- Cisco Unified Contact Center Express Specialization
- Cisco Webex Contact Center Specialization
- Collaboration SaaS Specialization

Juniper Elite Partner

- Elite Partner
- Routing Specialization
- Data Center Specialization
- AIDE Wired and Wireless Specialization

HPE Aruba Silver

- HPE Solution Provider Business Partner
- Silver Aruba Partner

Integrated Physical Security Partners

- Alarm.com
- Allegion
- Altronix
- APC Scheider Electric Select Partner
- Motorola AVA/Arecont Vision Premier
- Axis Gold Dealer
- Bosch Intrusion Certified
- DMP and DMP Entrè certified technicians

- Exacq Technologies Elite Dealer
- Feenics
- Hanwha Gold Dealer
- HID
- IPVideo Corp Partner (HALO)
- OpenEye
- OpenPath
- Salto Systems
- Vivotek Gold Dealer

Data Center, Cloud, and Device Partners

- NetApp Gold Partner
- VMWare by Broadcom Select Partner
- Microsoft Silver Partner
- Dell Technologies Solution Provider
- Lenovo Partner
- Lenovo PC Partner Gold
- Lenovo ISG Partner Authorized

- Extreme Networks
- Veeam
- Nimble
- Lightspeed Systems
- Critical Insight (CI) Security
- Arctic Wolf Partner

Collaboration and Notification Partners

- Singlewire Software Authorized Reseller
- Atlas Sound Authorized Distributor
- Advanced Network Devices Certified Premier Integrator
- Netsapiens
- Yealink
- Poly

Individual Certifications

Cisco

Cisco Certified Internetwork Experts (CCIE) Security, Collaboration, and Enterprise Networks
Cisco Certified Network Professionals (CCNP) Security, Collaboration, Wireless, and Enterprise Networks
Cisco Meraki Networking Professionals (CMNP)
Cisco Customer Experience Certified (CSMs & Renewals)

HPE Aruba

Gold Networking Certified
HPE Sales Certified – Aruba Networking Solutions

NetApp

NetApp Systems Engineer Professional
NetApp Clustered Data ONTAP (CDOT)

Microsoft

Microsoft Certified Professionals (MCP)
Microsoft Certified Systems Engineer

Juniper

Juniper Sales Professionals
Juniper Junos, Associate (JNCIA-Junos)
Juniper Mist AI, Specialist (JNCIS-MistAI)
Juniper Enterprise Routing and Switching, Specialist (JNCIS-ENT)

VMware

VMware Certified Professional (VCP)
VMware Technical Sales Professionals (VTSP)

Specialty

Certified 01 Electrician and 06 Low Voltage Technicians
Multiple Physical Security Certifications
Registered Communications Distribution Designers (RCDD)

Project Management

Project Management Professional Certification (PMP)
Scaled PMI Agile Professionals
Certified Associate in Project Management (CAPM)



E-rate Terms and Conditions

Ednetics E-rate Terms and Conditions



These Terms and Conditions (“Agreement”) are between Ednetics and the entity identified as the customer (“Customer”); each referred to as a “Party” and collectively referred to as the “Parties.” This Agreement consists of these Terms and Conditions, Sales Order(s) and any forms or authorizations attached hereto, all of which are incorporated herein by reference. The Parties agree to be bound by this Agreement and affirm that each have caused this Agreement to be executed by their respective duly authorized representatives on the dates written below their names.

1. **Service(s).** For purposes of this Agreement, “Service(s)” shall mean a variety of products and services available for use in transporting information within the school to the classroom, within a library to public areas, or to administrative areas or other buildings as defined in the Eligible Service List. Ednetics Service(s) include data distribution components, firewalls and other data protection components, interfaces, gateways, wireless access points, servers, storage devices, software, cabling and installation as well as Ednetics equipment and services integral to performance or delivery of Service(s) under this Agreement, such as maintenance and technical support. Ednetics will provide Service(s) as referenced in the Sales Order(s) in accordance with the terms of this Agreement.
2. **Change Order(s).** If changes are required during the course of a project, a Change Order(s) will be provided and work will continue upon agreement and execution of the Change Order(s). Change Orders are not considered new contracts. For changes/updates to quantities of equipment included under this Agreement, see Section 19.
3. **Exclusions.** Any part, material, service or item not explicitly included in this document is excluded from the proposal.
4. **Payment and Performance Bond.** Payment and performance bonds may be provided at one and one-half percent (1½%) of the proposal cost after tax. Payment and performance bonds will be invoiced and are not E-rate eligible. It is Customer’s responsibility to inform Ednetics if a Payment and Performance Bond is required for the project prior to submitting a purchase order to ensure the bond is reflected in the quote.

General Terms and Conditions

5. **Obligations of the Customer.** Customer agrees to accept a Material Staging Agreement, provide all necessary information required, access to the premises, support for timely installation, proper use of Service(s) and to comply with all the terms and conditions of this Agreement. Customer acknowledges and understands that not accepting the Material Staging Agreement may subject Customer to higher costs.
6. **Customer Representations.** Customer warrants they have the legal right and ability to enter into this Agreement and are authorized to act on behalf of the school, library, or state/local government entity. Customer represents and warrants that Customer name and contact information is true and correct. Customer acknowledges and agrees that Ednetics relies on the information supplied by Customer and providing false or incorrect information may result in delays in the provisioning and delivery of Service(s), and/or the suspension or termination of Service(s). Customer agrees to promptly notify Ednetics whenever personal or billing information changes, including, but not limited to, Customer name, address, e-mail address, telephone number, and credit card information if appropriate.

7. **Term Commitment.** This Agreement sets forth a five (5) year Service Term. Service will be delivered July 1 through September 30 of the funding year corresponding to Customer's funding request, or when specified by Customer. The Service(s) will be made available to Customer unless Customer advises Ednetics, in writing, that Service is in material non-compliance with the specifications contained in the Sales Order(s). If this is the case, the term commitment for Service(s) will not commence until such time as Ednetics and Customer mutually agree the issue with Service(s) has been resolved.
8. **Term Renewal.** Upon expiration of the Initial five (5) year Service Term, and as long as Customer is not in default of the terms of this Agreement, Customer may extend their Service(s) under the same terms and conditions for a period of one (1) year, by notifying Ednetics in writing at least thirty (30) days prior to the expiration of the Initial Service Term.
9. **Fees and Charges.** Customer shall pay for all Service(s) Ednetics provides Customer. Sales Order(s) specify the fees Customer will pay for the Service(s).
10. **Payment.** Per the USAC process, Ednetics will invoice the Customer utilizing the BEAR method prior to funding approval, or the Service Provider Invoice (SPI) method after funding approval. Upon E-rate funding approval, the Customer will confirm the preferred method of reimbursement to use. Ednetics invoices will be due and payable thirty (30) days from the invoice date ("Due Date"). While Ednetics will invoice USAC directly via the SPI, Customer is ultimately responsible for payment to Ednetics of delivered Service(s). For the purposes of billing and adjustments, Ednetics assumes thirty (30) days in a month. A late payment fee may be applied on balances remaining unpaid thirty (30) days following the Invoice Date at the rate of one percent (1%) per month applied to the amount of the unpaid balance from the Due Date. Subject to any applicable state or federal regulations and in addition to the remedies contained in this Agreement, Ednetics reserves its right in law and equity, including, but not limited to, its rights under the Uniform Commercial Code.
11. **Taxes.** Customer hereby acknowledges and agrees that all pricing for Service(s) and other charges due hereunder, including sales taxes, duties, fees, levies or surcharges imposed by, or pursuant to the laws, statutes or regulation of any governmental agency or authority, are the sole responsibility of Customer and as such shall be paid promptly when due by Customer. Customer acknowledges and agrees to indemnify and hold Ednetics harmless from any liability for Customer not paying all taxes due. Except as set forth herein, all amounts payable by Customer under this Agreement shall be made without any deduction or withholding and, except to the extent required by any law or regulation, free and clear of any deduction or withholding on account of any tax, duty or other charges of whatever nature imposed by any taxing or governmental authority. If Customer is required by any law or regulation to make any such deduction or withholding, Customer shall, together with the relevant payment, pay such additional amount as will ensure that Ednetics actually received and is entitled to retain, free and clear of any such deduction or withholding, the full amount which it would have received if no such deduction or withholding had been required.
12. **E-rate.** This Agreement and all attachments are effective upon the later of its execution by both Ednetics and Customer and either Customer's E-rate funding approval or Customer approval to proceed with service by authorizing a Purchase Order or signing a Notice to Proceed ("NTP"). While this agreement provides the cost of Ednetics Service(s), it does not set a guaranteed quantity of sales. The purchase of these products and services may be dependent upon approval of the Customer's budgets and the funding commitment by the Universal Service Administrative Company.
13. **Bill Disputes.** Customer's billing disputes or requests for adjustment, together with all supporting documentation, must be made in good faith and must be received in writing by Ednetics within ninety (90) days from the Invoice Date, or Customer's right to raise such billing disputes is waived. Customer shall otherwise timely pay any undisputed amount. If Ednetics determines a disputed charge was billed in error, Ednetics will issue a credit to reverse the amount incorrectly billed. If Ednetics determines the disputed amount was billed correctly, Ednetics will inform Customer of such determination and provide

Customer with proof of correct billing. If Customer does not accept such proof as definitive, the dispute will be escalated for an officer review/resolution with Ednetics and Customer in accordance with this Agreement. In the event the escalated dispute is resolved against Customer, or in the event Customer accepts the foregoing proof as definitive (or if Customer fails to notify Ednetics within thirty (30) days that Customer does not accept proof as definitive), Customer shall pay the previously disputed amount within ten (10) days thereafter.

14. **Resolution of Disputes.** Except as otherwise provided herein, any dispute, controversy or claim (individually and collectively referred to hereinafter as a "Dispute") arising under this Agreement shall be resolved in accordance with the procedures set forth herein. In the event of a Dispute, and upon the written request of either Party, each of the Parties shall appoint, within five (5) business days after a Party's receipt of such request, a designated representative who has authority to settle the Dispute and who is at a higher level of management than the person with the direct responsibility for administration of the Agreement. The designated representatives shall meet as often as they reasonably deem necessary in order to discuss the Dispute and negotiate in good faith in an effort to resolve such Dispute. The specific format for such discussions is left to the discretion of the designated representatives; however, all reasonable requests for relevant information made by one Party to the other shall be honored. If the Parties are unable to resolve issues related to the Dispute within thirty (30) days after a Party's request is made for appointment of designated representatives as set forth above, either Party may seek any relief to which it is entitled, whether at law or in equity.
15. **Prices.** Prices do not include applicable taxes, insurance, or third-party setup fees, services or materials unless specifically stated. Prices are guaranteed through the end of the initial USAC E-Rate program funding year unless otherwise stated. Supply is subject to availability.
16. **Retainage.** In the event Customer requires retainage for the related project, Ednetics must be informed at or prior to the time of ordering goods and services. Customer is permitted to withhold retainage up to 5% of the invoice subtotal before sales taxes for any BEAR funded E-rate projects, or 5% of the Customer funded subtotal for any SPI funded projects. All retainage withheld by Customer will be placed in a separate interest-bearing account for the benefit of Ednetics. Customer will provide the institution and account number where the funds are being held with the first invoice payment to evidence the isolation of these funds. Retainage will be invoiced upon final acceptance by the Customer with payment of the outstanding balance plus interest due within 30 days (60 days in Washington State) of the invoice date. Upon final acceptance, Customer agrees to complete and submit any necessary forms to the state to allow payment of the retainage within the timeline. In lieu of withheld retainage, Ednetics reserves the right to utilize a retainage bond.
17. **Materials.**
 - a. **Materials Stored Offsite (if applicable).** Projects often require configuration and burn-in of Customer materials by Ednetics. To facilitate this, the materials will be delivered to an Ednetics facility to complete the configuration, or at the request of customers in advance of installation. As materials are shipped to the Ednetics facilities, Customer agrees to accept and pay all invoices under the Payment Terms described above as if the materials were shipped to the Customer site. Evidence of the receipt of goods will include the quantity, item number or SKU, a brief description of the materials, and a listing of serial numbers where applicable. These items will be disclosed on the Ednetics invoice(s) indicating payment is due. While Customer is obligated to pay for the materials, Ednetics will assume liability of ownership of all purchased materials once received from the supplier on Ednetics grounds and en route to final Customer destination. Ednetics is insured against unforeseen losses including but not limited to fire, theft and automobile accidents resulting in damaged goods. Customer assumes liability of ownership of all materials upon delivery and receipt at Customer location.

- b. **Material not requiring storage offsite.** Materials that do not require storage offsite will be delivered directly to Customer. These materials are ordered and delivered as they become available. Upon shipment of materials, an invoice for those materials will be generated and Customer agrees to pay the invoice in accordance with the Payment Terms described above. Due to backorders, multiple suppliers, or other issues outside of Ednetics control, materials may ship at different times resulting in multiple invoices. All materials will be F.O.B. shipping point with all risk of loss or damage transferring to the Customer when shipping from a supplier of Ednetics choosing.
18. **Returns of Product.** Based on written consent from an authorized Ednetics representative, returns of product(s) purchased may be eligible in certain, limited circumstances if requested within 30 days from the date of shipment. If approved, product should be returned either un-opened or in all its original packaging. Upon completion of any authorized return, a credit memo will be issued to Customer to be applied at Customer discretion. Any credit provided for returns will be reduced by manufacturer specific restocking fees, as applicable. Customer agrees to assume financial responsibility for all transportation costs associated to a return. Returns or refunds due to defective product(s) are to be handled as warranty claims directly with the manufacturer.
19. **Substitutions/Additions.** The Customer may substitute equipment listed in this proposal, or add to the quantity of equipment listed within this proposal, with the following conditions:
- Any equipment substitution/addition must meet E-rate eligibility requirements as outlined by the Universal Service Administrative Company (USAC) for the Schools and Library Program.
 - Substitutions/additions must be of the same product type and be used to fulfill the same purpose.
 - Both Ednetics and the school district must approve any substitutions/additions by executing a Change Order(s) as described in Section 2.
 - Equipment substitutions/additions may increase equipment, installation and support costs. Any increased costs not covered with the final approved E-rate funding will be the sole responsibility of the Customer.
20. **Equipment Trade-in.** All equipment trade-ins must meet trade-in criteria established by USAC and Ednetics guidelines as follows:
- Equipment originally purchased with E-rate funds may be used for trade-in if the district has owned the equipment for over five (5) years at the time of equipment trade-in. Equipment not purchased with E-rate funds does not have any trade-in restrictions.
 - Trade-in equipment must be specifically identified and documented at the time of proposal acceptance. Ednetics reserves the right to approve or deny any requested changes in equipment trade-in inventory.
 - Trade-in discounts are processed as a rebate after project completion and all trade-in equipment has been received.
 - The district will not use trade-in credits to show the district meets funding match commitments for E- rate approval.
21. **Basic Maintenance.** Basic Maintenance items listed in this Agreement are per year and are for service from July 1 through June 30. The Customer may choose to add maintenance or maintenance renewals on any items purchased through this Agreement provided the maintenance is purchased in one (1) year increments.
- Cisco SMARTnet and Support: Pricing will be based at twenty-two percent (22%) off the published list price for all equipment covered.
 - Ednetics One Support coverage includes technical support for existing equipment, software and configurations and may be purchased from Ednetics under a separate Agreement.
22. **Limitation of Liability.** Ednetics shall not be liable or responsible for any of the following: (a) unauthorized access to Customer owned equipment; (b) claims for damages caused by Customer through fault, negligence or failure to perform Customer's responsibilities; (c) claims against Customer

by any other party; (d) any bodily injury arising from causes beyond Ednetics reasonable control; (e) any damage to materials arising from causes beyond Ednetics reasonable control; and (f) any act or omission of any other party furnishing services to Customer, or the installation and/or removal of any and all equipment supplied by any other services provider. EDNETICS SHALL HAVE NO LIABILITY TO CUSTOMER OR ANY THIRD-PARTY FOR OR WITH RESPECT TO ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, OR PUNITIVE DAMAGES OF ANY NATURE OR FOR THE LOSS OF REVENUE, LOST PROFITS, LOSS OF BUSINESS, LOSS OF PROSPECTIVE OR POTENTIAL BUSINESS OR ECONOMIC LOSS OF ANY KIND FOR ANY REASON WHATSOEVER, REGARDLESS OF WHETHER EDNETICS IS INFORMED OF THEIR POSSIBILITY.

23. **Liability of Customer.** In the event any claim, demand, lawsuit or liability is made or assessed against Ednetics or any of the officers of Ednetics by any third-party and the same arises out of, or is directly or indirectly related to, or is caused by any act or omission of Customer, then, and in such event, Customer shall indemnify, defend and hold harmless Ednetics and its officers, agents and representatives of and from any all such claims, demands, causes of action and liability, including the payment of reasonable attorneys' fees to defend such action. Additionally, Customer shall reimburse Ednetics for damage to Service(s) including those due to any malfunction of any equipment provided by an entity other than Ednetics.
24. **Transfer and Assignment.** Customer may not sell, assign or transfer any of Customers rights or obligations under this Agreement without Ednetics prior written consent. Ednetics may assign this Agreement upon notice to customer.
25. **Force Majeure.** Any delay, interruption, or nonperformance of any provision of this Agreement on the part of Ednetics caused by conditions beyond Ednetics reasonable control shall not constitute a breach of the Agreement and the time for performance of such provision shall be deemed to extend for a period equal to the duration of the conditions preventing performance. Such examples include, but are not limited to, acts of God, acts of civil or military authority, terrorist acts, riots, insurrections, epidemics, power blackouts, fire, explosion, vandalism, cable cut, adverse weather conditions, earthquakes, nuclear accidents, floods, governmental action, moratoriums or injunctions related to the construction and shortage of labor and materials (collectively a Force Majeure Event).
26. **Governing Law and Venue.** This Agreement shall be construed and governed in accordance with the laws of the State of Idaho and venue for any actions arising under this Agreement shall be in the courts of county jurisdiction or the State of Idaho, as appropriate.
27. **Non-Disclosure and Publicity.** The parties understand and acknowledge that Customer is a governmental entity, and that State Laws and E-rate program regulations may require Customer to disclose certain information relating to, but not limited to, their services, finances and E-rate applications.
28. **Entire Agreement.** The Customer's Request for Proposal (RFP), Notice of Award, this Agreement, and any related Purchase Order(s) are considered the complete Agreement between the Parties, concerning any Service(s) provided by Ednetics hereunder, and replaces any prior oral or written communications between the Parties. Except for prior obligations of confidentiality and/or nondisclosure, there are no conditions, understandings, agreements, representations, or warranties, expressed or implied, which are not specified in this Agreement.
29. **Severability.** In the event any of the terms of this Agreement or the applications of any such term shall be invalid by any court of any competent jurisdiction, the remaining terms of this Agreement or their application shall not be affected thereby and shall remain in full force and effect.
30. **Counterparts.** This Agreement may be executed in any number of counterparts, each of which shall be an original, but all of which together shall constitute an Agreement. Facsimile signatures and electronic signatures (including electronically transmitted signed documents) shall be accepted and treated the same as an original.

31. **Notices.** All notices, requests, demands or other communications which are required or may be given pursuant to the terms of this Agreement shall be in writing and shall be deemed to have been duly given (a) on the date of delivery if personally delivered by hand or (b) upon the third day after such notice is (i) deposited in the United States mail, if mailed by registered or certified mail, postage prepaid, return receipt requested, or (ii) upon the first business day following deposit if sent by overnight delivery by a nationally recognized overnight express courier, or (iii) by facsimile upon written confirmation (other than the automatic confirmation received from the recipient’s facsimile machine) of receipt by the recipient of such notice.

PLEASE COMPLETE NOTICE SECTION BELOW

Notice to Ednetics

Ednetics, Inc.
 Attn: Lisa Tucker
 971 S. Clearwater Loop
 Post Falls, Idaho 83854
 T (208) 618-4050
 F (208) 619-4161

With a copy to:

Ednetics, Inc.
 Attn: Travis Pettyjohn
 971 S. Clearwater Loop
 Post Falls, Idaho 83854
 T (208) 777-4709
 F (208) 777-4708

Notices to Customer:

Contract Acceptance

The parties have caused these Terms and Conditions to be executed by their respective duly authorized representatives as of the last date signed below (“Effective Date”).

EDNETICS, INC.

CUSTOMER

 SIGNATURE

 SIGNATURE

 PRINTED NAME

 PRINTED NAME

 TITLE

 TITLE

 DATE

 DATE

Proposal #
C2-IDLLSD-150126-2

RFP #
20716408-LN26_Switches

470 #
260008705

SPIN #
143008534



EDNETICS PROPOSAL

**E-rate 2026: Cisco Switches with
installation**

January 15, 2026

Prepared for
Justin Graupman, Tech. Coord.
jgraupman@lakeland272.org
(208) 687-4350

Customer
Lakeland School District #272
15506 N Washington St
Rathdrum, ID 83858-8317

Prepared by
Mark Kison
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Cover Letter



January 15, 2026

Justin Graupman, Tech. Coord.
Lakeland School District #272
15506 N Washington St
Rathdrum, ID 83858-8317

Dear Justin Graupman,

Thank you for the opportunity to partner with Lakeland School District #272. We're excited about the potential for a meaningful, long-term collaboration.

Ednetics specializes exclusively in serving state, local, and education (SLED) communities across the Western US. We understand that educational and governmental institutions have unique technology needs that differ significantly from traditional business environments. Our deep experience in the SLED sector allows us to deliver tailored solutions that truly support your mission.

As technology, collaboration tools, and cloud services continue to transform education, we're committed to helping districts like yours navigate these changes successfully. We believe public sector communities deserve partners who understand their specific challenges and are dedicated to their success.

Your work in the community makes a real difference, and we're honored to support that impact. Our team is here to provide thoughtful innovation, trusted collaboration, and technology solutions that work for you and the students and families you serve.

I'll serve as your primary contact throughout the proposal process and beyond. Please don't hesitate to reach out with any questions.

Sincerely,

Mark Kison
Account Manager II
mark@ednetics.com
(208) 262-6342



Pricing Proposal



RFP Switches

Line	Part Number	Description	Price	Qty	Ext. Price
Requested Layer 3 Switch					
1	C9300-48P-EDU	Catalyst 9300 48-port PoE+, K12	\$4,256.38	1	\$4,256.38
2	C9300-DNA-A-48-3Y	C9300 DNA Advantage, 48-Port, 3 Year Term License	\$1,783.79	1	\$1,783.79
3	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	1	\$0.00
4	TE-EMBEDDED-T-3Y	ThousandEyes - Enterprise Agents	\$0.00	1	\$0.00
5	C9300-NW-A-48	C9300 Network Advantage, 48-port license	\$0.00	1	\$0.00
6	SC9300UK9-1715	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	1	\$0.00
7	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	\$0.00	1	\$0.00
8	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	\$813.36	1	\$813.36
9	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	2	\$0.00
10	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$42.81	1	\$42.81
11	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	1	\$0.00
12	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$1,091.62	1	\$1,091.62
Requested Layer 2 Switches 30w PoE and mGig (24-port)					
13	C9200-24PXG-EDU	Catalyst 9200 24-port 8xmGig PoE+, K12	\$2,277.09	8	\$18,216.72
14	C9200-DNA-E-24-3Y	C9200 Cisco DNA Essentials, 24-Port, 3 Year Term License	\$288.64	8	\$2,309.12
15	PWR-C6-600WAC/2	600W AC Config 6 Power Supply - Secondary Power Supply	\$612.80	8	\$4,902.40
16	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	16	\$0.00
17	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	\$875.81	8	\$7,006.48
18	C9200-STACK-KIT	Cisco Catalyst 9200 Stack Module	\$580.72	8	\$4,645.76
19	STACK-T4-50CM	50CM Type 4 Stacking Cable	\$0.00	8	\$0.00
Requested Layer 2 Switches 30w PoE and mGig (48-port)					
20	C9200-48PXG-EDU	Catalyst 9200 48-port 8xmGig PoE+, K12	\$4,026.22	8	\$32,209.76



21	C9200-DNA-E-48-3Y	C9200 Cisco DNA Essentials, 48-port - 3 Year Term License	\$529.84	8	\$4,238.72
22	PWR-C6-1KWAC/2	1KW AC Config 6 Power Supply - Secondary Power Supply	\$919.19	8	\$7,353.52
23	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	16	\$0.00
24	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	\$875.81	8	\$7,006.48
25	C9200-STACK-KIT	Cisco Catalyst 9200 Stack Module	\$580.72	8	\$4,645.76
26	STACK-T4-50CM	50CM Type 4 Stacking Cable	\$0.00	8	\$0.00
RFP Switches Subtotal					\$100,522.68

Stacking Cables

Line	Part Number	Description	Price	Qty	Ext. Price
27	STACK-T4-1M=	1M Type 4 Stacking Cable	\$96.09	4	\$384.36
28	STACK-T4-3M=	3M Type 4 Stacking Cable	\$144.14	3	\$432.42
Stacking Cables Subtotal					\$816.78

Switch recommendations

Line	Part Number	Description	Price	Qty	Ext. Price
Recommended Layer 3 Switch					
29	C9300-48UN-EDU	Catalyst 9300 48-port 5Gbps, K12	\$5,285.01	1	\$5,285.01
30	C9300-DNA-A-48-3Y	C9300 DNA Advantage, 48-Port, 3 Year Term License	\$1,783.79	1	\$1,783.79
31	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	\$0.00	1	\$0.00
32	TE-EMBEDDED-T-3Y	ThousandEyes - Enterprise Agents	\$0.00	1	\$0.00
33	C9300-NW-A-48	C9300 Network Advantage, 48-port license	\$0.00	1	\$0.00
34	SC9300UK9-1715	CAT9300/9400/9500/9600 UNIVERSAL	\$0.00	1	\$0.00
35	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	\$0.00	1	\$0.00
36	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	\$813.36	1	\$813.36
37	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	2	\$0.00

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38	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$42.81	1	\$42.81
39	TE-C9K-SW	TE agent for IOSXE on C9K	\$0.00	1	\$0.00
40	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$1,091.62	1	\$1,091.62
Recommended Layer 2 Switches 60w UPoE and mGig (24-port)					
41	C9300-24UX-EDU	Catalyst 9300 24-port mGig and UPOE, K12	\$5,486.20	8	\$43,889.60
42	C9300-DNA-E-24-3Y	C9300 DNA Essentials, 24-Port, 3 Year Term License	\$288.62	8	\$2,308.96
43	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	\$0.00	8	\$0.00
44	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	\$813.36	8	\$6,506.88
45	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	16	\$0.00
46	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$42.81	8	\$342.48
47	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	\$40.67	8	\$325.36
48	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	\$0.00	8	\$0.00
49	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$1,091.62	8	\$8,732.96
Recommended Layer 2 Switches 60w UPoE and mGig (48-port)					
50	C9300-48UXM-EDU	Catalyst 9300 48-port(12 mGig&36 2.5Gbps), K12	\$5,555.60	8	\$44,444.80
51	C9300-DNA-E-48-3Y	C9300 DNA Essentials, 48-port - 3 Year Term License	\$529.93	8	\$4,239.44
52	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	\$0.00	8	\$0.00
53	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	\$813.36	8	\$6,506.88
54	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	16	\$0.00
55	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$42.81	8	\$342.48
56	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	\$40.67	8	\$325.36
57	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module	\$1,091.62	8	\$8,732.96
*Optional Amount:					\$135,714.75

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Services

Line	Part Number	Description	Price	Qty	Ext. Price
58	EDPROJECT	Project services - technical configuration and physical installation with testing	\$15,977.17	1	\$15,977.17
Services Subtotal					\$15,977.17

Pricing Section Summary

RFP Switches	\$100,522.68
Stacking Cables	\$816.78
Services	\$15,977.17
Subtotal	\$117,316.63
Total	\$117,316.63

*Optional Expenses

Switch recommendations	\$135,714.75
OPTIONAL SUBTOTAL	\$135,714.75



Scope of Work | Switch Installation

Scope of Work | Switch Installation

Executive Summary

Ednetics will stage, configure, and install a total of 17 network switches. Of these, one switch will be configured as a Layer 3 switch, while the remaining 16 will be set up as Layer 2 switches. The Layer 3 switch will facilitate WAN and inter-VLAN routing, whereas the Layer 2 switches will serve end-user and access-layer devices.

Ednetics will review the current configurations of the existing switches and provide recommendations to align them with Ednetics' best practices and industry standards. The configuration will then be migrated to the new switches. The new equipment will be installed in seven different buildings as specified in the RFP.

Additionally, Ednetics will reconfigure and relocate six existing Layer 2 Cisco 9200 switches from their current locations and replace the Cisco 2960X switches at Twin Lakes Elementary.

Ednetics will also provide project closeout documentation, including configuration backups, asset sheets, network diagrams, and any other relevant project information. All work will be conducted during a scheduled weekday outage. Lastly, Ednetics will provide Project Management services throughout the entire project lifecycle.

Customer Responsibilities

Planning

- Provide any necessary wiring including cable testing, tracing, labeling, and new cabling.
- Ensure availability of necessary electrical facilities including power outlets, Uninterrupted Power Supplies, etc, able to support incoming hardware.
- Provide any necessary environmental facilities including air conditioning, proper ventilation, etc..
- Ensure availability of necessary racks and rack space for new project equipment.
- Complete any Ednetics-provided customer information templates.
- Provide a technical resource for any necessary coordination of remote and on-site planning, installation, configuration, and testing during the project.
- Provide Ednetics with a fully functional SSL or IPSEC remote access VPN into the network for the life of the project and any subsequent support contracts.
- Consent to a Materials Staging Agreement allowing Ednetics to receive project-related equipment for staging at Ednetics' facilities.
- Provide an authorized weekday outage window to perform the installation of equipment.
- Provide any available network diagrams/documentation to assist in configuration of the infrastructure.

Staging

- Provide desired credentials for administrative login and management of project equipment.
- Associate/Allow Ednetics profiles access to manufacturer licensing and contract portals.

Implementation

- Coordinate with third party regarding project implementation, such as Internet Service Provider.

Testing and Training

- Disposal or recycle of legacy, non-functioning, or obsolete equipment.
- Provide feedback to project team and complete post-project customer satisfaction survey.

Ednetics Responsibilities

Project Management

- Collect and review project documentation including system design, scope of work (SoW), and equipment orders.
- Establish the Ednetics project team based on the identified requirements.
- Hold a kickoff meeting with customer stakeholders; introduce the teams, review the SoW, and document the communication plan.
- Work with the team to establish the project timeline, key objectives, and milestones.
- Hold cadence meetings at an appropriate interval for tracking progress.
- Record and distribute meeting minutes including action items, status updates, and scheduling details.
- Continually monitor and communicate project-related risks, manage changes, and act as the primary point of contact.
- Perform project close-out; audit deliverables to ensure SoW is complete and objectives are met, provide summary report, and closeout documentation.

Planning

- Work with Customer to determine an appropriate pre- and post-upgrade test plan.
- Work with Customer to determine project equipment IP addresses and network parameters.
- Work with Customer to determine any required VLANs, IP Schema, access lists, or traffic shaping requirements.
- Work with Customer to determine desired settings and configuration.
- Work with Customer to plan a consistent naming convention for new equipment labeling and management.
- Work with Customer to schedule a service outage window for network configuration and implementation including removal and testing.
- Work with Customer to determine any special quality of service (QoS) needs.

Staging

- Receive all project-related equipment at our facilities for staging and configuration.
- Create a detailed asset sheet of all inventoried project equipment involved in the installation.
- Obtain, apply, and verify all product licensing to project equipment.
- Obtain any necessary recommended software versions for project equipment.
- Label all project equipment with Ednetics- or Customer-specified labeling preferences.
- Power on and burn-in each piece of project equipment received for installation.

Configuration

- Configure project equipment to implement the specified Layer 2 design.
- Configure project equipment to implement the specified Layer 3 design.
- Apply Quality of Service (QoS) configurations in accordance with Ednetics best practices and customer requirements.
- Configure switch ports with descriptions and access for special services as necessary.

Implementation

- Install network equipment into existing racks during authorized time window, ensuring proper communication and functionality.
- Verify all installed project equipment is uplinked and communicating properly.
- Complete on-site programming and make any final changes to system data.
- Ensure all project equipment is running a consistent, updated software version.

- Patch project equipment into the network using existing terminations according to customer preference.

Testing and Training

- Perform predetermined test plan according to pre- and post-upgrade requirements.
- Provide project closeout documentation including configuration backups, asset sheets, network diagrams, and any other relevant project information.
- Provide thirty (30) days of up and running technical support for installed network equipment operation and configurations performed during the project.
- Provide up to one (1) hour of knowledge transfer webinar on the operation of new network infrastructure.

Conditions of Service

This service project has been priced based on the above scope of work and corresponding bill of materials. Project pricing does not reflect a price per unit installation, but the project scope as a whole. Changes to the bill of materials or scope will need to be evaluated by Ednetics for potential revisions in this service pricing. Average service costs per unit are not guaranteed or fixed with changes in equipment quantity or scope.



Cisco Gold Integrator



Gold Integrator

Awarded to
EDNETICS INC

Country
USA

Valid Until
October 4, 2025

Validate this certificate by searching company name and location at cisco.com/go/partnerlocator. | Certificate generated on July 17, 2024



Customer References

Customer References



The following customer references are provided for similar projects recently completed by Ednetics. Additional reference information is available upon request.

Customer

West Ada School District

Contact

Keven Denton
IT Director

Address

1303 E Central Drive
Meridian, ID 83642-7991

Phone

(208) 855-4500

Email

Denton.Keven@westada.org

Customer

Boise School District 01

Contact

Will Goodman
Administrator of Information Technology

Address

8169 W Victory Rd
Boise, ID 83709

Phone

(208) 854-4096

Email

will.goodman@boiseschools.org

Customer

Kellogg School District #391

Contact

Simon Miller
Technology Director

Address

800 Bunker Avenue
Kellogg, ID 83837

Phone

(208) 786-5018

Email

simon.miller@kelloggschools.org



Ednetics Resume

Company Profile

About Ednetics

Ednetics, a leading provider of advanced technology solutions in the Western United States, has focused exclusively on improving IT infrastructure for schools, universities, libraries, and government organizations for over twenty-five years. Originally founded in Idaho, we've expanded with offices in Washington, Oregon, Idaho, California, and Arizona to better support our customers.

Choosing Ednetics means more than just a partnership; it's a pathway to tangible advantages that promote organizational success. Our culture of problem-solving and continuous improvement combined with our commitment to serving the public sector has led to a portfolio uniquely positioned to deliver results driven solutions. Our broad experience, extensive vendor relationships, and collaborative approach achieve predictable timelines and consistent return on investment.

Ednetics Solution Profile

Our portfolio is a highly functional and flexible ecosystem built prioritizing interoperability and open architectures creating opportunity for integration of future solutions. Additionally, our portfolio is shaped by adhering to public sector IT regulations and industry standards. We believe that as you invest in your IT program, you should have the flexibility that comes with building upon a foundation that has been tried, tested, and proved within the industry.



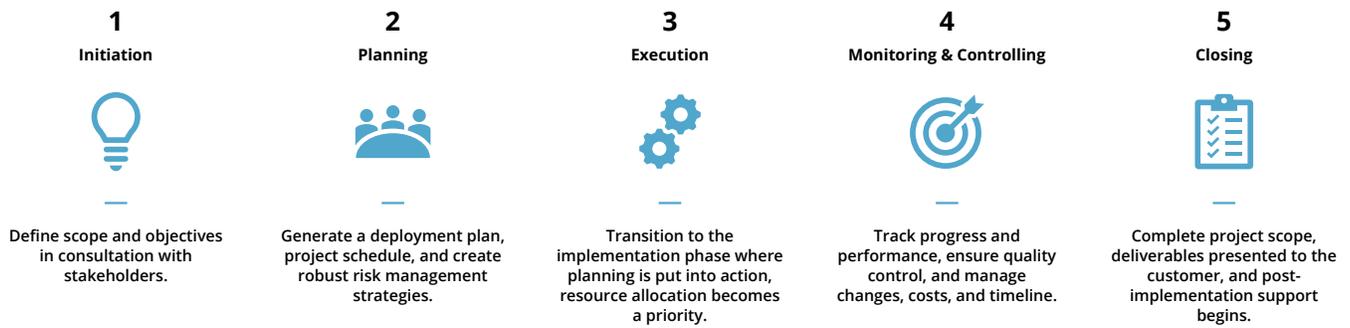
Ednetics Engineering

At Ednetics, our Engineering Team holds the highest certifications in the IT industry, forming the backbone of our ability to deliver cutting-edge solutions. When you harness the power of Ednetics engineering for your project or service, you not only tap into the pinnacle of industry expertise but also benefit from our extensive experience in SLED environments, cultivated across numerous customer sites with similar setups to yours.

Project Management Approach

We believe that following industry best practice standards set by the Project Management Institute (PMI) leads to a successful project outcome. Our Project Management Team collaborates closely with our customers to stay aligned on expectations and project success. Our team-based approach for a successful project delivery revolves around a combination of dedicated Account Manager, Sales Engineering, PMP-certified Project Managers, and Engineering/Deployment resources as well as post-project support. We prioritize successful project delivery and lasting customer relationships. Your project team will be assembled with the necessary experts for your specific solution promoting cross-team collaboration and successful project delivery.

5 Phases of Ednetics Project Process



Ednetics Support

Ednetics Support brings a consistent focus on customer experience to the forefront of our practice, delivering industry-leading customer service. Our Support Desk is equipped with an internal escalation system that calls upon specialized engineering teams when needed. Whether it's handling routine move/add/change requests, addressing common service issues, or providing advanced troubleshooting with tier 3 support, we ensure that your concerns are addressed effectively and promptly. We view our expertise, skills, and dedication as an extension of your team. We understand that consistent IT performance is crucial to your organization's success.



E-Rate Experience

Ednetics has been an active E-Rate service provider since 1997, with extensive experience in both Category 1 and Category 2 services. To date, Ednetics has worked with applicants on projects securing over \$468 million in funds.



To-Date E-Rate Projects Awarded

8,974 projects



To-Date Total Pre-Discount Services Awarded

\$468 million

Ednetics Deployment Services Premier Partners

Ednetics Deployment Services Team takes pride in our Premier Partners—a select group of subcontractors who specialize in installation and layer-1 services across our multi-state territories. These Premier Partners are fully qualified through our rigorous Partner Program, which includes comprehensive training and certification, reflecting our commitment to integrity. We consider our subcontractors as part of the Ednetics family, and we hold their standards in as high regard as our own.

Purchasing Agreements

With competitively bid purchasing vehicles, save the time and expense of going out to bid. Ednetics has been awarded multiple statewide pricing agreements. The following is a partial list of participating purchasing agreements.



Insurance and Bonding

Ednetics has a strong relationship with our insurance and bonding provider, The Hartford and Alliant Insurance Services. Our general insurance coverage limits are \$1 million for each occurrence and \$2 million aggregate with a \$10 million umbrella for overages as well as a \$5 million Cyber Security policy. We can easily accommodate specific insurance requests in a timely manner. Hartford Fire Insurance Company provides a \$5 million single project, \$25 million aggregate surety program for our bonding needs.

Company Certifications and Partnerships

We strive to be the best at what we do. To create truly amazing solutions using the latest innovations and features while being flexible, scalable, and sustainable, we partner with industry leaders who share our passion for excellence. Documentation for Ednetics certifications is available upon request. Below is a list of our top partners, not all partnerships listed.



Industry Recognition

In a landscape defined by excellence, Ednetics has risen to the top. We proudly hold a collection of industry recognitions and awards, including Cisco Outstanding Solutions Partner, CRN Managed Service Provider Elite 150, Best Places to Work in Idaho, and the Patriot Award. These acknowledgments underscore our commitment to providing exceptional service, industry-leading expertise, and unwavering support to our customers and partners.



Net Promoter Score (NPS)

Ednetics achieved a Net Promoter Score (NPS) of 75%, surpassing the 2022 industry average of 40% for technology services. This accomplishment reflects our team’s unwavering dedication to outstanding customer service, characterized by swift issue resolution and a highly responsive approach.

Our success is a result of the dedicated efforts of our entire team, continually aiming to exceed customer expectations. The NPS survey serves as a valuable tool for ongoing enhancement of customer service and experience.

NPS
Net Promoter Score
40%
Industry Average

NPS
Net Promoter Score
75%
Ednetics



Specializations and Certifications

Team and Individual Certifications and Specializations

We are proud of the hard work and high standards our team upholds to maintain impressive industry and best practice certifications, both individually and as a team, and are happy to expand further upon our teams' accomplishments upon request.

Team Specializations

Cisco Gold Integrator Partner

Cisco Select Provider Partner

Advanced Collaboration Architecture Specialization
Advanced Enterprise Networks Architecture Specialization
Advanced Security Architecture Specialization
Hybrid Cloud Computing Solution Specialization
Hybrid Cloud Networking Solution Specialization
Hybrid Cloud Software Solution Specialization
Customer Experience Specialization
Cisco Umbrella for MSSPs Specialization
Cisco Unified Contact Center Express Specialization
Cisco Webex Contact Center Specialization
Collaboration SaaS Specialization

Juniper Elite Partner

Elite Partner
Routing Specialization
Data Center Specialization
AIDE Wired and Wireless Specialization

HPE Aruba Silver

HPE Solution Provider Business Partner
Silver Aruba Partner

Integrated Physical Security Partners

Alarm.com
Allegion
Altronix
APC Schneider Electric Select Partner
Motorola AVA/Arecont Vision Premier
Axis Gold Dealer
Bosch Intrusion Certified
DMP and DMP Entrè certified technicians

Exacq Technologies Elite Dealer
Feenics
Hanwha Gold Dealer
HID
IPVideo Corp Partner (HALO)
OpenEye
OpenPath
Salto Systems
Vivotek Gold Dealer

Data Center, Cloud, and Device Partners

NetApp Gold Partner
VMWare by Broadcom Select Partner
Microsoft Silver Partner
Dell Technologies Solution Provider
Lenovo Partner
Lenovo PC Partner Gold
Lenovo ISG Partner Authorized

Extreme Networks
Veeam
Nimble
Lightspeed Systems
Critical Insight (CI) Security
Arctic Wolf Partner

Collaboration and Notification Partners

Singlewire Software Authorized Reseller
Atlas Sound Authorized Distributor
Advanced Network Devices Certified Premier Integrator
Netsapiens
Yealink
Poly

Individual Certifications

Cisco

Cisco Certified Internetwork Experts (CCIE) Security, Collaboration, and Enterprise Networks
Cisco Certified Network Professionals (CCNP) Security, Collaboration, Wireless, and Enterprise Networks
Cisco Meraki Networking Professionals (CMNP)
Cisco Customer Experience Certified (CSMs & Renewals)

HPE Aruba

Gold Networking Certified
HPE Sales Certified – Aruba Networking Solutions

NetApp

NetApp Systems Engineer Professional
NetApp Clustered Data ONTAP (CDOT)

Microsoft

Microsoft Certified Professionals (MCP)
Microsoft Certified Systems Engineer

Juniper

Juniper Sales Professionals
Juniper Junos, Associate (JNCIA-Junos)
Juniper Mist AI, Specialist (JNCIS-MistAI)
Juniper Enterprise Routing and Switching, Specialist (JNCIS-ENT)

VMware

VMware Certified Professional (VCP)
VMware Technical Sales Professionals (VTSP)

Specialty

Certified 01 Electrician and 06 Low Voltage Technicians
Multiple Physical Security Certifications
Registered Communications Distribution Designers (RCDD)

Project Management

Project Management Professional Certification (PMP)
Scaled PMI Agile Professionals
Certified Associate in Project Management (CAPM)



E-rate Terms and Conditions

Ednetics E-rate Terms and Conditions



These Terms and Conditions (“Agreement”) are between Ednetics and the entity identified as the customer (“Customer”); each referred to as a “Party” and collectively referred to as the “Parties.” This Agreement consists of these Terms and Conditions, Sales Order(s) and any forms or authorizations attached hereto, all of which are incorporated herein by reference. The Parties agree to be bound by this Agreement and affirm that each have caused this Agreement to be executed by their respective duly authorized representatives on the dates written below their names.

1. **Service(s).** For purposes of this Agreement, “Service(s)” shall mean a variety of products and services available for use in transporting information within the school to the classroom, within a library to public areas, or to administrative areas or other buildings as defined in the Eligible Service List. Ednetics Service(s) include data distribution components, firewalls and other data protection components, interfaces, gateways, wireless access points, servers, storage devices, software, cabling and installation as well as Ednetics equipment and services integral to performance or delivery of Service(s) under this Agreement, such as maintenance and technical support. Ednetics will provide Service(s) as referenced in the Sales Order(s) in accordance with the terms of this Agreement.
2. **Change Order(s).** If changes are required during the course of a project, a Change Order(s) will be provided and work will continue upon agreement and execution of the Change Order(s). Change Orders are not considered new contracts. For changes/updates to quantities of equipment included under this Agreement, see Section 19.
3. **Exclusions.** Any part, material, service or item not explicitly included in this document is excluded from the proposal.
4. **Payment and Performance Bond.** Payment and performance bonds may be provided at one and one-half percent (1½%) of the proposal cost after tax. Payment and performance bonds will be invoiced and are not E-rate eligible. It is Customer’s responsibility to inform Ednetics if a Payment and Performance Bond is required for the project prior to submitting a purchase order to ensure the bond is reflected in the quote.

General Terms and Conditions

5. **Obligations of the Customer.** Customer agrees to accept a Material Staging Agreement, provide all necessary information required, access to the premises, support for timely installation, proper use of Service(s) and to comply with all the terms and conditions of this Agreement. Customer acknowledges and understands that not accepting the Material Staging Agreement may subject Customer to higher costs.
6. **Customer Representations.** Customer warrants they have the legal right and ability to enter into this Agreement and are authorized to act on behalf of the school, library, or state/local government entity. Customer represents and warrants that Customer name and contact information is true and correct. Customer acknowledges and agrees that Ednetics relies on the information supplied by Customer and providing false or incorrect information may result in delays in the provisioning and delivery of Service(s), and/or the suspension or termination of Service(s). Customer agrees to promptly notify Ednetics whenever personal or billing information changes, including, but not limited to, Customer name, address, e-mail address, telephone number, and credit card information if appropriate.

7. **Term Commitment.** This Agreement sets forth a five (5) year Service Term. Service will be delivered July 1 through September 30 of the funding year corresponding to Customer's funding request, or when specified by Customer. The Service(s) will be made available to Customer unless Customer advises Ednetics, in writing, that Service is in material non-compliance with the specifications contained in the Sales Order(s). If this is the case, the term commitment for Service(s) will not commence until such time as Ednetics and Customer mutually agree the issue with Service(s) has been resolved.
8. **Term Renewal.** Upon expiration of the Initial five (5) year Service Term, and as long as Customer is not in default of the terms of this Agreement, Customer may extend their Service(s) under the same terms and conditions for a period of one (1) year, by notifying Ednetics in writing at least thirty (30) days prior to the expiration of the Initial Service Term.
9. **Fees and Charges.** Customer shall pay for all Service(s) Ednetics provides Customer. Sales Order(s) specify the fees Customer will pay for the Service(s).
10. **Payment.** Per the USAC process, Ednetics will invoice the Customer utilizing the BEAR method prior to funding approval, or the Service Provider Invoice (SPI) method after funding approval. Upon E-rate funding approval, the Customer will confirm the preferred method of reimbursement to use. Ednetics invoices will be due and payable thirty (30) days from the invoice date ("Due Date"). While Ednetics will invoice USAC directly via the SPI, Customer is ultimately responsible for payment to Ednetics of delivered Service(s). For the purposes of billing and adjustments, Ednetics assumes thirty (30) days in a month. A late payment fee may be applied on balances remaining unpaid thirty (30) days following the Invoice Date at the rate of one percent (1%) per month applied to the amount of the unpaid balance from the Due Date. Subject to any applicable state or federal regulations and in addition to the remedies contained in this Agreement, Ednetics reserves its right in law and equity, including, but not limited to, its rights under the Uniform Commercial Code.
11. **Taxes.** Customer hereby acknowledges and agrees that all pricing for Service(s) and other charges due hereunder, including sales taxes, duties, fees, levies or surcharges imposed by, or pursuant to the laws, statutes or regulation of any governmental agency or authority, are the sole responsibility of Customer and as such shall be paid promptly when due by Customer. Customer acknowledges and agrees to indemnify and hold Ednetics harmless from any liability for Customer not paying all taxes due. Except as set forth herein, all amounts payable by Customer under this Agreement shall be made without any deduction or withholding and, except to the extent required by any law or regulation, free and clear of any deduction or withholding on account of any tax, duty or other charges of whatever nature imposed by any taxing or governmental authority. If Customer is required by any law or regulation to make any such deduction or withholding, Customer shall, together with the relevant payment, pay such additional amount as will ensure that Ednetics actually received and is entitled to retain, free and clear of any such deduction or withholding, the full amount which it would have received if no such deduction or withholding had been required.
12. **E-rate.** This Agreement and all attachments are effective upon the later of its execution by both Ednetics and Customer and either Customer's E-rate funding approval or Customer approval to proceed with service by authorizing a Purchase Order or signing a Notice to Proceed ("NTP"). While this agreement provides the cost of Ednetics Service(s), it does not set a guaranteed quantity of sales. The purchase of these products and services may be dependent upon approval of the Customer's budgets and the funding commitment by the Universal Service Administrative Company.
13. **Bill Disputes.** Customer's billing disputes or requests for adjustment, together with all supporting documentation, must be made in good faith and must be received in writing by Ednetics within ninety (90) days from the Invoice Date, or Customer's right to raise such billing disputes is waived. Customer shall otherwise timely pay any undisputed amount. If Ednetics determines a disputed charge was billed in error, Ednetics will issue a credit to reverse the amount incorrectly billed. If Ednetics determines the disputed amount was billed correctly, Ednetics will inform Customer of such determination and provide

Customer with proof of correct billing. If Customer does not accept such proof as definitive, the dispute will be escalated for an officer review/resolution with Ednetics and Customer in accordance with this Agreement. In the event the escalated dispute is resolved against Customer, or in the event Customer accepts the foregoing proof as definitive (or if Customer fails to notify Ednetics within thirty (30) days that Customer does not accept proof as definitive), Customer shall pay the previously disputed amount within ten (10) days thereafter.

14. **Resolution of Disputes.** Except as otherwise provided herein, any dispute, controversy or claim (individually and collectively referred to hereinafter as a "Dispute") arising under this Agreement shall be resolved in accordance with the procedures set forth herein. In the event of a Dispute, and upon the written request of either Party, each of the Parties shall appoint, within five (5) business days after a Party's receipt of such request, a designated representative who has authority to settle the Dispute and who is at a higher level of management than the person with the direct responsibility for administration of the Agreement. The designated representatives shall meet as often as they reasonably deem necessary in order to discuss the Dispute and negotiate in good faith in an effort to resolve such Dispute. The specific format for such discussions is left to the discretion of the designated representatives; however, all reasonable requests for relevant information made by one Party to the other shall be honored. If the Parties are unable to resolve issues related to the Dispute within thirty (30) days after a Party's request is made for appointment of designated representatives as set forth above, either Party may seek any relief to which it is entitled, whether at law or in equity.
15. **Prices.** Prices do not include applicable taxes, insurance, or third-party setup fees, services or materials unless specifically stated. Prices are guaranteed through the end of the initial USAC E-Rate program funding year unless otherwise stated. Supply is subject to availability.
16. **Retainage.** In the event Customer requires retainage for the related project, Ednetics must be informed at or prior to the time of ordering goods and services. Customer is permitted to withhold retainage up to 5% of the invoice subtotal before sales taxes for any BEAR funded E-rate projects, or 5% of the Customer funded subtotal for any SPI funded projects. All retainage withheld by Customer will be placed in a separate interest-bearing account for the benefit of Ednetics. Customer will provide the institution and account number where the funds are being held with the first invoice payment to evidence the isolation of these funds. Retainage will be invoiced upon final acceptance by the Customer with payment of the outstanding balance plus interest due within 30 days (60 days in Washington State) of the invoice date. Upon final acceptance, Customer agrees to complete and submit any necessary forms to the state to allow payment of the retainage within the timeline. In lieu of withheld retainage, Ednetics reserves the right to utilize a retainage bond.
17. **Materials.**
 - a. **Materials Stored Offsite (if applicable).** Projects often require configuration and burn-in of Customer materials by Ednetics. To facilitate this, the materials will be delivered to an Ednetics facility to complete the configuration, or at the request of customers in advance of installation. As materials are shipped to the Ednetics facilities, Customer agrees to accept and pay all invoices under the Payment Terms described above as if the materials were shipped to the Customer site. Evidence of the receipt of goods will include the quantity, item number or SKU, a brief description of the materials, and a listing of serial numbers where applicable. These items will be disclosed on the Ednetics invoice(s) indicating payment is due. While Customer is obligated to pay for the materials, Ednetics will assume liability of ownership of all purchased materials once received from the supplier on Ednetics grounds and en route to final Customer destination. Ednetics is insured against unforeseen losses including but not limited to fire, theft and automobile accidents resulting in damaged goods. Customer assumes liability of ownership of all materials upon delivery and receipt at Customer location.

- b. **Material not requiring storage offsite.** Materials that do not require storage offsite will be delivered directly to Customer. These materials are ordered and delivered as they become available. Upon shipment of materials, an invoice for those materials will be generated and Customer agrees to pay the invoice in accordance with the Payment Terms described above. Due to backorders, multiple suppliers, or other issues outside of Ednetics control, materials may ship at different times resulting in multiple invoices. All materials will be F.O.B. shipping point with all risk of loss or damage transferring to the Customer when shipping from a supplier of Ednetics choosing.
18. **Returns of Product.** Based on written consent from an authorized Ednetics representative, returns of product(s) purchased may be eligible in certain, limited circumstances if requested within 30 days from the date of shipment. If approved, product should be returned either un-opened or in all its original packaging. Upon completion of any authorized return, a credit memo will be issued to Customer to be applied at Customer discretion. Any credit provided for returns will be reduced by manufacturer specific restocking fees, as applicable. Customer agrees to assume financial responsibility for all transportation costs associated to a return. Returns or refunds due to defective product(s) are to be handled as warranty claims directly with the manufacturer.
19. **Substitutions/Additions.** The Customer may substitute equipment listed in this proposal, or add to the quantity of equipment listed within this proposal, with the following conditions:
- Any equipment substitution/addition must meet E-rate eligibility requirements as outlined by the Universal Service Administrative Company (USAC) for the Schools and Library Program.
 - Substitutions/additions must be of the same product type and be used to fulfill the same purpose.
 - Both Ednetics and the school district must approve any substitutions/additions by executing a Change Order(s) as described in Section 2.
 - Equipment substitutions/additions may increase equipment, installation and support costs. Any increased costs not covered with the final approved E-rate funding will be the sole responsibility of the Customer.
20. **Equipment Trade-in.** All equipment trade-ins must meet trade-in criteria established by USAC and Ednetics guidelines as follows:
- Equipment originally purchased with E-rate funds may be used for trade-in if the district has owned the equipment for over five (5) years at the time of equipment trade-in. Equipment not purchased with E-rate funds does not have any trade-in restrictions.
 - Trade-in equipment must be specifically identified and documented at the time of proposal acceptance. Ednetics reserves the right to approve or deny any requested changes in equipment trade-in inventory.
 - Trade-in discounts are processed as a rebate after project completion and all trade-in equipment has been received.
 - The district will not use trade-in credits to show the district meets funding match commitments for E- rate approval.
21. **Basic Maintenance.** Basic Maintenance items listed in this Agreement are per year and are for service from July 1 through June 30. The Customer may choose to add maintenance or maintenance renewals on any items purchased through this Agreement provided the maintenance is purchased in one (1) year increments.
- Cisco SMARTnet and Support: Pricing will be based at twenty-two percent (22%) off the published list price for all equipment covered.
 - Ednetics One Support coverage includes technical support for existing equipment, software and configurations and may be purchased from Ednetics under a separate Agreement.
22. **Limitation of Liability.** Ednetics shall not be liable or responsible for any of the following: (a) unauthorized access to Customer owned equipment; (b) claims for damages caused by Customer through fault, negligence or failure to perform Customer's responsibilities; (c) claims against Customer

by any other party; (d) any bodily injury arising from causes beyond Ednetics reasonable control; (e) any damage to materials arising from causes beyond Ednetics reasonable control; and (f) any act or omission of any other party furnishing services to Customer, or the installation and/or removal of any and all equipment supplied by any other services provider. EDNETICS SHALL HAVE NO LIABILITY TO CUSTOMER OR ANY THIRD-PARTY FOR OR WITH RESPECT TO ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, OR PUNITIVE DAMAGES OF ANY NATURE OR FOR THE LOSS OF REVENUE, LOST PROFITS, LOSS OF BUSINESS, LOSS OF PROSPECTIVE OR POTENTIAL BUSINESS OR ECONOMIC LOSS OF ANY KIND FOR ANY REASON WHATSOEVER, REGARDLESS OF WHETHER EDNETICS IS INFORMED OF THEIR POSSIBILITY.

23. **Liability of Customer.** In the event any claim, demand, lawsuit or liability is made or assessed against Ednetics or any of the officers of Ednetics by any third-party and the same arises out of, or is directly or indirectly related to, or is caused by any act or omission of Customer, then, and in such event, Customer shall indemnify, defend and hold harmless Ednetics and its officers, agents and representatives of and from any all such claims, demands, causes of action and liability, including the payment of reasonable attorneys' fees to defend such action. Additionally, Customer shall reimburse Ednetics for damage to Service(s) including those due to any malfunction of any equipment provided by an entity other than Ednetics.
24. **Transfer and Assignment.** Customer may not sell, assign or transfer any of Customers rights or obligations under this Agreement without Ednetics prior written consent. Ednetics may assign this Agreement upon notice to customer.
25. **Force Majeure.** Any delay, interruption, or nonperformance of any provision of this Agreement on the part of Ednetics caused by conditions beyond Ednetics reasonable control shall not constitute a breach of the Agreement and the time for performance of such provision shall be deemed to extend for a period equal to the duration of the conditions preventing performance. Such examples include, but are not limited to, acts of God, acts of civil or military authority, terrorist acts, riots, insurrections, epidemics, power blackouts, fire, explosion, vandalism, cable cut, adverse weather conditions, earthquakes, nuclear accidents, floods, governmental action, moratoriums or injunctions related to the construction and shortage of labor and materials (collectively a Force Majeure Event).
26. **Governing Law and Venue.** This Agreement shall be construed and governed in accordance with the laws of the State of Idaho and venue for any actions arising under this Agreement shall be in the courts of county jurisdiction or the State of Idaho, as appropriate.
27. **Non-Disclosure and Publicity.** The parties understand and acknowledge that Customer is a governmental entity, and that State Laws and E-rate program regulations may require Customer to disclose certain information relating to, but not limited to, their services, finances and E-rate applications.
28. **Entire Agreement.** The Customer's Request for Proposal (RFP), Notice of Award, this Agreement, and any related Purchase Order(s) are considered the complete Agreement between the Parties, concerning any Service(s) provided by Ednetics hereunder, and replaces any prior oral or written communications between the Parties. Except for prior obligations of confidentiality and/or nondisclosure, there are no conditions, understandings, agreements, representations, or warranties, expressed or implied, which are not specified in this Agreement.
29. **Severability.** In the event any of the terms of this Agreement or the applications of any such term shall be invalid by any court of any competent jurisdiction, the remaining terms of this Agreement or their application shall not be affected thereby and shall remain in full force and effect.
30. **Counterparts.** This Agreement may be executed in any number of counterparts, each of which shall be an original, but all of which together shall constitute an Agreement. Facsimile signatures and electronic signatures (including electronically transmitted signed documents) shall be accepted and treated the same as an original.

31. **Notices.** All notices, requests, demands or other communications which are required or may be given pursuant to the terms of this Agreement shall be in writing and shall be deemed to have been duly given (a) on the date of delivery if personally delivered by hand or (b) upon the third day after such notice is (i) deposited in the United States mail, if mailed by registered or certified mail, postage prepaid, return receipt requested, or (ii) upon the first business day following deposit if sent by overnight delivery by a nationally recognized overnight express courier, or (iii) by facsimile upon written confirmation (other than the automatic confirmation received from the recipient’s facsimile machine) of receipt by the recipient of such notice.

PLEASE COMPLETE NOTICE SECTION BELOW

Notice to Ednetics

Ednetics, Inc.
 Attn: Lisa Tucker
 971 S. Clearwater Loop
 Post Falls, Idaho 83854
 T (208) 618-4050
 F (208) 619-4161

With a copy to:

Ednetics, Inc.
 Attn: Travis Pettyjohn
 971 S. Clearwater Loop
 Post Falls, Idaho 83854
 T (208) 777-4709
 F (208) 777-4708

Notices to Customer:

Contract Acceptance

The parties have caused these Terms and Conditions to be executed by their respective duly authorized representatives as of the last date signed below (“Effective Date”).

EDNETICS, INC.

CUSTOMER

 SIGNATURE

 SIGNATURE

 PRINTED NAME

 PRINTED NAME

 TITLE

 TITLE

 DATE

 DATE