

Manor Independent School District
Board of Trustees Board Meeting Agenda Item
February 18, 2025

CONSENT ITEM SHEET

RE: Consider and possible action regarding the purchase of Cisco Flex Agreement renewal and hardware upgrades, including possible delegation of authority to the Superintendent or his designee to enter into agreement(s) with selected vendor(s)/contractor(s)

Supporting Documents: *Quote Summary, RFP responses*

District Goals: Goal 5

FACILITIES & MAINTENANCE- By 2026, Manor ISD will proactively provide facilities to ensure 100% of scholars will have safe, well-maintained, environmentally sustainable, and community accessible facilities.

Bottom of Form

Background Information:

This item is for the purchase of Cisco Flex Agreement renewal and upgrade. Phone system refresh with the added features and functionality, to include WebEx cloud calling for easier management and upgrades, and new phones with action button to meet the requirements of Alyssa’s Law.

Fiscal Implications:

The RFP with the best value for the District is for \$1,030,577.60 from Netsync Network Solutions. This will be paid for through 2019 bond funds and safety grant.

Administrative Recommendation:

Administration recommends the Board approve this quote as providing the best value for the District and delegate authority for the Superintendent or his designee to finalize an agreement with the top-ranked vendor.

Proposed Motion Language:

“I move that the Board approve the proposed quote from Netsync Network Solutions, and delegate authority to the Superintendent or his designee to finalize the purchase.”

Mr. Joe Mendez

Contact Person

Dr. Robert Sormani

Approved by Superintendent

Manor ISD Quote Summary

The MISD Quote Summary sheet is to be used for purchases that require more than one quote. In the shaded spaces below, the end user is to provide all applicable information necessary for the MISD Purchasing Office to review. A minimum of two (2) vendors must be contacted when two or more are available.

NOTE: The end user must attach this Quote Summary Sheet and quotes documentation with purchase requisition when more than 1 quote is required.

Using Local Funds		Using Grant Funds	
Purchase Price	Quote(s) Required	Purchase Price	Quote(s) Required
\$1 - \$9,999	1 Quote	\$1 - \$9,999	1 Quote
\$10,000 - \$49,999	1 Quote from Coop or 3	\$10,000 - \$250,000	3 Quotes & Quote Summary
≥ \$50,000	BOARD APPROVAL	≥ \$50,000	BOARD APPROVAL
50,000 or greater	Formal Bid Required	250,000 or greater	Formal Bid Required

Quote Information

DESCRIPTION: DISTRICTWIDE VOIP HANSET REPLACEMENT AND SYSTEM UPGRADE (FLEX AGREEMENT)

DATE: 2/5/25

CAMPUS/DEPT: Technology

CONTACT: David Gonzalez

PHONE: 512-278-4997

Supplier Information

Vendor #1	Vendor #2	Vendor #3	Vendor #4 (if applicable)
Company Name: Netsync Network Solutions	Company Name: Ambit Solutions, LLC	Company Name:	Company Name:
City/State: Austin, TX	City/State: Hoover, AL	City/State:	City/State:
Contact Person: Chirsti Hubbard	Contact Person: Keith Price	Contact Person:	Contact Person:
Phone: 512-483-1080	Phone: 205-780-2631	Phone:	Phone:
Email: chubbard@netsync.com	Email:	Email:	Email:
Response Type: RFP No. #25-010RFP	Response Type: RFP Response	Response Type:	Response Type:
Cooperative:	Cooperative:	Cooperative:	Cooperative:
Quote #: AAAQ451522-04	Quote #:	Quote #:	Quote #:

Quote Responses

Item / Service Description	Qty	Unit	Vendor #1		Vendor #2		Vendor #3		Vendor #4	
			Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1 Pricing Proposal including installation	1	ea	\$ 1,030,577.60	\$ 1,030,577.60	\$ 337,219.00	\$ 337,219.00		\$ -		\$ -
2				\$ -		\$ -		\$ -		\$ -
3				\$ -		\$ -		\$ -		\$ -
4				\$ -		\$ -		\$ -		\$ -
5				\$ -		\$ -		\$ -		\$ -
6				\$ -		\$ -		\$ -		\$ -
7				\$ -		\$ -		\$ -		\$ -
8				\$ -		\$ -		\$ -		\$ -
9				\$ -		\$ -		\$ -		\$ -
10				\$ -		\$ -		\$ -		\$ -
*Shipping / Freight Cost (if applicable)				\$ -		\$ -		\$ -		\$ -
*All shipping / freight cost must be included in the total			Total	\$ 1,030,577.60	Total	\$ 337,219.00	Total	\$ -	Total	\$ -

This initiative supports the district's safety priorities and complies with Alyssa's Law, which requires the implementation of panic button solutions for quick emergency responses. The district intends to use Cisco hardware, utilizing the built-in "action button" feature on Cisco phones as a seamless panic button solution. This system will enhance emergency communication, ensuring a safer environment for everyone involved. Out of 33 responses to our RFP, we received 2 submissions. We recommend Netsync as the best turnkey solution, while Ambit Solutions proposed a cloud-based alternative that is incompatible with our current infrastructure.

COMMENTS:

Award Information

Recommended Vendor: Netsync Network Solution

Award Amount: \$ 1,030,577.60

Reason for Award: Turn key solution and quality of response to RFP.

Section 1 - Executive Summary

The enclosed response is an ALTERNATIVE response which Ambit Solutions believes to be a superior long-term solution for Manor Independent School District. It exceeds all of the required specifications of the RFP, and provides significant cost savings on a one-time and monthly basis. Ambit Solutions is pleased to offer **Manor Independent School District** a fully-managed, hosted, turn-key Voice over IP solution that provides a District-wide VOIP Communication System across all facilities, new phones (including programmable and labeled alert buttons), integrated Voice over IP Phone System, Phone Service and ongoing Phone Support and Maintenance.

Ambit Solutions is a communications company that exists to serve and equip our customers to communicate effectively, with a dedicated focus on life safety. Just as Manor Independent School District believes that ensuring the safety and security of students, staff, and facilities within our school district is paramount. In today's ever-evolving landscape, where security threats can arise unexpectedly, it is essential to implement robust physical security measures and tools, Ambit Solutions partners with school districts to provide solutions which meet these critical needs. While this solution is an alternative response, this project response aligns with the district's safety priorities and compliance with Alyssa's Law, which emphasizes the critical need for panic button solutions to ensure rapid response to emergencies. All Ambit Solutions phone buttons can be programmed and labelled as emergency/silent response notification buttons.

Ambit Solutions was founded in 2005 and is located at 3520 Lorna Ridge Drive, Hoover, AL 35216. Phone is 205.829.1800. Our Federal Identification Number (FIN) is 26-2638459. Website is www.ambit-llc.com

We serve tens of thousands of users in hundreds of organizations all across the nation, from coast to coast. Over the last sixteen years, we have deployed hundreds of systems into Education, Government, Manufacturing, Healthcare, Legal, Non-Profit and other market sectors - with a **100% success rate**. Almost 85% of our users are in k-12 education.

Today Ambit Solutions serves over 1,500 Public Schools, representing over 1% of all public schools in the United States. We have the experience you need to ensure a smooth transition and a completely successful implementation.

We have a 99% 5-year retention rate for our school district clients. That speaks to the quality of our service and our solution. Our commitment is to exceed our client's expectations and provide superior service by going the extra mile. That's why almost all of our growth has come from word of mouth, clients simply talking to other people about their experience with Ambit Solutions.

In late fall of 2019 we completed installation of a Voice over IP System for Brevard County Public Schools in Florida. This is one of the top 50 largest school districts in the US with over 72,000 students and over 100 separate schools. In the summer of 2021, we completed installation of Voice over IP for Lee County Schools (FL). This is the 32nd largest school district in the nation with almost 100,000 students and 13,000 telephone handsets.

We understand the value of being experts. For that reason we determined we would not be all things to all people in the information technology market. We determined there was enough variability with one voice platform that taking on multiple products (e.g. Cisco, Avaya, ShoreTel, Mitel, etc.) would dilute our staff and not be in the best interest of our customers. For this reason we only sell, install, and support Asterisk-based telephony products.

Asterisk is the most widely used Voice over IP (VoIP) platform in the world with over two million downloads annually in over 170 countries. It is used by Fortune 500 companies, as well as Google Voice, Vonage and countless others. And for you, it means the solutions and features that are available for your voice communications needs are extensive, flexible and reliable.

Ambit's open source approach with Asterisk means we can deliver a Tier 1 communications system at a significantly reduced price and lower ongoing maintenance costs. Ambit Solutions also provides trunking services that save a substantial amount over traditional telecom services, Centrex, PRI's and even other VoIP services.

Because Ambit Solutions serves so many public schools, we have a unique and extensive understanding of how schools and districts operate.

We understand the need for simplicity. That's why the Asterisk system integrates Voice over IP with Intercom and Paging, School Bells, Call Recording, E911 calling, CDR Reports and myriads of other features. That's why the online administrative portal makes it easy to self-service and add extensions, voicemails and even other SIP devices.

We understand that parents demand access. Parents don't want to get a busy signal when they need to reach the school. That's why Ambit Solutions provides something that other VoIP vendors do not. It's called 'Dynamic Expansion of SIP Trunks'. That means we DO NOT CAP

the number of concurrent inbound and outbound calls based on the number of SIP Trunks (e.g., phone lines). Parents will always get through. And staff will always be able to make calls.

For instance, maybe the district only needs 75 call paths (i.e., phone lines) to handle the typical voice traffic needs of the district. But during a weather event, the district schools might be flooded with calls from 150 parents checking to see if the schools are closing early. In a normal scenario, many parents would get a busy signal. However, with Ambit Solutions, ALL of those Parent Calls will get through. They'll either reach a person, an IVR Auto-attendant, a voice mail or an announcement line. Parents will NEVER GET A BUSY SIGNAL with Ambit.

We understand the need of Student safety and security. That's why we integrate the VoIP System with Intercom and Bells and offer emergency lighting, horns and exterior door video management. That's why we can set up authorized school personnel to make emergency 'all calls' remotely from any phone or cell phone. They don't have to be in an office to begin an emergency notification. Ambit can enable the district office to initiate an 'all call' or a lockdown across all schools throughout the district at once, if the need arises. And the system automatically notifies critical personnel at the schools by text whenever someone dials 911.



We understand the need for continuity and uptime at individual schools. That's why Ambit Solutions initiates a variety of failover features. Since the schools typically get their Internet service through the WAN at the Central Office, we provide an LTE Cellular connection that provides failover in the event there is a loss of Internet at the district office. In addition, we can provide similar options at each school to provide failover if a school is ever cut off from the WAN. This is explained in detail in Section 3.

We understand the need for remote access for staff and students. When our school clients were required to provide virtual learning, Ambit was ready. We provided softphones that gave users easy access to the phone system features. We provided ways for teachers and staff to use their cell phone to reach parents without revealing their personal cell phone number. And we provided consultative assistance in developing solutions for specific district needs.

We understand the need for support. Public school districts have limited budgets and IT departments are typically understaffed. They are consumed with meeting the immediate technology needs of faculty and students and don't have time to manage a phone system.

That's why we provide a turnkey, fully managed system. IT staff have root access to do anything with the system they



desire. But they don't have to. They can lean on Ambit Solutions who has the experience and staff to provide needed support.

Our AmbitCare helpdesk staff are available 24/7. We work with many first responders, so our technicians are always on call. School districts can benefit from this for no additional cost. We staff our own helpdesk team and do not outsource it. They know your needs because they know you.

We have the experience you can trust. Our operations department has successfully installed Voice over IP at hundreds of schools and organizations all over the United States. We specialize in large scale, complex VoIP installations in Education; Municipalities and County Governments; as well as businesses that have facilities in multiple states and locations. We have a 100% success rate and require no long-term contract.

Section 2 - RFP Requirements and Phone System Overview

Ambit Solutions is proposing a SIP Voice over IP (VoIP) phone system that will meet or exceed the telephony needs of the district as they were outlined in the RFP. The VoIP Phone system will consolidate all of your phone needs, along with Intercom and paging, and even School Bells into one unified system. It will integrate all facility locations and provide extension dialing across the district. Details on these features are found in this section.

Ambit can deliver VoIP service through a premises, VM, Cloud, or combination hybrid solution. We typically recommend a cloud-based server. And this is what the district has required in its RFP.

The advantage of the Cloud-based system is that it will require less maintenance from school and district staff, than an on-site server. And it would not have to be replaced after several years, as an on-site server would. And if a catastrophic server failure were to ever occur, resolving it is much faster and easier with a Cloud-server than an on-site physical server.



Ambit Solutions provides a SIP-based VoIP System that will integrate with the district's existing network to create a converged Voice over IP solution to integrate with all facility locations, even those that might not be connected to the WAN, such as a bus barn or maintenance building.

Ambit is able to implement a complete or gradual deployment of the system, depending on your desires. We can port the phone numbers for the various facilities and locations all at once or in groups of schools and on a schedule that best meets the needs of the district.

In contrast to many phone systems, the proposed system is easily scalable as your needs change at each facility location. Additional Calling Paths (e.g., phone lines) can be added or removed as needed. Additional sites can be added or changed, as needed, with no disruption of service.

Ambit Provides a Feature-rich Phone System

Voicemail. The system provides many voicemail features. Users can record unique messages for when the phone is 'busy' or simply when they are 'unavailable'. There is a visual indicator on the handset that will flash when messages have been left by a caller. Users can listen to voice messages from the handset or remotely using an access code or from the user's web portal interface. Users can also forward messages to other users. Schools can have as many voicemail boxes as they need or desire for no additional cost.

Voicemail-to-Email. Another voicemail feature that is standard is Voicemail to Email. This is the ability to capture each caller's voice recording and automatically send it to the user's email address and even multiple email addresses. This enables the user to be able to easily check voice messages from anywhere he or she has access to email, whether or not they are in the office or near the handset. Messages can also be easily forwarded to another number or extension for others to hear. The system can also be set up to forward a left message to multiple users for critical communications.

Call Recording. The system also includes Call Recording. This can be very helpful for security procedures. Recording can be set to occur dynamically anytime a call is received or initiated; or the recording can also be activated 'on the fly' by an individual user, as the need arises by simply pressing the specified keys (i.e., *1).

Unlike many recording systems that only record on the receiving extension, this recording will follow the call as it is transferred to other extensions. Like all features, this can be user-specific to the extension. That is, some users can have the ability to record, while others cannot. This is user-defined by the administrator.



Recordings can be easily searched and queried and reviewed. Recordings can be maintained on the server for years or can be easily archived on a scheduled basis.

IVR Auto Attendant. The system includes an extensive IVR component. Think of this as your 'auto-attendant' that answers and routes calls for you, depending on the needs of the caller, saving your office staff time and energy.

You can have an IVR Auto-attendant for each school. You can even have multiple Auto Attendants at each school, if needed, for different departments at NO additional cost. And you can set up a multiple number of levels on each Auto-attendant to satisfy every potential need you may have in that area.

You might want an option that leads to an announcement line that promotes school events or answers common questions such as school closing early during a weather event. Rather than the receptionist having to answer 100 calls from parents during a weather event, they could simply reach the Auto-attendant and select the option for announcements.

IVR 'Homework Hotline'. Pike County School District serves many rural areas. During the COVID-19 lockdown in Spring 2020 they needed to provide a way for students to remotely receive assistance from teachers who were 'on call' during specific hours for specific subjects.

We set up an IVR Homework hotline that would only run during specific hours (using 'time rules'). Students would call the IVR and enter the Grade Level and the Subject. The IVR would then route the call to the appropriate teacher's personal cell phone who was on call at home. The system would NOT reveal the teacher's cell phone number. We also provided a way for teachers to use their personal cell phone to dial students and parents and have the caller ID identify the School district, rather than the teacher's personal cell phone number. All this we provided for no additional cost.

Unlimited Extensions. You'll also be able to have unlimited extensions. This will enable you to continue to use your current extensions that are in use across the district. Personnel will be able to reach other staff members at other schools by simply dialing their extension. You might want an extension at each school that is strictly used for announcements, such as early closings for weather events or special events on campus.

Traditional Fax. Although electronic faxing is sufficient for many organizations, most school districts continue to need traditional fax capabilities from a free-standing fax machine. Ambit Solutions provides this for clients through the use of ATAs (Analog Telephone adapters). Fax

machines use an analog signal. The ATA translates the digital VoIP signal to an analog signal, so the fax machine can operate as it would normally. The ATA is a small device that is attached by ethernet cable between the network port and the fax machine. Ambit fax lines are also HIPAA-compliant with end-to-end encryption.

Fax-to-Email is a built-in feature of the Asterisk phone system. It gives you the ability to receive faxes that are sent to any fax-enabled phone number. When someone sends a fax to a fax-enabled phone number, our system captures the fax, converts it to a PDF and sends it to your listed email address. From there you can view it or print it as you would any other document. This prevents you from having to run down to the fax machine to see if someone has sent you a fax. It's especially helpful if the fax machine is on a separate floor or in a remote location. This feature alone saves you time and energy. Users can also upload documents for outbound faxing through an online portal.

Find Me/Follow Me. Also available is The Find Me-Follow Me feature. This allows the user to provide the system with a list of phone numbers that enables the system to track the user at various phone numbers, until the user is reached by the caller. This is especially beneficial for staff members who work in multiple offices or even on multiple campuses.

Conference Calls. Schools will also have the ability to create their own 'Conference lines' that enable you to have up to 100 people on any conference call at one time. These conference lines can be a direct number that people can call to join a conference call or it can be set up as an extension that people can dial. You can require a password for entry into the conference room or it can simply be open to anyone. It can pause the beginning of the conference until the leader/organizer has arrived or it can begin immediately. And you can have as many 'Conference Lines' as you need.



School Bells. We use the Algo 8301 Paging device to enable schools to easily set up an integrated school bells notification system in the VoIP Phone system to run across every telephone handset; and if the school's current PA System is integrated with the Phone system, then across every PA speaker.

Multiple bell schedules can be created to manage a variety of needs, such as testing days, school assembly days and other situations. Schools can upload their own distinct sounds, if you choose not to use a standard bell sound. Clients have used a variety of sounds, music and announcements in place of standard bell tones.

School bells can be segmented to specific areas or paging zones. This is helpful when different schools (i.e., Elementary and Middle) operate within the same facility, but in different areas. Bells can then be configured to ring specific areas at specific times to meet the needs of those specific school groups.

The School bells feature can also be used for emergency notification. Special tones or sounds can be used to notify students and staff of different types of emergencies, such as tornado, fire or intruder. Quick access buttons can be set up on administrator phones for the various options; or administrators can simply enter a specific code that activates the emergency notification.

School bells will ring across all IP handsets and IP speakers. However, they can also be integrated to ring through the school's existing PA system, depending on the specifics of the existing system. You can read more about this in the section on Intercom and Paging.

Ring/Hunt Groups. The Ring Groups module is used to create a single extension number that your users can dial in order to ring multiple extensions at the same time. It also creates a destination to which you can send calls that will ring those multiple extensions.

For example, one could set the ring group as a destination in an inbound route, so that calls to the DID (i.e., a phone number) specified in the inbound route will cause all of the ring group's extensions to ring. It could also be set to ring each of the specified phones in succession. That is, it would 'Hunt' for someone to answer, ringing the first phone, then the second if the first didn't answer, etc. You could also set the ring group as a destination on an IVR, so that when a caller presses 1, for example, a group of phones will ring.

911/E911 configuration. Ambit Solutions will create an E-911 record for each facility for no additional cost. No special equipment is needed. Of special interest to you may be the ability to integrate additional telephone handsets on each 911 call.

Kari's Law Compliance for E911. Federal Law requires that any multi-line phone System installed after Feb 16, 2020 to be compliant with Kari's Law. This law stipulates that the phone system has a default configuration to allow any handset to be able to dial 911 without having to enter any prefix digits. The system must also automatically notify other persons or handsets within that given facility from which the 911 call was initiated.

Ambit Solutions VoIP Phone System is compliant with Kari's Law. When someone dials 911 from any of the system telephones, the call is routed to the dispatch but also is sent as a page/intercom to other designated phones to notify the appropriate persons in other offices.

This means on-site staff will be aware of the emergency from the beginning and can begin marshaling resources to the emergency, if necessary. The notification can also be configured as an email or text message.

Ray Baum Act for E911. Becoming federal law in 2021, Ray Baum's Act is a regulation of the FCC that requires E911 information provided to the PSAP should be more than just facility location. It should provide the campus street address, the specific building, the floor level and the specific room location of the telephone from which the 911 call was made. Ambit Solutions has the ability to provide this information and even to suggest the entry point that would provide the easiest access to that particular room. The fee for this federally-mandated regulation is included in the phone service charges.

Code Blue. This allows you to create a special key or code to enter into the phone to quietly alert security personnel through text or email of emergency issues. Panic or Call buttons are also an inexpensive option that can easily be configured to call 911 or notify specific staff members or security personnel.

Calling Queues and Call Centers - Perfect for a School Receptionist!

The Queues module is a more advanced version of the Ring Groups module. We support many Call Centers across the US. The Calling Queue is designed for multiple agents or users, but is perfect for a busy school receptionist.

With the Calling Queue, the receptionist does NOT have to place people on hold while still managing another caller. If the receptionist is already on the phone, the inbound caller will hear an announcement such as *'You've reached ABC School. Your call is important to us. Please remain on hold for the next available person'*. The caller would then hear music on hold or other announcements, until the receptionist was free to take the call. The System can also tell the caller the expected wait time and even what place they are in line.

When a caller enters a queue, the system can play a music on hold recording instead of the usual ringing sound. Callers can hear expected wait times. They can be given the option to exit the Queue and have their call routed to another destination. Calls can time-out so that if the call is not answered in a certain amount of time, the call will go somewhere else.

For example, you could create a Queue that will allow the call to be routed to the next Queue member who



becomes free. While the call is waiting, the caller can hear a special music on hold recording that is interrupted regularly with hold times, and with the option to press 5 to leave a message.

Callers can have a password that will give them special priority in the queue, bypassing others who have been waiting longer. This is often used when Service Level Agreements (SLA) are in place related to call support.

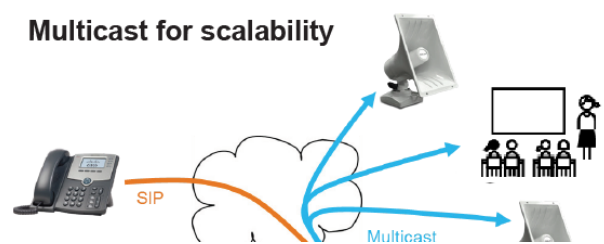
You can program a Queue with additional features. Individual extensions (called Dynamic Members or 'Agents') can be permitted to log into and log out of the Queue, so that when the phone is not occupied by a staff member who can answer calls, that phone will not ring. You can program the Queue to route each call to one open extension or all extensions, and use other ring strategies as well. Some of these would include the ability to ring the extension with the fewest calls, the extension with the least recent call, any open extension and randomly.

Parking Lot. This module creates and configures parking lots where calls can be transferred in order to allow another extension to retrieve the calls; and is available for no additional charge. This ability is a form of putting a call on hold so that the intended party can retrieve the call from elsewhere. This feature allows multiple parking lots to be configured for multiple departments.

When a call is parked, by transferring that call to the configured parking extension, the call is placed into one of the parking slots configured by this module and announced to the 'parker.' The slot can be dialed from other phones to retrieve the parked call or if the call times out and is not retrieved in a timely manner, the parked call can be configured to ring back to the parker or sent to other destinations configured in the system.

DISA. Direct Inward System Access (DISA) enables staff members who may be remote or off-site to call the system to access an outside line, so that the calls will ID as coming from your phone system and not the staff member's personal cell or home phone.

Intercom and Paging. Many customers utilize IP Phones for intercom and paging purposes across their facilities because of the speakers and microphones that are built-in to the phones. This provides a quick and simple way to reach individuals, classrooms, schools or wherever a phone resides. Those receiving the Page do not have to pick up the handset. The call will automatically move to the speaker. A teacher can be across the room and easily hear and respond to the page.



In addition to standard intercom and paging using the handsets, Ambit Solutions may also be able to integrate with your existing intercom system for 'all-calls'. The amount of integration depends on the type of intercom system currently in use at each school. If the current intercom system has the correct audio trunking ports, we can wire our phone system into the intercom system, so that paging and all-calls can be initiated from any telephone handset. In such a case, calls and paging would not only go to all the classroom phones, but could also go to all ceiling speakers throughout the hallways, gym, cafeteria and other locations. Schools can also create 'paging zones' for specific locations throughout the school.

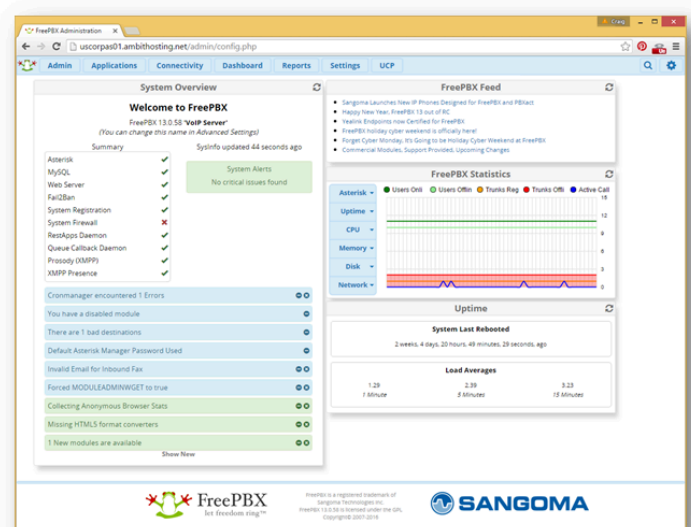
In another scenario, if the current intercom system at the school is outdated, damaged or has no audio inputs, Ambit Solutions can replace that intercom system. We can install a new intercom system using IP ceiling or wall-mount speakers that will integrate with the phone system. We also offer optional 'Voice Lift' options for classrooms to make it easier for students to hear the teacher, especially if they are hearing impaired.

Time Conditions Rules. The Time Conditions module is used to control call flow based upon time and date. It creates a destination to which you can route calls. When a call arrives at the Time Condition destination, the system will check the current system time and date against the Time Group that you selected. The system will then route the call to one of two destinations that you define.

For example, you might create a Time Condition called "Closed at Lunch." You would then select a Time Group that defines what time periods are "lunch," and then indicate that calls that come in during lunchtime should go directly to voicemail, while calls that do not come in at lunchtime should ring the Front Desk. Time Conditions can also be used to route calls to different destinations during business hours vs. after-hours, for example; or holidays.

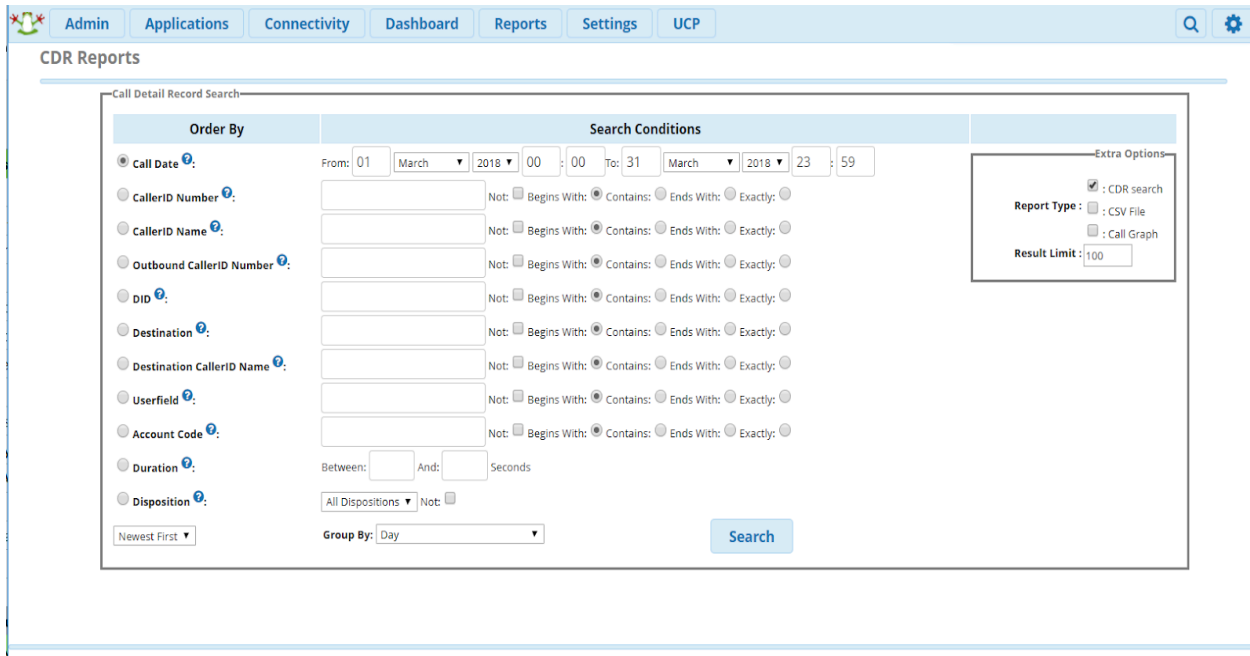
Administration and Management.

The Asterisk Phone System can be easily managed through the FreePBX website. Ambit Solutions will set it up and configure it for district operation. You can have multiple administrators with multiple passwords and restricted access. The main administrator(s) has full root access to everything. Knowing the limited time that IT staff have for phone system administration, Ambit Solutions is available to help with all aspects of



system administration and on-going support, so you don't have to worry about it.

Call Detail Reports (CDR). Every call detail is recorded and stored in a MySQL database. The interface allows the system admin to filter and retrieve those records based on various selection criteria (Date range, User, Number, destination etc.). Records can also be exported to Excel for further analysis.



Call Flow Control. The Call Flow Control module is used to create a single destination that can act as a switch that can be toggled by anyone who has access to a local phone. It is commonly used to allow phone system users to manually switch between "Daytime Mode" and "Nighttime Mode."

Call Flow Control should not be confused with the Time Conditions feature just mentioned. While both of these modules relate to call flow, Call Flow Control is designed to be a *manual* switch, while a Time Condition is designed to be a *scheduled, automatic* switch.

As a common usage example, you might create a Call Flow Control that is activated by dialing *280. When a system phone dials *280, the switch will toggle between green/off mode and red/on mode. In green/off mode, calls might route to all phones in the office for 30 seconds before going to voicemail. In red/on mode, the calls might ring to only the front desk, and only for ten seconds, before going to Voicemail.

Additional SIP-compliant devices or features can be added as Needed. The system is completely compatible with any SIP (Session Initiated Protocol) equipment. That provides you



with the ultimate flexibility and versatility as it relates to expanding the features of the phone system. As new SIP-compliant technology is developed, it can be added to your phone system as a new endpoint.

Video Conferencing. Video Phones are making Video conferencing more of a reality. The Video phones we use provide an HD Touch Screen that support 1080p resolution. It boasts a large 7" color touch screen along with HDMI and USB ports for connection to additional monitors.

The video phone we recommend also contains built-in WiFi and Bluetooth for easy sync between additional user devices. It uses a standard Android operating system, so you can easily navigate Google Play store for apps to fit your needs, including video conferencing apps such as Zoom, Skype and others.

Features and Devices that are NOT part of the standard installation, but which can be easily added are:

Softphone. Ambit Solutions offers a 'softphone' that integrates with the phone system. This can be used on a cell phone or on a computer. It enables the user to have full access to the phone system, as if they were in their office at work. It allows file sharing, chat, 'click-to-call', Visual voicemail, Directory dialing, Video Conferencing and much more.

Exterior Door Video Monitoring and Door Release. Ambit Solutions Voice over IP System gives you the ability to easily monitor front door access for security reasons.

We utilize a SIP-Compliant Network Door Camera for video and a Video phone for reception. It also has multiple outputs for the door release. This enables the front door receptionist or security personnel to easily view anyone desiring access, whether there is a direct line-of-sight or not.



Special Note: Fire Alarms.

Many fire marshals do not allow for fire alarms to be connected to VoIP systems. As a result, many clients retain one analog line for the fire alarm. The fire panel monitoring industry is moving towards radio and cellular connectivity for alarm panels. Ambit can assist the district with setting this up with its current monitoring company if desired.

Section 3 - Emergency Failover and Continuity

Telephone service is critical for student safety. As a result, School Districts must fully anticipate and be prepared for catastrophic events that could impact their phone service. Ambit Solutions helps clients through this process.



As with any technology there are tiers of continuity available; and each tier has an associated cost. Ambit can tailor a VoIP solution to the customer's desired level of redundancy. Current plans vary across our client base due to the specific needs of individual clients.

The VoIP Phone system accesses the PSTN (Public Switch Telephone Network) through the Internet, rather than across copper lines. Most school districts have a primary fiber circuit and a fiber WAN that provides the Internet service and connects each of the school sites. Fiber is a very reliable source for Internet connection. However, in the event of an Internet outage, districts would still need the ability to make and receive calls.

There are two primary potential points of failure that most school districts must address. First, is the outage of the primary fiber circuit that provides the district with Internet access. Second is the outage of the secondary WAN circuit that transmits that Internet access to the individual schools.

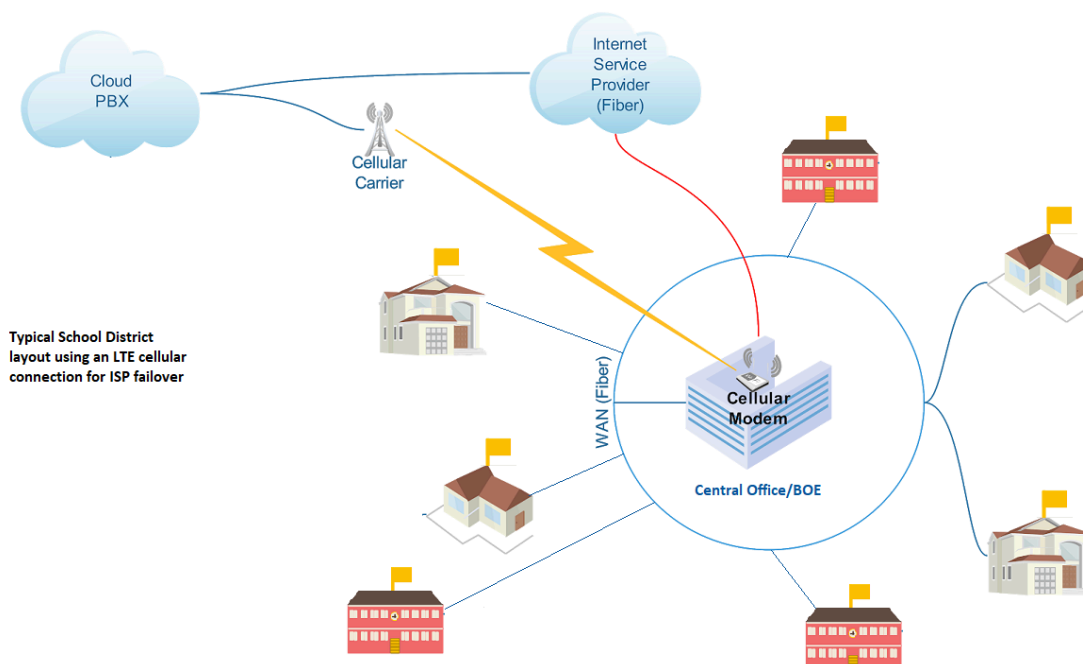
Primary Fiber Circuit Outage. Ambit Solutions provides reliable failover for the Primary Fiber Circuit through the provision of an LTE cellular connection at the district Main Data Facility (MDF) or the location of the main fiber circuit. Ambit Solutions will install an LTE cellular modem, cell signal booster and failover server at the MDF. This provides a cellular connection to the Internet that is specific for voice traffic.

In the event of loss of Internet Service from your Internet Provider, the Voice over IP Phone System will switch to the LTE cellular connection until your Standard Internet service is restored, even if it takes days. The LTE connection is fully capable of handling all of the phone calls to and from the district and will only be used for voice traffic and not standard Internet data.

The reason Ambit prefers cellular to another wired based carrier (e.g. fiber, cable / DSL) as the failover is that many times the fiber and other wired carriers use the same physical paths to a building. In other words, the telephone pole leading up to your building has old telephone wires, cable television wires, and fiber wires. If a car were to hit that telephone pole it would

take out all three services. By utilizing cellular you are effectively getting a separate wireless data path (radio) to the Internet, which lowers the risk.

The network schematic below depicts this type of setup.



In the diagram above we have inserted a cellular modem (connected to the customer's WAN / fiber network) that provides a failover path in the event the primary internet service is interrupted.

Secondary WAN Outage. The second point of potential failure is a WAN outage, which would cut off an individual school from receiving Internet access, even if the primary circuit was up.

In the past, a standard continuity and redundancy plan for individual schools involved installation of an **analog Gateway** at each school. If a school were inadvertently cut off from the WAN, the Gateway can utilize one analog line at each school for emergency 911 calls. This requires the district to keep one analog line at each school for this purpose. However, this is no longer the best practice going forward due to an FCC ruling.

Risk of Analog and POTS. The FCC has approved a forbearance request to grant carriers the right to abandon Analog and POTS (Plain Old Telephone Service) lines beginning in August 2022. That means the district is no longer guaranteed or entitled to use analog or POTS lines. That does not mean that your current carrier will abandon you, but it does mean

they are no longer under obligation. Ambit has already encountered many schools that lost their analog lines without their permission due to this FCC ruling.

What this means to you is that dependence on analog and POTS lines for emergency 911 calls is becoming more risky. A better solution may be to add the same LTE Cellular Failover at each school that we employ for the District MDF. This provides full and complete use of the phone system and phone calls, even if the Internet is lost. If electrical power is lost, a UPS can provide temporary power.

Another failover option for individual schools is to have **Softphones** for each school principal and/or receptionist and SRO. They are inexpensive (about \$2.⁰⁰ per user, per month) and it gives full access to the Cloud Phone System in the event of loss of the Internet or loss of electrical power.

Because a WAN failure at an individual school is rare and typically doesn't last long, many districts don't employ any additional failover at the individual school level. They simply notify Ambit Solutions if it happens and we **re-route their main school inbound phone number** to someone's cell phone. There is no additional cost for this service and it can be implemented in minutes.

Most districts will always have at least an emergency failover server at each school. This provides for internal dialing with the on-site telephones. It can also serve as an **Intercom failover** for internal 'all calls' and paging to phones, if the intercom is integrated with the phone system. This will enable any phone to make emergency 'all calls' across the intercom system.

In reality, Ambit can provide multiple failovers for the district, as we sometimes do for organizations and districts in hurricane zones. It is entirely feasible to provide 2, 3, 4, n redundant ISP connections to any facility. It is purely a matter of cost and customer preference. But multiple ISP connections are often not practical, nor cost efficient.

NETSYNC



This proposal contains confidential information provided by Netsync Network Solutions and is intended solely for the listed recipient. The recipient agrees to maintain this information in confidence and will not reproduce or otherwise disclose this information to anyone outside the group directly responsible for evaluation of this document.

bu

Table of Contents












1. Company Overview.....	1-1
2. Technical Response.....	2-1
3. Pricing.....	3-1
4. Forms	4-1

1. Company Overview

About Netsync Network Solutions

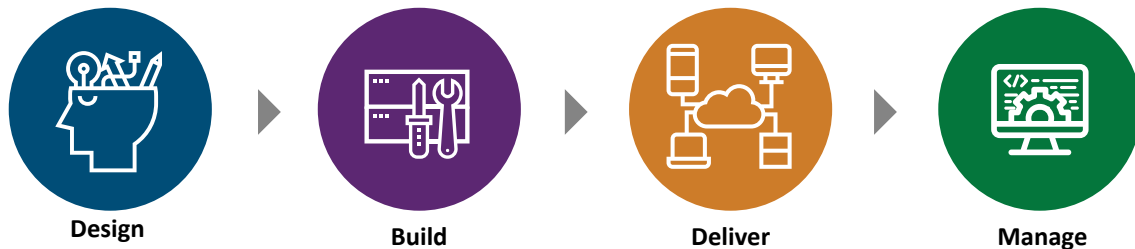
Founded in 2002, Netsync is a minority-owned business (MBE) and women-owned small business (WOSB) value-added reseller (VAR) specializing in technology solutions. We originated as a team of select senior technical consultants and built our business primarily through relationships and referrals, a true testament to the quality technology services Netsync provides. An end-to-end IT solutions consulting company, Netsync is based in Houston, TX, with offices across the US. Netsync uses a true business consultative approach to determine clients' requirements and architects innovative and synergistic IT solutions to meet clients' needs. Our highly skilled and seasoned engineering team is available 24 hours a day, 7 days a week, 365 days a year.



	Cloud		Enterprise Networking		Professional Services
	Collaboration		Internet of Things		Security
	Customer Experience		Managed Services		Service Providers
	Data Center		Optical/WAN		

Netsync Services

Netsync helps public and private organizations implement complex IT strategies built on advanced technology solutions to achieve desired business outcomes. Our team of solution experts brings tangible business value through our progressive Design, Build, Deliver, and Manage services methodology. Each part of our clients' infrastructure is architected, implemented, and supported to provide the best business value from their infrastructure.



Netsync Partners

As a Cisco Gold Integrator, Master Collaboration, Master Networking, Master Security, Master Service Provider, and Customer Experience (CX) Partner; an HP Amplify Power Services Partner; a Dell Gold Partner; and an Intel Platinum Partner; with certifications and specializations from the industry's best manufacturers, Netsync has built its reputation serving the public sector/SLED market. We have extensive experience deploying complex IT solutions for K-12 and higher education institutions, municipalities, and government agencies. Netsync also completes enterprise and SMB large-scale implementations for corporate clients across industries, including financial services, energy, healthcare, retail, manufacturing, and service providers.

Netsync Offices

Texas

Houston (HQ)
Houston Warehouse
Austin
Dallas

Dallas Warehouse
McAllen
San Antonio
San Antonio Warehouse

California

Long Beach
Riverside

Florida

Tampa
Georgia
Alpharetta

Texas Department of Information Resources (DIR) Contract Information

Netsync is currently a prime vendor of the Texas Department of Information Resources (DIR), which provides statewide leadership and oversight for management of government information and communications technology. Netsync has been awarded and currently holds master contracts with DIR. DIR contracts extend beyond Texas and offer cooperative access to Texas DIR contracts.



Prime Contracts

Cloud Services	DIR-CPO-5184
Data Storage and Communications, Networking, and Related Services	DIR-CPO-4430
Deliverables-Based Information Technology Services (DBITS)	DIR-CPO-5010
End-User IT Outsourcing (Managed Services) for Information Technology	DIR-CPO-5025
Security (ITS) Hardware, Software, and Related Services	DIR-CPO-4866
Technology-Based Recording Equipment, Software, Conferencing Products, and Related Services	DIR-CPO-5122

The Interlocal Purchasing System (TIPS)

Technology Solutions Products and Services	230105
Networking Equipment, Software, and Services	21050301



Authorized Reseller Contracts

Anixter DIR-TSO-4247	Cisco Systems DIR-TSO-4167	Graybar DIR-TSO-4359	Microsoft DIR-CPO-4471	Pure Storage DIR-TSO-4331
Brother Int'l. DIR-CPO-4410	Dell DIR-TSO-3763	HP Enterprise DIR-TSO-4160	NetApp DIR-TSO-4286 DIR-CPO-4432	TD Synnex Corporation DIR-TSO-4383 DIR-CPO-4458
Carahsoft DIR-TSO-4288 DIR-TSO-3926 DIR-CPO-4444 DIR-TSO-4356	EMC DIR-TSO-4299	HP Inc. DIR-TSO-4159	OKI Data DIR-CPO-4413	
	Epson DIR-CPO-5101	Lenovo DIR-CPO-4839		

NETSYNC

Manor Independent School District
Districtwide VoIP Handset Replacement and System Upgrade
RFP No. #25-010RFP

Additional Contract Information

Prime SEWP Contract

Netsync
NNG155C76B



Prime GSA Contract

Netsync
47QTCA19D00KL

Authorized Reseller – GSA Contracts

Hanwah Techwin America
GS-07F-0200W

NetApp/Immix Group
GS-35F-0511T

Promark Technology
GS-35F-303DA

TD Synnex Corporation
47QTCA19D00MM

Tech Data
GS-35F-0349S

**Westcon Comstor Americas
(TD Synnex Corporation)**
GS-35F-0563U

Prime California Multiple Award Schedules Contracts

State of California
CMAS 3-19-70-3677A
CMAS 3-19-70-3677B
CMAS 3-20-70-3677C



Authorized Reseller – Additional Contracts

Carahsoft
The Quilt – MSA05022106F
California NVP #AR2472 7-17-70-40-05

Cisco Systems
Florida NVP #AR233 (14-19)
Palm Beach County

Ingram Micro
Citrix CSP 751649

Cisco Systems
California NVP #AR233 (14-19)

Cisco Systems
Florida NVP #AR233 (14-19)
Volusia County Schools

NetApp/Immix Group
Missouri NVP #MNVNC-121

Cisco Systems
Florida NVP #AR233 (14-19)

HP Inc.
California NVP #MNNVP-133
7-15-70-34-001

International Organization for Standardization (ISO)/International Electrotechnical Commission (IEC) Certifications



National Minority Supplier Development Council (NMSDC) Certification

THIS CERTIFIES THAT

Netsync Network Solutions, Inc.



* Nationally certified by the: **HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL**

*NAICS Code(s): 541519; 541512; 517911; 334111; 334118; 334290; 423430; 423440; 334210; 334220

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

<p>06/11/2024</p> <hr/> <p>Issued Date</p>	<p>HS04678</p> <hr/> <p>Certificate Number</p>
<p>05/31/2025</p> <hr/> <p>Expiration Date</p>	 <p>Ying McGuire NMSDC CEO and President</p>  <hr/> <p>Ingrid M. Robinson, President</p>

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

Certify, Develop, Connect, Advocate.

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®

Cisco Certifications

Certifications	Gold Integrator Master Collaboration Partner Master Networking Partner Master Security Partner Master Service Provider
Specializations	Advanced Collaboration Architecture Advanced Data Center Architecture Advanced Enterprise Networks Architecture Advanced Internet of Things (IoT) – Connected Safety and Security Advanced Security Architecture Advanced Video Customer Experience (CX)
Cloud Partner	SaaS Simple Resale
Services Reseller	Cloud Services Managed Services
Other Authorizations	ATP – Identity Services Engine (ISE) ATP – Physical Security ATP – Telehealth ATP – Enterprise Mobility Services Platform ATP – Application Centric Infrastructure (ACI) Cisco Capital Financing Cisco Certified Refurbished Equipment Security Enterprise Licensing Agreement Smart Care Registered Partner
HQ Address	2500 West Loop South, Suite 410 Houston, TX 77027
Phone Number	713.218.5000
Fax	713.664.9964
Country	USA
Partner Since	2003
URL	www.netsync.com



Commitment to Sustainability

Cisco aims to reduce its carbon footprint and energy consumption through various initiatives. They prioritize energy-efficient products and sustainable designs, contributing to their goal of minimizing environmental impact. Cisco's Circular Economy program focuses on responsible product lifecycle management, recycling, and reusing materials. They have set a science-based target to reach net zero greenhouse gas (GHG) emissions across their value chain by 2040. This means we are committed to deep GHG reductions across their operations, supply chain, and product use. 89 percent of energy came from renewable sources in FY22. <https://www.cisco.com/c/en/us/about/csr/environmental-sustainability.html>.



Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
Direct: 408 526 4000
www.cisco.com

December 27, 2024

NETSYNC NETWORK SOLUTIONS
Country: USA

To Whom It May Concern:

This letter is to confirm NETSYNC NETWORK SOLUTIONS in USA is an authorized Cisco Gold Integrator. NETSYNC NETWORK SOLUTIONS has met all personnel, specialization, performance, support requirements and has demonstrated that it is qualified to sell, install, and support Cisco solutions in USA. NETSYNC NETWORK SOLUTIONS's Gold Integrator designation is valid until February 01, 2026.

Cisco Gold Integrators bring the expertise and experience required to help global customers engage in new business models. Gold Integrators complete a series of rigorous requirements, including regular audits conducted by Cisco to validate their expertise and capabilities.

Cisco is a California corporation having its principal place of business at 170 West Tasman Drive, San Jose, CA 95134 USA. Cisco develops, manufactures, and provides services for networking equipment.

If you need any additional information, please do not hesitate to contact Jennifer Bishop at jbishop@cisco.com.

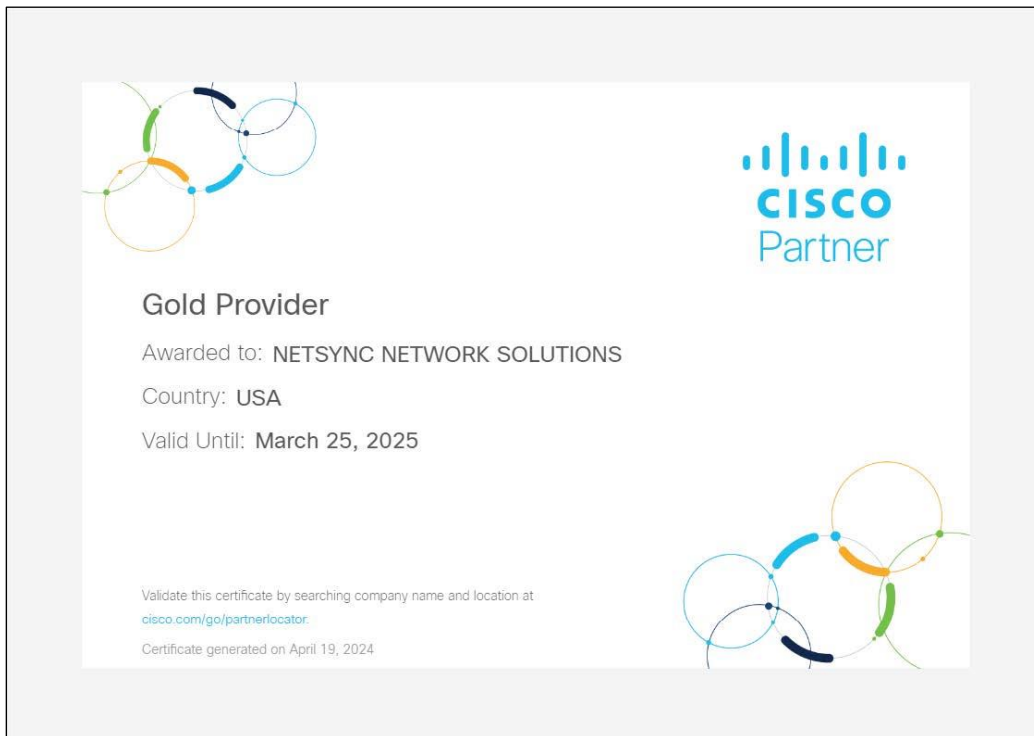
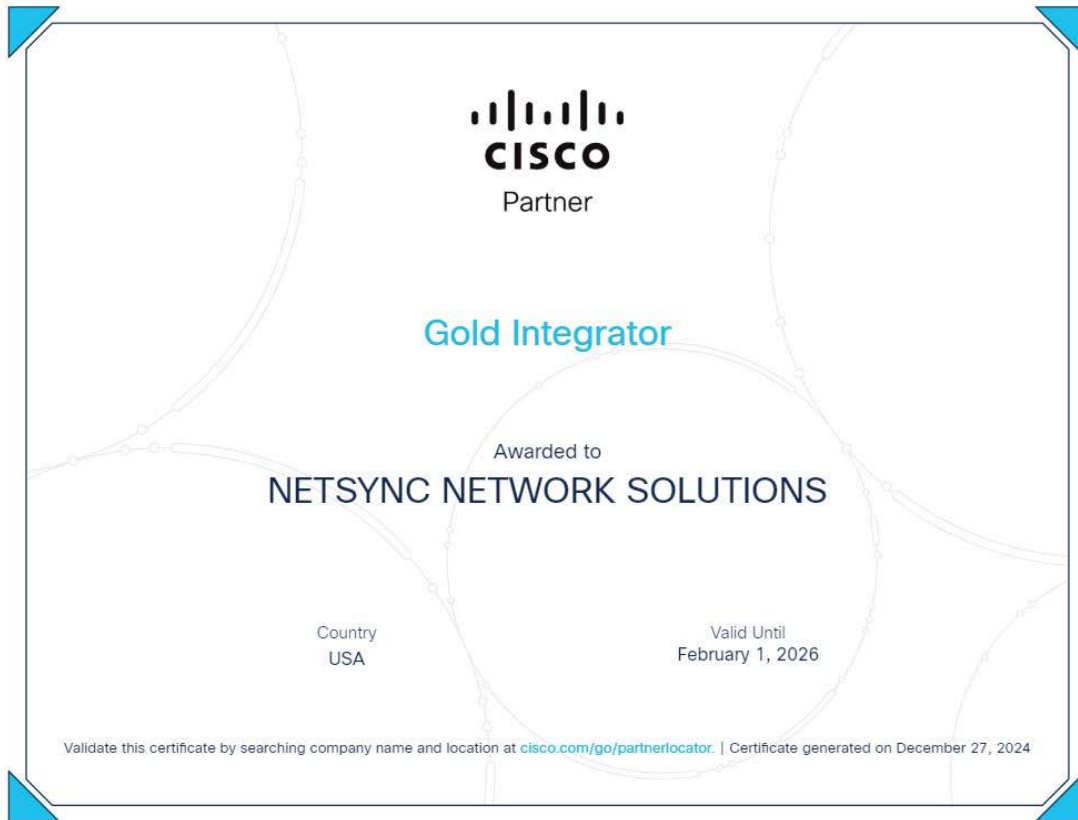
Sincerely,

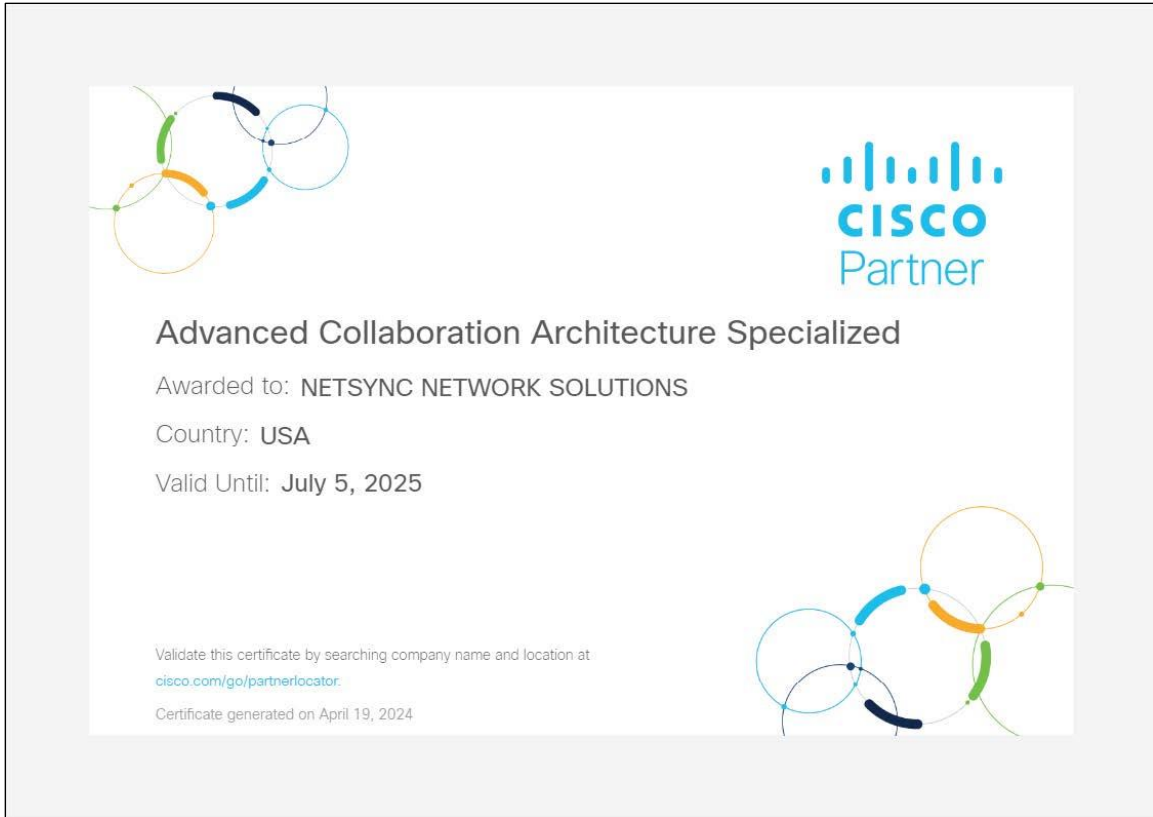
A handwritten signature in black ink, appearing to be "JB" with a flourish.

Jennifer Bishop
Leader, Business Operations
Cisco Partner Program

The credentials in this letter can be validated by searching company name and location at cisco.com/go/partnerlocator/.

Contact Cisco: cisco.com/c/en/us/about/contact-cisco.html







Collaboration Capability

Netsync is a Cisco Master Collaboration Partner, and we have been designing, deploying, and supporting Cisco Collaboration solutions since the early 2000s. Over this time, Netsync has configured, deployed, and supported thousands of solutions for many large-sized organizations with over 2,500 handsets in the environment, including several very large deployments with over 20,000 handsets.

Netsync has expertise in the entire Cisco Collaboration Suite, which includes the base applications of Cisco Unified Communications Manager (CUCM), Cisco Instant Messaging and Presence (IM&P), Cisco Unity Connection (CUC), Cisco Emergency Responder (CER), and Cisco Collaboration Edge technologies. Netsync is also an expert in Cisco's customer care product, Unified Contact Center Express (UCCX). Netsync has developed several of its own applications to enhance our clients' installations and help deliver more value to our clients' Cisco Collaboration environments.

Specifically, Netsync has expertise in the following Collaboration and Unified Communications (UC) solutions:

- Voice over IP (VoIP)
- TelePresence
- Unified Messaging
- Digital Signage
- Streaming
- Cloud Collaboration
- Web/Voice Conferencing
- Hosted Voice
- Collaborative Applications
- Audiovisual (AV)
- Customer Collaboration/Contact Center Applications
- Supervisor Management Portal (SMP)
- Radio Collaboration/LAN Mobile Radio/IP Interoperability and Collaboration System (IPICS)

Netsync's Top Collaboration Projects

Texas Children's Hospital: Migration from Avaya to Cisco

- Migrated Texas Children's Hospital's telephony system from Avaya to Cisco, covering multiple clinics and buildings.
- Deployed Cisco Unified Communications (UC), Contact Center (UCCE) agents, and upgraded emergency response systems.

Aledo ISD: Olympus Implementation

- Migrated Aledo ISD's emergency notification system to a cloud-based Singlewire InformaCast Fusion platform.
- Deployed panic buttons, IP speakers, and integrated access control for enhanced security across campus locations.
- The system allowed for emergency alerts via mobile apps, IP phones, and public announcement systems.

Northwest ISD: Olympus + Alto Implementation

- The project deployed a district-wide Olympus safety and security system across Northwest ISD, following a successful proof of concept.
- Netsync integrated IP panic buttons, Cisco phones, IP speakers, clocks, and video surveillance, providing emergency communication and automation.
- Over 13,000 assets were configured, including 3,775 Cisco phones, 3,500 cameras, and 200 Alto digital media players across 33 campuses and 9 facilities.

Allen ISD: Cisco Migration to Webex Calling in the Cloud

- Deployed a Cisco Unified Communications Manager (CUCM) Cloud Telephony solution for Allen ISD, migrating their legacy PBX system to a new VoIP-based platform that supports around 2,600 endpoints and 2,500 users.
- The project involved the implementation of various Cisco cloud applications such as CUCM, Cisco Unity Connection (CUC) for voicemail, and Cisco Emergency Responder for E911, alongside on-premises hardware and IP voice gateways to ensure survivability in remote locations.
- The deployment included end-user and administrative training, testing, and validation, ensuring a seamless migration to the new telephony system across multiple Allen ISD locations.

Harris Health System: Conference Room Redesign Standards

- Redesigned the 4th-floor conference room at Harris Health System's Ben Taub Hospital, relocating the existing audio/video (AV) rack to a closet and improving the audio system by adding Cisco ceiling microphones and relocating existing microphones for better coverage.
- The project involved integrating the client-provided Extron digital signal processor (DSP) for advanced audio tuning, enhancing audio intelligibility with client-installed acoustic panels, and ensuring connectivity through new cabling for the audio-visual setup.
- The solution was tested for optimal video conferencing performance, including audio levels, source selection, and USB passthrough, with validation performed alongside the client.

Allen ISD: Public Address / Paging Implementation with IP Speakers and Singlewire

- Deployed Singlewire InformaCast along with installing 124 IP paging speakers, 12 IP clocks, and 14 IP strobes at Norton Elementary School to enhance the school's mass notification system.
- The project included integrating Cisco phones for paging and setting up mass notification scenarios like lockdowns, triggered through the school's lockdown system, as well as bell schedules.
- New PoE+ AtlasIED indoor and outdoor speakers, clocks, and IP strobes were installed across the campus, with extensive testing and validation to ensure full functionality of the InformaCast system.

IDEA Public Schools: Classroom Projector Upgrades

- Replaced the existing projector in Room 317 at IDEA Hardy, including removing the old equipment and installing the new one in the same location.

Texas A&M University: Collaboration and Contact Center Upgrades

- Upgraded Texas A&M University's Cisco Unified Communications (UC) system, updating key components such as Cisco UC Manager, Unity Connection, and Contact Center Express to the latest versions.
- The project also involved configuring licensing integration, testing the upgraded system, and providing support during the maintenance windows to ensure a smooth transition.
- Knowledge transfer sessions were conducted to train university staff on the new system features and user interfaces.

Del Mar College: Alto Digital Signage Implementation

- Implemented digital signage in the STEM building at Del Mar College, installing six Alto digital media players behind existing displays for content delivery.
- Conducted knowledge transfer sessions to familiarize the college's staff with content creation and management within Alto cloud.

Oncor Electric Delivery: New Site Collaboration Implementations

- Implemented new network and voice infrastructure at Oncor Electric's ESB location in Fort Worth, TX, to support the client's office relocation.
- The infrastructure included installing distribution switches, wireless LAN controllers, IP phones, and voice gateways, connecting the new and old ESB buildings via fiber for seamless communication.

Professional Services Contact Profiles

Note: The personnel provided below are subject to change based on availability and schedule. Netsync can provide specific profiles upon award.

Christi Hubbard

Account Manager

9737 Great Hills Trail, Suite 150

Austin, TX 78759

M: 512.483.1080 | F: 713.664.9964

E: chubbard@netsyncnetwork.com

As a Public Sector Account Manager, Christi Hubbard acts as the main point of contact for services by obtaining quotes and schematics for presentation and providing project coordination for each client. Christi has access to all staff assigned to her clients, including deployment technicians, directorial staff, and accounting and purchasing representatives. Christi is authorized to coordinate with Netsync and manufacturer staff to ensure each project assigned is completed on time and within budget.

Christi holds a bachelor's degree in Business Administration and Marketing from Southwest Texas State University. Christi holds multiple Cisco certifications and is well versed in the needs of public sector clients, especially independent school districts. Christi has been with Netsync for more than six years and was hired based on her enthusiasm for technology and passion for excellence. Christi is assigned to 25 accounts; some are active accounts, and some are in the early stages of relationship development.

Danny Snyder
Solutions Architect

Enterprise Networking

Danny Snyder has a strong record of success in designing, scoping, and deploying large- and small-scale networks to support real-time business critical applications. Danny has over 25 years' experience designing, installing, and aiding clients in planning for the future growth of networked applications. Danny offers a background of client advocacy and client consultation skills, allowing them to excel in integration of various technologies from varying manufacturers to provide the best possible solutions to clients.

Danny has an impressive professional history of networked applications beginning in the IT department of a large public school district, moving on to international corporations' IT department then on to consulting for a variety of business of all sizes and verticals, and currently designing networks for customers ranging from various private sector entities to quasi-governmental entities, and a multitude of public sector clients. As a Solutions Architect, he is responsible for many projects, primarily focused on designing multi-campus local- and wide-area networks. Danny is a Cisco Certified Network Professional (CCNP) Enterprise, and CCNP Security-Certified Engineer.

Areas of Expertise

Infrastructure Services	Security Services
<ul style="list-style-type: none">• Cisco Catalyst Switching• Cisco Nexus Switching• Cisco Routing• Cisco Wireless• Cisco Meraki MS and MR Series• Juniper Mist-managed wireless and switching	<ul style="list-style-type: none">• Cisco ASA/VPN• Cisco ISE• Cisco Firepower• Cisco Umbrella• Cisco Meraki MX Series• Palo Alto Networks NGFW

Project Experience Highlights

- Designed and deployed a groundbreaking secure wireless network for a credit union client, enabling the credit union to allow their tellers to improve their customers' experience while in the branch. This deployment was then used as a model for other credit unions seeking to achieve similar results.
- Utilized Software-defined Wide Area Network (SD-WAN) solutions to reduce customer cost while improving network availability as compared to traditional WAN connections.
- Utilized Juniper Mist wireless to manage an international end-user wireless deployment in such a way to reduce mean time to troubleshoot and as a result, improve end user wireless experience.

Christopher Puyear
Solutions Architect

Unified Communications and IoT

Christopher Puyear, Solutions Architect, has a strong record of success in Unified Communications (UC), including voice, video, contact center, Webex, TelePresence, video streaming, and digital media signage. Christopher has over 16 years’ experience designing, installing, and aiding clients in planning for the future growth of UC applications. He offers a background of client advocacy and client consultation skills, allowing him to excel in integration of various technologies from varying manufacturers to provide the best possible solutions to clients.

Christopher has an impressive professional history of UC applications in large public school districts, governmental entities, healthcare environments, commercial/enterprise environments, and other public sector clients. His typical installation base ranges from as few as 20 users to more than 10,000. As a previous UC Engineer, he was responsible for many projects, ranging from greenfield installations, migrations, and upgrades to end user training and education. Christopher has many certifications and accomplishments, including, but not limited to, Cisco Certified Network Associate Routing and Switching (CCNA R&S), Cisco Certified Design Associate (CCDA), Cisco Rich Media Communications Specialist specialization, Cisco Webex Solution Design and Implementation Specialist, Cisco Certified Network Professional (CCNP) Voice and CCNP Collaboration, Webex Calling Administration Professional, as well as a Cisco Certified Internetwork Expert (CCIE) written accomplishment.

Areas of Expertise

Infrastructure Services	Application Services	Security Services
<ul style="list-style-type: none"> • QoS • Multicast • Gatekeeper Dialplan Routing • H.323/SIP Endpoint/Gateway Design 	<ul style="list-style-type: none"> • CUCM/SME • UCCX • Call/Video Recording • CUC • Digital Media Manager • TelePresence Suite • Webex • Webex Calling and Contact Center • Webex Room Devices 	<ul style="list-style-type: none"> • Toll Fraud Prevention • UC Endpoint Security • CUBE • 911 Call Routing and Presentation

Project Experience Highlights

- Deployed UC infrastructure for largest hospital in the United States with upwards of 8,000 end points, multiple clusters, E.164 dialplan, private public safety answering point (PSAP), Contact Center Enterprise, and multiple data centers.
- Replaced aging Avaya phone system with UC for a school district with over 900 end user devices, a new dial plan, and no experienced downtime.
- Responsible for implementing Cisco Unified Contact Center Express (UCCX) for a large multinational oil corporation, as well as migrating and upgrading from older versions of UC applications to current versions.
- Designed and implemented 100-person Contact Center for a United States government contractor with multiple international locations.
- Designed and deployed a Webex Calling solution to replace an aging telephone system with multiple locations, features and user requirements.

Property of Netsync Network Solutions. Confidential and Proprietary Information.
 Do Not Copy or Distribute.

2. Technical Response

Project Summary

Manor Independent School District (“MISD” or “Manor ISD”), located in Manor, TX, requested that Netsync Network Solutions (“Netsync”) submit a statement of work (SOW) in response to MISD’s Request for Proposal (RFP) Number #25-010RFP for Districtwide VOIP Handset Replacement and System Upgrade project.

The purpose of this project is to migrate the existing Cisco Unified Communications (UC) applications to Cisco Webex Calling and replace the existing voice gateways and IP phones with the latest supported models. This will set the MISD up for long-term support in the Cisco UC environment.

This project will replace all Cisco 4000 Series Integrated Service Router (ISR) voice gateways at the campus locations with new Cisco Catalyst 8200L voice gateways. These gateways will not have public switched telephone network (PSTN) Network Information Model (NIM) modules as the current voice gateways. These new gateways will have CAT7 Advanced LTE cellular modem cards installed to support the Verizon cellular network. The goal is to provide cellular-based WAN connectivity in the event that standard WAN connectivity is lost. These gateways will automatically switch to the cellular connection as a backup method, and reconnect to the Cisco Webex Calling cloud. Netsync is not responsible for cellular coverage of any type and any issues related to this will be the responsibility of MISD to resolve.

The main PSTN gateways for MISD will also be replaced, but with Cisco Catalyst 8300 voice gateways. These gateways provide redundant power supplies. One gateway will contain a two-port Primary Rate Interface (PRI) NIM card, and the other gateway will contain a one-port PRI NIM card. These gateways will register to the Cisco Webex Calling cloud.

Most Cisco IP Phones will be replaced with the newest Cisco 9800 Series IP phones. This model range of IP phones contains the new “action button”, which is mainly used in the education market as a silent panic button through Singlewire Informacast. Please refer to the table below for the current model IP phones deployed and the new replacement model.

The following table lists the currently configured phones in the existing Communications Manager cluster and Netsync’s recommended replacement model. Netsync will utilize technicians to deploy new phones for MISD.

MISD will need to provide legible maps of where each phone needs to be placed or an employee familiar with each campus to guide technicians on where to place phones. MISD has also requested that 1,196 of the 7821 model IP phones be replaced with a 9841 model IP phone with a wall mount kit. Please note that wall-mounting an IP phone will take longer to deploy than a standard IP phone. Netsync will return the replaced IP phones to MISD to be used at their discretion for any means they find helpful.

Key	
Fully supported	Green
Compatible, but End of Support	Yellow
Not compatible or supported (deprecated)	Red

Phone Type	Replacement Model	Qty.	End of Sale	End of Support
6921	9841	1	Yes	Yes
7811	9841	30	No	No
7821	9841	1196	No	No
7841	9841	141	No	No
7911	9841	2	Yes	Yes
7937	8832	4	Yes	Yes
7940	9841	5	Yes	Yes
7941	9841	27	Yes	Yes
7942	9841	9	Yes	Yes
7960	9851	3	Yes	Yes
7961	9851	17	Yes	Yes
7962	9851	3	Yes	Yes
8831	8832	4	Yes	No
8832	N/A	6	No	No
8845	N/A	2	No	No
8851	9871 – 24 with KEM	32	No	No
ATA 191	ATA 191 3PW	4	No	No

Webex Calling allows for the following features, some are available with both a desk phone and softphone, and some of which are available on one or the other. Netsync recommends MISD explore Webex Calling features and functionality further to ensure it will meet MISD’s needs:

- Features by Station: <https://callinghelp.webex.com/features-by-station/>.
- Webex Calling App – Calling features and settings: <https://help.webex.com/en-us/lzbpkc/Webex-Calling-App-Calling-Features-and-Settings>.
- Webex Calling: <https://help.webex.com/ld-nzid8xi-WebexCalling/Webex-Calling#In-Call-Features>.
- Singlewire Fusion Webex Calling Support: <https://support.singlewire.com/s/article/Integrating-Singlewire-InfomaCast-Fusion-and-Cisco-Webex-Calling-Multitenant>

Enhanced 911 (E911) Services

As part of the Webex Calling cloud solution, MISD will have access to E911 services with dynamic location support. These services will allow MISD to configure and comply with federal E911 legislation, including Kari’s Law and RAY BAUM’s Act.

RedSky is a national E911 emergency call provider for your Webex Calling deployment that provides the ability to send the emergency call to the Public Safety Answering Point (PSAP). This service is designed to work when 911 calls are placed by users in the United States and Canada. Webex Calling users in the United States are entitled to this service with their Webex Calling entitlement.

Netsync will configure E911 services for on-premises and remote workers off-premises. Device discovery may be based on the following options:

Property of Netsync Network Solutions. Confidential and Proprietary Information.
 Do Not Copy or Distribute.

- IP ranges
- MAC address
- Basic service set identifier (BSSID)
- Link Layer Discovery Protocol (LLDP)/Cisco Discovery Protocol (CDP)
- Switch/switchport

MISD is responsible for providing the necessary data to configure E911 functionality. This may include mapping of the above device discovery methods to locations. MISD will need to supply the following information depending on the tracking method:

- Wire map of switch/switchport to location
- Wireless access point (AP) BSSID mapping to location
- IP subnet mapping to location

Netsync will configure up to three Emergency Response locations at floor level. Netsync recommends MISD to consult with its legal counsel regarding E911 compliance.

Single Sign-On (SSO)

SSO allows a user to maintain one username and password for both the Cisco Collaboration Cloud and their corporate network. SSO can be used with various identity providers, including:

- Active Directory Federation Services (ADFS) 2.0 and 3.0
- Duo
- F5 Big-IP
- Google Apps
- Microsoft Azure
- OKTA
- PingFederate
- Shibboleth
- SimpleSAML

Netsync will work with MISD to integrate Webex cloud environment into MISD's Identity Provider (IdP). If the IdP is not listed above, then there are generic instructions to integrate with an IdP that has not been tested.

Project Objectives

- Discover, plan, and design for Webex Calling implementation
- Deploy Webex cloud organization
- Configure global Webex settings
- Configure Webex Hybrid services:
 - Configure single sign-on (SSO) integration (if desired by MISD)
 - Configure Hybrid Calendar Connector (if desired by MISD)
- Configure global Webex Calling settings
- Deploy and configure Webex Calling features and functionality
- Configure E911 services:
 - Configure E911 for call routing and dynamic location identification for on-premises
 - Configure E911 services for remote worker dynamic location off-premises tracking
- Configure up to users for Webex Calling including voicemail
- Program and deploy new IP phones
- Reconfigure call routing from the PRI gateways to the existing RightFax server
- Upgrade and program Singlewire Fusion for integration with the Webex Calling Cloud
- Program and deploy new campus gateways
- Program and deploy new PRI gateways
- Provide end-user training
- Provide administrator training
- Perform testing and validation of successful implementation
- Provide up to four hours of Day 1 support per location.

Project Scope and Phases

Discovery

Kickoff Meeting

1. Netsync will conduct a kickoff meeting:
 - a. Identify and introduce key stakeholders, who will participate in developing the definition of requirements for success.
 - b. Identify project goals, success criteria, and timeline, including but not limited to:
 - i. Review SOW.
 - ii. Confirm contacts needed to gain entry and perform work in the buildings.
 - iii. Confirm any holidays or “non-working” hours for the installation.
 - iv. Confirm any MISD-required change control processes and any potential impact that these processes may have on the installation schedule.
 - v. Schedule technical discovery meeting(s).
 - vi. Review and discuss invoicing preferences and applicable billing milestones.

Planning

1. Netsync will meet with MISD to review key design principles.
2. Netsync will create a logical design for UC-related devices.
3. Netsync will adhere to manufacturers’ best practices for all logical designs and configurations.
4. Netsync will meet with MISD to review design and obtain acceptance.
5. Netsync will identify all required information for implementation components including but not limited to:
 - a. Feature and functionality requirements.
 - b. Requirements identification per application.
 - c. Network.
 - d. Hardware:
 - i. IP phones.
 - e. Cloud services details:
 - i. Calling.
 - ii. Voicemail.
 - iii. E911.
6. Netsync will develop deployment planning:
 - a. Detailed schedule.
 - b. Dependencies.
 - c. Resources.
 - d. Develop data-gathering document for Netsync and MISD staff to collect required configuration data, including:
 - i. Username.
 - ii. Phone model.

- iii. Direct number/Direct Inward Dialing (DID).
 - iv. Class of Service (COS).
 - v. Additional configuration details as required based on MISD deployment specifics.
 - e. Finalize implementation plan.
 - f. Finalize test plan requirements.
 - g. Finalize cutover plan.
7. Webex Calling port requirements can be found at <https://help.webex.com/en-us/article/b2exve/Port-Reference-Information-for-Webex-Calling>.

Equipment Receipt, Staging, and Delivery

Staging and implementation will only begin upon MISD approval of the Low-Level Design (LLD) document. Staging excludes any uninterruptible power supply (UPS) devices, batteries, and IP-related information. If applicable, Netsync will complete UPS deployment on site at MISD installation location(s).

1. Netsync will receive equipment in its own facility, unbox equipment, install configurations and test for any anomalies, replace any equipment that does not burn in correctly, notify MISD of any additional needs that are discovered during the burn-in process, and prepare equipment for delivery to each respective location.
2. Netsync will tag each device with a MISD asset tag and add to an inventory spreadsheet.
3. Netsync will provide inside-delivery of equipment to each respective location. Netsync may choose to deliver the equipment before installation (no more than three weeks in advance) or bring the equipment at the time of installation. Netsync will not deliver any equipment without prior written approval from MISD. If MISD chooses to pre-deliver the equipment, then it will provide a secure location for storage until installation.
4. This location must be accessible to Netsync employees for staging and configuration needs.

Implementation

Implementation will begin only after Discovery and Planning are 100% complete. MISD representative must be on-site to receive hardware and sign packing slip prior to installation.

1. Netsync will provision and deploy Webex cloud organization for MISD.
2. Netsync will configure global Webex settings within organization:
 - a. Domain claim.
 - b. Branding.
 - c. Retention.
3. Netsync will configure Webex Hybrid services:
 - a. Configure SSO integration with Webex organization.
Note: MISD is responsible for configurations within its IdP.
4. Netsync will configure global Webex Calling settings within organization:
 - a. Locations.
 - b. Numbers.
 - c. Dial plan.

5. Netsync will configure Webex Calling features and functionality:
 - a. Station-to-station calling.
 - b. Call transfer.
 - c. Multi-party conferencing.
 - d. Call forward.
 - e. Call hold/retrieval.
 - f. Inbound PSTN calling.
 - g. Internal calling.
 - h. Local calling.
 - i. Long distance calling.
 - j. International calling.
 - k. Service calling.
 - l. Emergency calling.
 - m. Call pickup groups.
 - n. Call Park.
 - o. Configure up to one hunt group.
 - p. Configure up to one auto attendant.
6. Netsync will configure up to 1500 users for Webex Calling:
 - a. Calling service.
 - b. Voicemail.
 - c. Desk phone
7. Netsync will upgrade Singlewire Fusion and configure the system for integration with the Cisco Webex Calling Cloud.
8. Netsync will provision and configure E911 services:
 - a. Configure E911 for call routing and dynamic location identification for on-premises.
 - b. Configure E911 services for remote worker dynamic location off-premises tracking.
 - c. Device discovery will be based on the following options:
 - i. IP ranges.
 - ii. MAC address.
 - iii. BSSID.
 - iv. LLDP/CDP.
 - v. Switch/switchport.
 - d. **Note:** MISD is responsible for providing the necessary data to configure E911 functionality. This may include mapping of the above device discovery methods to locations.
 - e. If MISD needs more granularity in the location information being provided, then MISD will need to supply the following information depending on tracking method and additional charges may apply:
 - i. Wire map of switchport to location.
 - ii. Wireless AP BSSID mapping to location.

- iii. IP subnet mapping to location.
 - e. Netsync will configure up to one Emergency Response Locations at the floor level.
Netsync recommends MISD to consult with its legal counsel regarding E911 compliance.
9. Netsync will program and deploy the IP phones and ATA devices listed in the [Appendix](#) of this document.
10. Netsync will program and deploy gateways at campus locations for cellular failover and WAN connectivity to the Cisco Webex Calling cloud.
11. Netsync will program and deploy two PRI voice gateways and register each gateway with the Cisco Webex Calling cloud.

Testing and Validation

1. Netsync will verify all system functions in accordance with the pre-approved test plan agreed upon by Netsync and MISD.

Knowledge Transfer

1. Netsync will provide eight hours of knowledge transfer for up to five MISD attendees. Before the project starts, Netsync will work with MISD to define the specific location, the schedule, and any additional topics for the knowledge transfer session(s). The following topics will be covered:
 - a. Features of products and technologies as deployed in the solution.
 - b. Review of the as-built documentation to familiarize MISD with the overall solution and key configuration details.
 - c. Basic administration and common operational tasks.
 - d. Reinstallation and/or reconfiguration in case of failure.
 - e. Monitoring, testing, and maintaining the products deployed in the solution.
 - f. Warranty and support procedures for all products deployed in the solution.
 - g. Additional MISD questions or topic requests.
2. If it is determined that the duration of knowledge transfer requested by MISD will exceed the hours stated above, then Netsync can provide supplementary session(s) at an additional hourly rate.

Note: Knowledge transfer is intended to provide familiarity and conceptual understanding of the specific technologies deployed within this SOW. It is not intended to be comprehensive technical training. The included session(s) may not provide MISD all of the necessary knowledge and skills to fully manage, monitor, and maintain the solution. Netsync recommends formal training from the solution vendor(s) to address those needs.

Project Prerequisites

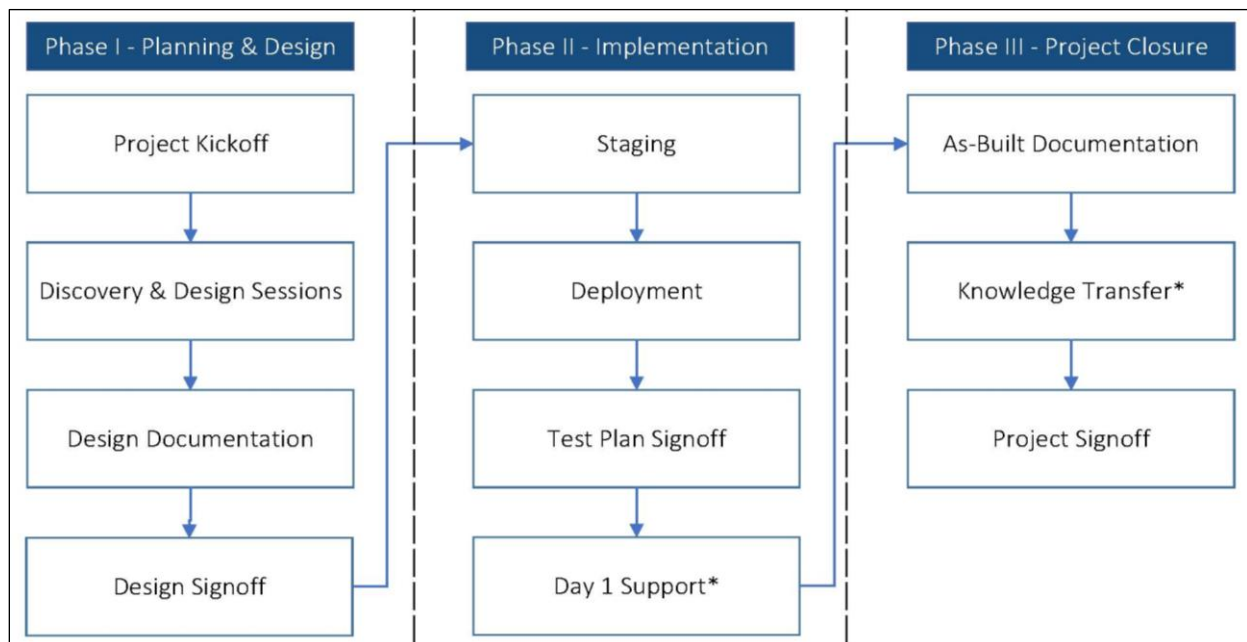
1. MISD will fulfill cabling requirements, if applicable.
2. MISD will provide Netsync with all necessary hardware and information on current environment.
3. MISD will provide Netsync local and remote administrative credentials (root access) to all equipment to be accessed during the process of this SOW.
4. MISD will make available authorized personnel during the project with a working knowledge of existing network infrastructure for facility access, questions, and clarification of issues.
5. MISD will provide Netsync access to all work locations, along with safety, access, security, and emergency protocols.
6. MISD will obtain all necessary work permits.
7. MISD will provide a work area for Netsync to use, as needed, during on-site activities to include internet and public phone access.
8. All Cisco IP phones will require appropriate Power over Ethernet (PoE), which will be supplied by MISD.
9. Any software installation required on end-user devices is the responsibility of MISD.
10. MISD will provide parking passes and adequate parking spaces for the Netsync project team.
11. MISD will be responsible for verifying that the Webex Calling network ports are accessible by following the guide located at <https://help.webex.com/en-us/article/b2exve/Port-Reference-Information-for-Webex-Calling> and by running the advanced tool located at <https://cscan.webex.com>.
12. MISD will comply with all physical and environmental requirements per vendor specifications.

Project Management

Netsync approaches all projects using standard Project Management Institute (PMI) methodologies and processes. Once a Project Manager (PM) is assigned, a project kickoff meeting will be held with MISD, the PM, the Account Manager (AM), and assigned technical resource(s) to ensure each party is aligned with all aspects of this SOW. The PM will also perform the following project management activities throughout the engagement to ensure MISD expectations are consistently met and the project is delivered on time and within the established budget:

- Create the Project Plan.
- Ensure that accurate and timely status updates, action items, and scheduled tasks are received by the assigned resource(s) and uploaded as entries to MISD's applicable project portal. The PM will ensure status information clearly reaches MISD to also include milestone updates.
- Lead project meetings with MISD and the Netsync project team.
- Oversee a quality assurance review of documentation-based deliverables before providing to MISD.

Project Management Office (PMO) Project Lifecycle



* Denotes that the step in the process may or may not be applicable based on SOW.

Project Updates

- MISD will receive email alerts indicating an update has been made to the Notes-Status-Issues Log portal web part for the following communication entry types:
 - Meeting Notes.
 - Project Plan.
 - Status Update(s).
 - Issue Tracking.
- If MISD wishes not to use the Netsync project portal, then MISD has the option to request direct email correspondence from the Netsync PM for all communication and updates.

Project Scope Change Requests

Netsync is fully committed to completing this project on time and within the established budget. All scope changes and out-of-scope (OOS) requests must be clearly communicated to the AM or PM before those changes or requests are acted on or performed by the assigned resource(s). The following outlines the scope change or OOS request procedure:

1. The PM and MISD project team will identify the required changes.
2. The PM will submit a Project Change Request Form (CR).
3. The PM will submit the CR to MISD for subsequent approval and sign-off.
4. MISD will return a signed copy of the CR.

All other terms within the original SOW, in addition to the signed CR, will remain intact.

Project Documentation

Netsync will provide MISD with the following documentation:

Included (Yes/No)	Document Type	Owner	Description	Frequency
Documentation				
Yes	Statement of Work (SOW)/High-Level Design (HLD)	Solutions Architect and Account Manager	Description of scope based on pre-sales discussions, preliminary walkthroughs, and data gathering sessions. This SOW is the HLD, and presents and illustrates the overall solution.	Once
Yes	Low-Level Design (LLD)	Engineer	The LLD will replace all existing HLDs upon receipt of a purchase order and subsequent full walkthroughs and formal post-sales planning and design sessions. The LLD will be a fully executed document agreed to by both parties before implementation begins.	Once
Yes	Project Plan	PM and Senior Lead Engineer	Task list, schedule, contact list, meeting notes, status, risk, and issue tracking.	Ongoing
No	Method of Procedure (MOP)	PM and Senior Lead Engineer	Detailed implementation plan.	Once
Yes	As-Built	Senior Lead Engineer	Post-implementation technical documentation of new configuration(s) and applicable support information.	Once
Yes	Project Sign-off	PM and MISD	Deliverables acceptance.	Once

Deliverables Acceptance

MISD will acknowledge receipt and acceptance, or rejection of all deliverables associated with this SOW within 10 business days of delivery (not including federal holidays). If such acknowledgement is not received within this period, then all deliverables will be deemed acknowledged and accepted.

Project Risks and Assumptions

1. MISD will participate in all design and planning sessions and be prepared to sign off on all milestones.
2. MISD will provide Netsync with full access to the relevant functional, technical, and business resources with adequate skills and knowledge to support the performance of services. If MISD's only method of providing Netsync remote access is through screen share, then additional fees may apply due to project duration extensions.
3. If applicable, Netsync will secure access points (APs) with plastic cable zip ties placed through the mounting bracket, unless MISD declines this service in writing via email.
4. Unless otherwise noted, all estimates are based on a single implementation trip, per site. MISD may be charged additional fees for additional on-site meetings.
5. Multiple outages may occur due to the nature of this project; however, they will all occur at scheduled and approved times.
6. MISD delays to provide Netsync the necessary data to accomplish each task may result in timeline changes.
7. Netsync is not responsible for project delays caused by other vendors and/or manufacturing issues that may impede the progress and/or closure of Netsync SOW deliverables.
8. This SOW assumes that the engagement will be a combination of on-site and remote work to drive efficiency. If MISD requires a 100% on-site engagement, then MISD must notify Netsync before agreeing to this SOW.
9. If MISD requires a copy of Netsync's standard Certificate of Insurance (COI) with MISD-added endorsements, then it should allow up to 10 business days for delivery.
10. Netsync is not responsible for the functionality of MISD-provided existing equipment or licenses, and assumes that existing equipment and software is under a valid support contract.
11. Anything not specifically stated in this document is outside the scope of this SOW.

Service Level Agreement

Hours of Operation

Standard hours of operation are **8:00 AM to 5:00 PM local time Monday through Friday**. Netsync understands that due to the nature of the industry and work performed, after-hours and weekend availability are often required. In the event Netsync resources are required to perform work outside of the standard hours of operation, agreed-upon work windows will be discussed and subsequently documented via email.

- MISD will provide Netsync with a minimum of three business days' notification for any non-emergency maintenance windows or periods of time.
- Netsync will provide MISD with the best level of support for emergency maintenance windows based on qualified staff resource availability.
- A MISD project stakeholder or technical contact must be either on location or on-call during the agreed upon after-hours and/or weekend work window(s).

Pricing and Fees

Fee Type

Fixed Price: The proposed hours are fixed. Additional hours required for in-scope work will not be invoiced unless OOS work is required.

Invoicing Type

Invoice terms are based on credit approval.

Unless specifically noted in the master services agreement (MSA) between MISD and Netsync, if applicable, Netsync will use the following invoicing type:

- **Milestone Invoicing:** A portion of the project will be invoiced based on achieving the following milestones in the project plan (see milestone table below); the PM will work with MISD, the AM, and Accounting for appropriate invoicing.

Netsync will send MISD invoice(s) on Net 30 terms for all applicable hardware, supplemental material, and licenses immediately after delivery and receipt of signed packing/delivery slips.

Project Milestones

This price is based on work taking place during standard hours of operations, **8:00 AM to 5:00 PM local time Monday through Friday**. Additional charges may be incurred for efforts that must be performed outside of this time frame.

Milestone	Percent Billed (%)*
Discovery and Planning	25%
Low-Level Design (LLD)	25%
Implementation	25%
Project Closure/Final Deliverables	25%
Total	100%

*See Netsync quote for project cost.

Appendix

Bill of Materials (BOM)

Part	Description	Duration	Qty.
Main Site			
Webex Calling Flex Plan			
A-FLEX-3	Collaboration Flex Plan 3.0	36	1
A-FLEX-C-DEV-ENT	Cloud Device Registration Entitlement	36	1,560
A-AUD-VOIP	Included VoIP (1)	36	1
A-AUD-TOLLDIALIN	Meetings Toll Dial-In Audio (1)	36	40
SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	36	1,340
A-FLEX-ERC	Emergency Response Center Call fee per location search US Duration: 3 Years, Billing Frequency: Yearly	36	0
A-FLEX-LGW-CUBE	CUBE for Webex Calling (2)	36	650
A-FLEX-EACL-E	EntW Webex Calling for Education Duration: 3 Years, Billing Frequency: Yearly	36	1,300
A-FLEX-NUM-EE	NU Webex Meetings Package Duration: 3 Years, Billing Frequency: Yearly	36	40
A-FLEX-MSTE-NU-ENT	Meeting Suite Named User Entitlement (1)	36	40
A-FLEX-MSG-ENT	Messaging Entitlement	36	1,600
A-FLEX-PROPACK-ENT	Pro Pack for Cisco Control Hub Entitlement	36	1,600
A-FLEX-FILESTG-ENT	File Storage Entitlement	36	32,000
A-FLEX-NBR-STG	Webex Cloud Recording Storage Entitlement	36	40
A-FLEX-CL-CA	Webex Calling Common Area Entitlement	36	650
A-FLEX-C-PRO	Webex Calling Entitlement	36	1,560
A-FLEX-P-CALL	Prem to Webex Calling / UCM Cloud	36	1,300
A-FLEX-EDU-CUST	Education Customer	36	1
A-AUD-EDGEAUD-USER	Webex Edge Audio (1)	36	40
Campus WxC Survivability/FWA Routers			
C8200L-1N-4T	Cisco Catalyst 8200L with 1-NIM slot and 4x1G WAN ports		24
MEM-C8200-4GB	Cisco Catalyst 8200 Edge 4GB memory		24
C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU		24
C8200-RM-19-1R	Cisco Catalyst 8200 Rack mount kit - 19" 1R		24
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		24
C8200-NIM-BLANK	Cisco Catalyst 8200 Edge NIM Blank		24
C-M2-BLANK	Cisco Catalyst 8000 Edge M.2 Blank Cover		24
C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series		24
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m		24
SC8KBEUK9-1712	UNIVERSAL		24
IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image		24
P-LTEA7-NA	CAT7 LTE Advanced PIM for North America		24

Property of Netsync Network Solutions. Confidential and Proprietary Information.
 Do Not Copy or Distribute.

Part	Description	Duration	Qty.
FW-EM7411-VZ	FW for EM7411 Verizon		24
5G-ANTM2-SMA-D	5G Sub-6 & LTE Advanced Pro Capable Dipole Antenna		48
DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)		24
SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem		24
DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)		24
NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)		24
TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded		24
SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage		24
DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN		24
C82L-1N-4T-PF	C8200L-1N-4T Platform Selection for DNA Subscription		24
IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image		24
CON-SNT-C8200TL1	SNTC-8X5XNBD Cisco Catalyst 8200L with 1-NIM slot and Duration: 5.00 Years	60	24
Dual PRI PSTN Gateway			
C8300-1N1S-6T	Cisco Catalyst C8300-1N1S-6T Router		1
MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory		1
M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB		1
C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU		1
C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R		1
C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank		1
C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank		1
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		1
TE-R-SW	TE agent for IOSXE on Enterprise Routing		1
C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series		1
SC8KBEUK9-179	UNIVERSAL		1
IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image		1
NIM-2MFT-T1/E1	2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module		1
PVDM4-64	64-channel DSP module		1
PWR-CC1-250WAC	Cisco C8300 1RU 250W AC Power supply		2
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m		2
DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)		1
SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem		1
DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)		1
NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)		1
TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded		1
SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage		1

Part	Description	Duration	Qty.
DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN		1
C83-1N1S-6T-PF	C8300-1N1S-6T Platform Selection for DNA Subscription		1
IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image		1
CON-SNT-C830IN6T	SNTC-8X5XNBD Cisco Catalyst C8300 Duration: 5.00 Years	60	1
Single PRI PSTN Gateway			
C8300-1N1S-6T	Cisco Catalyst C8300-1N1S-6T Router		1
MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory		1
M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB		1
C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU		1
C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R		1
C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank		1
C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank		1
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		1
TE-R-SW	TE agent for IOSXE on Enterprise Routing		1
C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series		1
SC8KBEUK9-179	UNIVERSAL		1
IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image		1
PWR-CC1-250WAC	Cisco C8300 1RU 250W AC Power supply		2
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m		2
DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)		1
SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem		1
DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)		1
NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)		1
TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded		1
SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage		1
DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN		1
C83-1N1S-6T-PF	C8300-1N1S-6T Platform Selection for DNA Subscription		1
IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image		1
NIM-1MFT-T1/E1	1 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module		1
PVDM4-32	32-channel DSP module		1
CON-SNT-C830IN6T	SNTC-8X5XNBD Cisco Catalyst C8300 Duration: 5.00 Years	60	1
New ATA 191 Analog Gateways			
ATA191-3PW-K9	191 Analog Telephone Adapter for MPP		4
ATA191-CLIP-NA	Power Clip for ATA191 and ATA192, North America		4
Replacement for 7937 and 8831			

Part	Description	Duration	Qty.
CP-8832-K9	Cisco 8832 in Charcoal with accessories for North America		8
CP-8832-POE	Cisco IP Conference Phone 8832 PoE Accessories for Worldwide		8
Replacement for 6921, 7811, 7821, 7841, 7911, 7940, 7941, 7942			
DP-9841-K9=	Cisco Desk Phone 9841, Carbon Black		1,412
Replacement for 7960, 7961 and 7962			
DP-9851-K9=	Cisco Desk Phone 9851, Carbon Black		23
Replacement for 8841			
DP-9861-K9=	Cisco Desk Phone 9861, Carbon Black		61
Replacement for 8851			
DP-9871-K9=	Cisco Desk Phone 9871, Carbon Black		32
Key Expansion Modules for 9871 Model IP Phones			
DP-9800-KEM=	Cisco Desk Phone 9800 Key Expansion Module, Carbon Black		24
Wall Mount Kits for 9841 Model IP Phones			
DP-9800-WMK=	Cisco Desk Phone 9800 Wall Mount Kit - SPARE		1,196
Labor			
NET-PRO-SRVC	Installation and Deployment per SOW. UC, EN		4

3. Pricing

Netsync has provided the pricing on the following pages.

The rest of this page is intentionally left blank.



Untitled Pricing Sheet (BT-29JR)

Instructions

- When pasting content, please use Paste Special as Text without any formatting.
- You can only submit text based responses, please do not use special characters like emojis.
- Please do not change the structure of any of the worksheets. Changing the structure will invalidate your submission.
- Any additional information outside of the given structure of the worksheets will not be visible to the purchaser.
- Please do not save this file in a different format. Saving this file in a different format will invalidate your submission.
- Please follow the instructions provided along with this file to submit it back to Bonfire.
- By default, every item has `No Bid` selected for the `Bid/No Bid Decision` column.
- If you decide to bid on an item, then you must select `Bid` in the `Bid/No Bid Decision` column and all of the other editable cells for the item must contain a valid value.
- If you decide not to bid on an item, then you must select `No Bid` in the `Bid/No Bid Decision` column and all of the other editable cells for the item must be blank.
- Please do not use Excel formulas in your responses.
- If you have any questions regarding the content of this file, please contact the appropriate purchaser.
- If you have any technical problems, please contact Bonfire at Support@GoBonfire.com.

Responses

Success: All data is valid!

Status	Bid/No Bid Decision	#	Item Name	Quantity Required	Unit Price	Total Cost
Success: All values provided	Bid	#0-1	Price proposal, including installation, recurring costs, upgradability, etc.	1	\$ 1,030,577.60	\$ 1,030,577.60
Basket Total						\$ 1,030,577.60
Grand Total						\$ 1,030,577.60

Quote #:	AAAQ451522-04
Date:	01/30/2025
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Manor ISD 512.278.4000	Christi Hubbard chubbard@netsync.com 512.483.1080	Christi D Hubbard chubbard@netsync.com

Please send purchase order to: PO@netsync.com

Line #	Part	Description	Qty	Unit Price	Ext Price
--------	------	-------------	-----	------------	-----------

Main Site Sub Total 1,030,577.60

Webex Calling Flex Plan (01/31/2025-01/30/2028)

1.0	A-FLEX-3	Collaboration Flex Plan 3.0	1	0.00	0.00
1.1.0	A-FLEX-C-DEV-ENT	Cloud Device Registration Entitlement	1560	0.00	0.00
1.2.0	A-AUD-VOIP	Included VoIP (1)	1	0.00	0.00
1.3.0	A-AUD-TOLLDIALIN	Meetings Toll Dial-In Audio (1)	40	0.00	0.00
1.4.0	SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	1340	0.00	0.00
1.6.0	A-FLEX-LGW-CUBE	CUBE for Webex Calling (2)	650	0.00	0.00
1.7.0	A-FLEX-EACL-E	EntW Webex Calling for Education Unit Price: 5.96 Each per Month Duration: 3 Years, Billing Frequency: Yearly	1300	214.56	278,928.00
1.8.0	A-FLEX-NUM-EE	NU Webex Meetings Package Unit Price: 9.54 Each per Month Duration: 3 Years, Billing Frequency: Yearly	40	343.44	13,737.60
1.9.0	A-FLEX-MSTE-NU-ENT	Meeting Suite Named User Entitlement (1)	40	0.00	0.00
1.10.0	A-FLEX-MSG-ENT	Messaging Entitlement	1600	0.00	0.00
1.11.0	A-FLEX-PROPACK-ENT	Pro Pack for Cisco Control Hub Entitlement	1600	0.00	0.00
1.12.0	A-FLEX-FILESTG-ENT	File Storage Entitlement	32000	0.00	0.00
1.13.0	A-FLEX-NBR-STG	Webex Cloud Recording Storage Entitlement	40	0.00	0.00
1.14.0	A-FLEX-CL-CA	Webex Calling Common Area Entitlement	650	0.00	0.00
1.15.0	A-FLEX-C-PRO	Webex Calling Entitlement	1560	0.00	0.00
1.16.0	A-FLEX-P-CALL	Prem to Webex Calling / UCM Cloud	1300	0.00	0.00
1.17.0	A-FLEX-EDU-CUST	Education Customer	1	0.00	0.00
1.18.0	A-AUD-EDGEAUD-USER	Webex Edge Audio (1)	40	0.00	0.00

Campus WxC Survivability/FWA Routers

2.0	C8200L-1N-4T	Cisco Catalyst 8200L with 1-NIM slot and 4x1G WAN ports	24	861.00	20,664.00
2.1.0	MEM-C8200-4GB	Cisco Catalyst 8200 Edge 4GB memory	24	0.00	0.00
2.2.0	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU	24	0.00	0.00
2.3.0	C8200-RM-19-1R	Cisco Catalyst 8200 Rack mount kit - 19" 1R	24	0.00	0.00
2.4.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	24	0.00	0.00
2.5.0	C8200-NIM-BLANK	Cisco Catalyst 8200 Edge NIM Blank	24	0.00	0.00
2.6.0	C-M2-BLANK	Cisco Catalyst 8000 Edge M.2 Blank Cover	24	0.00	0.00
2.7.0	C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series	24	0.00	0.00
2.8.0	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	24	0.00	0.00
2.9.0	SC8KBEUK9-1712	UNIVERSAL	24	0.00	0.00
2.10.0	IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image	24	0.00	0.00

Quote #:	AAAQ451522-04
Date:	01/30/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
2.11.0	P-LTEA7-NA	CAT7 LTE Advanced PIM for North America	24	596.20	14,308.80
2.12.0	FW-EM7411-VZ	FW for EM7411 Verizon	24	0.00	0.00
2.13.0	5G-ANTM2-SMA-D	5G Sub-6 & LTE Advanced Pro Capable Dipole Antenna	48	0.00	0.00
2.14.0	DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)	24	3,163.80	75,931.20
2.15.0	SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem	24	0.00	0.00
2.16.0	DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)	24	0.00	0.00
2.17.0	NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)	24	0.00	0.00
2.18.0	TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded	24	0.00	0.00
2.19.0	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	24	0.00	0.00
2.20.0	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	24	0.00	0.00
2.21.0	C82L-1N-4T-PF	C8200L-1N-4T Platform Selection for DNA Subscription	24	0.00	0.00
2.22.0	IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image	24	0.00	0.00
2.23.0	CON-SNT-C8200TL1	SNTC-8X5XNBD Cisco Catalyst 8200L with 1-NIM slot and Duration: 5.00 Years	24	910.00	21,840.00
Dual PRI PSTN Gateway					
3.0	C8300-1N1S-6T	Cisco Catalyst C8300-1N1S-6T Router	1	5,790.20	5,790.20
3.1.0	MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory	1	0.00	0.00
3.2.0	M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB	1	0.00	0.00
3.3.0	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU	1	0.00	0.00
3.4.0	C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R	1	0.00	0.00
3.5.0	C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank	1	0.00	0.00
3.6.0	C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank	1	0.00	0.00
3.7.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	0.00	0.00
3.8.0	TE-R-SW	TE agent for IOSXE on Enterprise Routing	1	0.00	0.00
3.9.0	C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series	1	0.00	0.00
3.10.0	SC8KBEUK9-179	UNIVERSAL	1	0.00	0.00
3.11.0	IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image	1	0.00	0.00
3.12.0	NIM-2MFT-T1/E1	2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module	1	1,520.20	1,520.20
3.13.0	PVDM4-64	64-channel DSP module	1	2,272.30	2,272.30
3.14.0	PWR-CC1-250WAC	Cisco C8300 1RU 250W AC Power supply	2	0.00	0.00
3.15.0	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2	0.00	0.00
3.16.0	DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)	1	3,163.80	3,163.80
3.17.0	SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem	1	0.00	0.00
3.18.0	DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)	1	0.00	0.00
3.19.0	NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)	1	0.00	0.00
3.20.0	TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded	1	0.00	0.00
3.21.0	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	1	0.00	0.00
3.22.0	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	1	0.00	0.00

Quote #:	AAAQ451522-04
Date:	01/30/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
3.23.0	C83-1N1S-6T-PF	C8300-1N1S-6T Platform Selection for DNA Subscription	1	0.00	0.00
3.24.0	IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image	1	0.00	0.00
3.25.0	CON-SNT-C830IN6T	SNTC-8X5XNBD Cisco Catalyst C8300 Duration: 5.00 Years	1	4,728.50	4,728.50

Single PRI PSTN Gateway

4.0	C8300-1N1S-6T	Cisco Catalyst C8300-1N1S-6T Router	1	5,790.20	5,790.20
4.1.0	MEM-C8300-8GB	Cisco Catalyst 8300 Edge 8GB memory	1	0.00	0.00
4.2.0	M2USB-16G	Cisco Catalyst 8000 Edge M.2 USB 16GB	1	0.00	0.00
4.3.0	C-RFID-1R	Cisco Catalyst 8000 Edge RFID - 1RU	1	0.00	0.00
4.4.0	C8300-RM-19-1R	Cisco Catalyst 8300 Rack mount kit - 19" 1R	1	0.00	0.00
4.5.0	C8300-SM-BLANK	Cisco Catalyst 8300 Edge SM Blank	1	0.00	0.00
4.6.0	C8300-PIM-BLANK	Cisco Catalyst 8300 Edge PIM Blank	1	0.00	0.00
4.7.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	0.00	0.00
4.8.0	TE-R-SW	TE agent for IOSXE on Enterprise Routing	1	0.00	0.00
4.9.0	C8000-HSEC	U.S. Export Restriction Compliance license for C8000 series	1	0.00	0.00
4.10.0	SC8KBEUK9-179	UNIVERSAL	1	0.00	0.00
4.11.0	IOSXE-AUTO-MODE	IOS XE Autonomous or SD-Routing mode for Unified image	1	0.00	0.00
4.12.0	PWR-CC1-250WAC	Cisco C8300 1RU 250W AC Power supply	2	0.00	0.00
4.13.0	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2	0.00	0.00
4.14.0	DNA-P-T0-A-5Y	Cisco DNA Advantage On-Prem Lic 5Y - upto 25M (Aggr, 50M)	1	3,163.80	3,163.80
4.15.0	SVS-PDNA-ADV	Embedded Support for SW - Tiered DNA Advantage On-Prem	1	0.00	0.00
4.16.0	DSTACK-T0-A	Cisco DNA Advantage Stack - upto 25M (Aggr, 50M)	1	0.00	0.00
4.17.0	NWSTACK-T0-A	Cisco Network Advantage Stack - upto 25M (Aggr, 50M)	1	0.00	0.00
4.18.0	TE-EMBED-WANI	Cisco ThousandEyes WAN Insights Embedded	1	0.00	0.00
4.19.0	SDWAN-UMB-ADV	Cisco Umbrella for DNA Advantage	1	0.00	0.00
4.20.0	DNAC-ONPREM-PF	Cisco DNA Center On Prem Deployment Option for WAN	1	0.00	0.00
4.21.0	C83-1N1S-6T-PF	C8300-1N1S-6T Platform Selection for DNA Subscription	1	0.00	0.00
4.22.0	IOSXE-AUTO-MODE-PF	IOS XE Autonomous or SD-Routing mode for Unified image	1	0.00	0.00
4.23.0	NIM-1MFT-T1/E1	1 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module	1	995.60	995.60
4.24.0	PVDM4-32	32-channel DSP module	1	1,136.10	1,136.10
4.25.0	CON-SNT-C830IN6T	SNTC-8X5XNBD Cisco Catalyst C8300 Duration: 5.00 Years	1	4,728.50	4,728.50

New ATA 191 Analog Gateways

5.0	ATA191-3PW-K9	191 Analog Telephone Adapter for MPP	4	101.20	404.80
5.1.0	ATA191-CLIP-NA	Power Clip for ATA191 and ATA192, North America	4	0.00	0.00

Replacement for 7937 and 8831

6.0	CP-8832-K9	Cisco 8832 in Charcoal with accessories for North America	8	928.30	7,426.40
6.1.0	CP-8832-POE	Cisco IP Conference Phone 8832 PoE Accessories for Worldwide	8	0.00	0.00

Replacement for 6921, 7811, 7821, 7841, 7911, 7940, 7941, 7942

NETSYNC

2500 West Loop South, Ste.
410/510
Houston, TX 77027 USA
713.218.5000

QUOTE

AAAQ451522-04

Quote #:	AAAQ451522-04
Date:	01/30/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
7.0	DP-9841-K9=	Cisco Desk Phone 9841, Carbon Black	1412	152.80	215,753.60
Replacement for 7960, 7961 and 7962					
8.0	DP-9851-K9=	Cisco Desk Phone 9851, Carbon Black	23	191.50	4,404.50
Replacement for 8841					
9.0	DP-9861-K9=	Cisco Desk Phone 9861, Carbon Black	61	261.10	15,927.10
Replacement for 8851					
10.0	DP-9871-K9=	Cisco Desk Phone 9871, Carbon Black	32	330.80	10,585.60
Key Expansion Modules for 9871 Model IP Phones					
11.0	DP-9800-KEM=	Cisco Desk Phone 9800 Key Expansion Module, Carbon Black	24	230.20	5,524.80
Wall Mount Kits for 9841 Model IP Phones					
12.0	DP-9800-WMK=	Cisco Desk Phone 9800 Wall Mount Kit - SPARE	1196	67.20	80,371.20
Labor					
13.0	NET-PRO-SRVC	Installation & Deployment per SoW. UC, EN	4	57,870.20	231,480.80

Notes: 220061172-171617-03

Webex Calling Option

Total	1,030,577.60
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	1,030,577.60

4. Forms

Netsync has included the following forms in compliance with this offer:

- Exhibit 1 – Required Forms – Respondent’s Questionnaire
- Felony Conviction Notification
- Conflict of Interest Questionnaire (CIQ)
- Non-Collusion Statement
- W-9 Form
- Acknowledgement of Addenda

The rest of this page is intentionally left blank.

**EXHIBIT 1 – REQUIRED FORMS
RESPONDENT’S QUESTIONNAIRE**

Responses must provide full answers to the information sought below. Additional information may be provided separately.

General Information:

1. Company Information: Provide the following information regarding your company.

Legal Name/Name of Organization/Company: Netsync Network Solutions

Address 9737 Great Hills Trail, Suite 150

State: Austin Zip Code: TX 78759 Telephone: 866.974.5959 Fax: 713.664.9964

2. Contact Information: List the person who the District may contact concerning your proposal or setting dates for meetings.

Name of Organization/Company: Netsync Network Solutions

Name of Representative: Christi Hubbard

Address 9737 Great Hills Trail, Suite 150

State: Austin Zip Code: TX 78759 Telephone: 866.974.5959 Fax: 713.664.9964

3. Number of years your Organization has been in continuous operation: 23

4. Number of years your organization has been in business under its present name: 23

5. Provide any other names under which your business has operated within the last five (5) years.

N/A

6. Does your Company anticipate any mergers, transfer of organization ownership, management reorganization, or departure of key personnel within the next twelve (12) months that may affect the organization’s ability to carry out its proposed services?

Yes

No

7. Does your company pay taxes to the Manor Independent School District?

Yes

No

If yes, are your tax payments to Manor Independent School District current?

Yes

No

8. Does any officer, partner, owner, sales representative and/or spouse work for the Manor Independent School District?

Yes

No

If yes, please list names of school district employees: N/A

-
9. Do you have experience with other school districts?
Yes No

If yes, please list names of other school districts: [Refer to Company Overview Section - Netsync's Top Collaboration Projects](#)

10. Name of State where your home office/headquarters are located: Texas

11. EXPERIENCE, BACKGROUND, QUALIFICATIONS

a. Past Experience on Similar Projects. Identify the three most significant clients (whether school district or non-school district projects) for which the Proposer has provided services similar to the Scope of Services requested by this RFP, within the past 5 years. Include a brief description of the services provided, the dates of service, and a point of contact with name, address, and current fax, email, and phone number.

1. Lake Travis ISD – 1400 phone refresh, UC upgrade, SIP migration, and gateway replacement. 2022 – 2023. Aaron Schoenrock, 16101 Hwy 71 W, Austin, TX 78738, schoenrocka@ltsidschools.org, 512.533.6550
2. Dripping Springs ISD – 600 endpoint and gateway refresh, and UC upgrade. 2020 – 2021. Currently working on another UC upgrade and gateway and server refresh. Bonnie Drane, 300 Sportsplex Dr., Dripping Springs, TX 78620, bonnie.drane@dsisdtx.us, 512.858.3045
3. Pflugerville ISD – 3200 handset replacement, gateway refresh, UC upgrade, and SIP migration. 2023 – 2024. Eric Coburn, 2021 Crystal Bend Drive, Pflugerville, TX 78660, eric.coburn@pflisd.net, 512.594.0205

- b. Past Experience with the District. Has the Proposer performed work for the District within the last 5 years?
Yes No

If yes, indicate if the work performed was as a prime contractor or as a subcontractor and describe the work performed and the date performed.

Netsync has successfully partnered with Manor ISD from 2015 to currently, on a multitude of projects as a prime contractor. Projects include full UC handset refreshes, UC upgrades, district wide switch and wireless refreshes, UPS refreshes, server refreshes, physical security implementations, campus refreshes and new school construction technology.

c. Recent Experience. What Projects, if any, of a similar size and nature has Proposer performed for the relevant project(s) in the last twelve (12) months.

- Austin ISD – Netsync has replaced Cisco handsets across AISD's district within the last twelve months with Cisco's 9800 series phones with action button. Netsync has successfully upgraded AISD's call manager and set up cloud calling for a few select users. Netsync is currently working on setting up Cisco Contact Center and refreshing all of AISD's gateways.

- Texas A&M University – Netsync has worked with Texas A&M University on many diverse projects. Currently Netsync upgraded all Call Manager servers, Unity VM servers, Contact Center servers, expressway nodes and IMP servers.
- White Settlement ISD – Replaced phones with 400 9800 series phones, upgraded servers and gateways.
- Pflugerville ISD – 3200 handset replacement, gateway refresh, UC upgrade and SIP migration.
- Netsync is in the process of kicking off a UC hardware refresh with migration to Webex Cloud Calling for Lake Travis ISD. Also, Netsync will be migrating John Hagee Ministries to Webex Cloud Calling this year.

e. Record of Claims and Litigation. Identify any claims or litigation filed against Proposer in the last 5 years related to Proposer’s services, including any claims that went to mediation or arbitration. For each claim or lawsuit, identify what the party’s claims against Proposer were and how they were ultimately resolved, including any monetary settlements reached between Proposer and claimant.

N/A

f. Claims/Suits.

(a) Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

Yes

No

If yes, please describe. N/A

12. QUALITY OF SERVICES AND PROJECTS

a. References. Please provide the names address, and current email and phone number of two (2) clients with whom you have worked in the last five (5) years who can provide a reference for your goods/services, including your thoroughness, accuracy, reporting, recommendations and follow-through/responsiveness in working with them in connection with any issue.

1. Lake Travis ISD – Aaron Schoenrock, 16101 Hwy 71 W, Austin, TX 78738, schoenrocka@ltsidschools.org, 512.533.6550

2. Dripping Springs ISD – Bonnie Drane, 300 Sportsplex Dr., Dripping Springs, TX 78620, bonnie.drane@dsisdtx.us, 512.858.3045

13. BUSINESS OWNERSHIP: PLEASE INDICATE WHETHER YOUR BUSINESS IS:

- Small Business
- Women-owned
- Minority-Owned
- Large/Non-minority Owned

MISD encourages current and potential Vendors to provide opportunities to qualified small, women owned and minority businesses for subcontracts. A subcontractor is any person or company that provides supplies and/or services to a prime contractor where the suppliers/services are used to fulfill the prime contractor's contractual obligations with MISD. If your firm will provide all of the labor and/or materials required for this procurement, please complete Section A below. If your firm will subcontract any portion of this procurement, please complete Section B below, and disclose all subcontractors.

Netsync is not subcontracting for this bid.

Section A - Firm Is Providing All Of The Items/Services Required For This Procurement:

My firm has not identified any subcontracting opportunities and will not subcontract any portion of the work. Yes (v)

Section B- Firm Will Subcontract A Portion Of The Items/Services As Listed Below:

My firm has identified subcontracting opportunities and will subcontract a portion(s) of the work. Yes (v)

Dollar Value of Bid: \$

Name of Subcontractor	Address	Phone #	Contact Person	Amount of Subcontract	Name of Subcontract

Attach separate sheet as required.

14. ORGANIZATION

A. Describe the most common problem or challenge which you have encountered in supplying school equipment and your method for addressing the issue. (Maximum 2 page)

The most common challenge encountered is hardware availability. Netsync has strong relationships with manufacturers and multiple distributors, so we have options on where we can purchase the equipment from and ask for it to be expedited.

B. Provide warranty information for all items proposed.

The Desk Phone 9800 Series is covered by a Cisco 1-Year Limited Hardware Warranty. The Cisco Catalyst 8300 (C8300) and 8200 router is covered by Cisco's Limited Lifetime Hardware Warranty. This warranty applies as long as the original owner continues to use or own the router.

Warranty coverage

- The fan and power supply warranty is limited to five years.
- If Cisco stops making the product, warranty support is limited to five years from the announcement of discontinuance.
- Cisco may refund the purchase price as the only warranty remedy.

C. Explain in detail how your firm will handle warranty issues.

Netsync has several routes for handling warranty issues. First, the Account Manager will help determine what type of warranty issue it is and route to the right department. Netsync will address with Engineers, Tech Teams or our RMA team, which is ever necessary and assist Manor ISD with handling the warranty issue.

15. PRODUCT PLANNING, TRAINING, AND INSTALLATION SUPPORT

- a. Describe your firm's approach to product planning. Please see Technical Response Section – Statement of Work.
- b. Provide support information for all items proposed, including options for extended support. If required, provide support agreements required to maintain equipment with updated software and features. All hardware provided is covered by the quoted 5 year Cisco Smartnet support. All DNA licenses are 5 years. The Flex Enterprise Agreement is 3 year support on UC licenses.
- c. Explain your firm's opportunities for certification training on equipment for at least two employees. Netsync can provide an additional quote for further training than already offered in Statement of Work.

VALUE-ADD OFFERS

This section is left for the bidder to make special offers or highlight unique values the bidder feels needs to be emphasized in the bid:

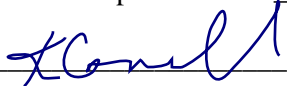
We believe Netsync's long term successful business relationship with Manor ISD provides value in that we are knowledgeable with Manor ISD's network, policies and procedures, and expectations. Netsync will be utilizing local Engineers, Technicians and Project Managers that are already familiar with Manor ISD's current network and Technology Team.

By signing below, the individual represents and warrants that he/she has authority to submit this Proposal on behalf of the company listed below and that the information provided herein is true and correct. By signing below, you further confirm that you have read and understood the instructions and information provided in this RFQ.

Full Legal Company Name: _____ Netsync Network Solutions _____

Printed Name of Authorized Representative: _____ Kirstin Connell _____

Title of Authorized Representative: _____ RFP Manager _____

Signature: _____  _____

Date: _____ 1/24/2025 _____

FELONY CONVICTION NOTIFICATION

State of Texas Legislative Senate Bill No.1, Section 44.034, Notification of Criminal History, Subsection (a) states “a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony.”

Subsection (b) states “a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract.”

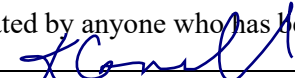
This notice is not required of a Publicly-held Corporation.

I, the undersigned agent for the firm named below, certify that the information concerning notification of felony convictions has been reviewed by me and the following information furnished is true to the best of my knowledge.

Vendor’s Name Netsync Network Solutions

Authorized Company Official’s Name (Printed) Kirstin Connell

a. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable:
Signature of Company Official _____

b. My firm is not owned nor operated by anyone who has been convicted of a felony.
Signature of Company Official 

c. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony (*attach additional pages if necessary*):

Name of Felon(s) _____

Details of Conviction(s) _____

Signature of Company Official _____

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

Netsync Network Solutions

2 Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

Yes

No


B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes

No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 
Signature of vendor doing business with the governmental entity

8/27/2024

Date

NON-COLLUSION STATEMENT

Netsync Network Solutions, being first duly sworn, deposes and says this:

(1) S/he is Kirstin Connell, RFP Manager of Netsync Network Solutions
(a partner or officer) _____ (the firm of, etc.) the Respondent who
has submitted the attached Statement of Qualifications.

(2) S/he is fully informed respecting the preparation and contents of the attached Statement of Qualifications and of all pertinent circumstances respecting such Statement of Qualifications.

(3) That Statement of Qualifications is genuine and is not a collusive or sham response.

(4) Neither the said Respondent nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, has in any way colluded, conspired, connived or agreed, directly or indirectly, with another Respondent, firm or person, to submit a collusive or sham. Response in connection with the Contract for which the attached Statement of Qualifications has been submitted or to refrain from proposing in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion, or communication or conferences, with any other Respondent, firm or person to secure through any collusion, conspiracy, connivance or unlawful agreement any advantage against the Manor Independent School District of Manor, Texas or any person interested in the proposed contract; and,

(5) The price or prices which will be offered if selected as the successful Respondent in connection with this Request for Qualifications will be fair and proper and will not be tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Respondent or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

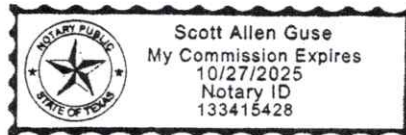
(Respondent's Business Name): Netsync Network Solutions

(Respondent's Representative Signature) _____

(Respondent's Representative Title) RFP Manager

Subscribed and sworn to before me on this 20th day of JANUARY, 2025, 2021.

Scott Allen Guse
NOTARY PUBLIC, STATE OF TEXAS



Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See <i>Specific Instructions</i> on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) Netsync Network Solutions	
	2 Business name/disregarded entity name, if different from above.	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input checked="" type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____ Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions <input type="checkbox"/> <i>(Applies to accounts maintained outside the United States.)</i>	
	5 Address (number, street, and apt. or suite no.). See instructions. 2500 West Loop South, Suite 410	Requester's name and address (optional)
	6 City, state, and ZIP code Houston, TX 77027	
	7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
				-			-		
or									
Employer identification number									
3	2	-	0	0	3	0	3	2	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person	Date 12/26/2024
------------------	--------------------------	------------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

ACKNOWLEDGEMENT OF ADDENDA

I, Kirstin Connell, acknowledge receipt of the following Addendums to the Request for Qualification issued by Manor Independent School District, on behalf of the Respondent listed below:

Addendum No. 1. Dated: Monday, January 27, 2025 Entitled: ADDENDUM #1


Addendum No. . Dated: Entitled:

Addendum No. . Dated: Entitled:

Addendum No. . Dated: Entitled:

Not Applicable

Respondent's Business Name: Netsync Network Solutions

Signature: 

Printed Name and Title: Kirstin Connell, RFP Manager



RFP NO. #25-010RFP
REQUEST FOR PROPOSALS FOR DISTRICTWIDE VOIP HANDSET
REPLACEMENT AND SYSTEM UPGRADE

ADDENDUM #1

The following revisions are made to the request for proposals bid package for the above-referenced project:

1. It is difficult for us to understand the Cisco terms. Can you please advise how many Phone Users, Contact Centre users & DIDs will be needed?
 - **Response: No contact center, phone users 1300, DID count 900.**
2. RFP due on Jan 30th 2025, 2:00 PM CST, can we get extension till Feb 07 2025?
 - **Response: No, due to the board approval process and timeline.**
3. How many phones licenses are needed at Manor ISD?
 - How many lines are for end users?
 - How many lines are for common area devices (breakrooms, conference rooms, etc.)?
 - **Response: Listed on BOM for quantities (Appendix A)**
 - **Response: Phone Users 1300**
 - **Response: Varies per site**
4. How many total DIDs are in current inventory? How many will you need to port over? Will you need additional phone numbers in reserve?
 - **Response: DID count 900**
5. Can you provide how many phones will be needed by user type? Common Area device (breakroom), Knowledge Worker, Receptionist, Conference Phone, Executive Phone, and WIFI enabled phones by type?
 - **Response: We assume that the included common area licenses included with the Flex plan in the attached bill of materials will be sufficient for our needs. (Appendix A)**

6. If new phones must be purchased do you have a preference between Yealink and Poly?
 - Response: Must be Cisco and from the BOM (Appendix A)
7. Do you have multiple internet service providers in your data center? Do you have last mile resiliency?
 - Response: No
8. What manufacturer and model of your paging system does the proposed solution need to integrate with? How many total paging systems are required?
 - Response: Primarily existing Singlewire integration across 24 sites
9. How many total ATA ports are required? Can you give a breakdown of ATA ports by location so we can properly scope the ATA models and quantities.
 - Response: 1 port used, listed on BOM for quantities (Appendix A)
10. How many total Fax numbers will need to be ported to an eFax service? Do your Fax services require HIPPA compliance? What is your total monthly outbound fax volume?
 - Response: 55, Yes, NA
11. Do you require survivability at your data center(s)? Or do you require local survivability at each location? If at each location provide the total location count.
 - Response: Local, 24 sites
12. Do you want headsets quoted? If so how many wireless and how many wired?
 - Response: Not needed
13. How many users will need Call Queue live reporting for time in queue, abandoned calls, overflowed to VM. The proposed solution supports historical reporting without additional licensing.
 - Response: Not needed
14. Do you require onsite services (Boots on the Ground) for hardware setup, ATA, desk phones? If so, do you have potential number of phones and hardware to be deploy with onsite technicians to help ensure accurate pricing?
 - Response: Installation services are required for all 24 sites with BOM quantities.
15. What is the potential timeframe to start the implementation and when would you potentially like to see be finished?
 - Response: As early as March 2025. Completion before the start of school in August 2025.

Except with regard to the items set out above, the procurement package remains unchanged.

Date of Issuance of Addendum #1: MONDAY, JANUARY 27, 2025

Notice to Proposers –Please remember to submit your Acknowledgement of Addendum form that is available on Bonfire to acknowledge receipt of Addendum No. 1 and any other subsequent addenda with your proposals.



Special Revenue Expenditure Request Form

Department/Campus: _____ Date: _____ Grant Source: _____

Vendor: _____ Purchasing method: PO P-card – Cardholder: _____

Total Amount: \$ _____ Account Code: _____ Amount: \$ _____

Account Code: _____ Amount: \$ _____

Account Code: _____ Amount: \$ _____

Anticipated Impact: ___ # of Students ___ # of Teachers ___ Others: _____

You must answer the following questions in the space provided before your request can be considered:

1	Describe what is being purchased, including but not limited to brand, item type, how many units, cost per unit, etc.?						
2	Explain how the expenditure is reasonable and necessary to carry out the intent and purpose of the program?						
3	Add a screenshot of the related Goal, Objective, and Strategy.						
4	Please make sure to attach supporting documents – ie: vendor order form, quote(s), contract, or other applicable vendor info.						
5	<p>The “supplement, not supplant” provision is to help ensure grant funds are expended to benefit the intended population, rather than being diverted to cover expenses the LEA would have paid out of other funds in the event the grant funds were not available. Please check to ensure the following:</p> <table border="0"> <tr> <td style="width: 20px;"><input type="checkbox"/></td> <td>• This expenditure is an addition(extra) to the basic/required instructional program</td> </tr> <tr> <td><input type="checkbox"/></td> <td>• This is not a requirement by state law or Board Policy</td> </tr> <tr> <td><input type="checkbox"/></td> <td>• This was not previously funded with local funds</td> </tr> </table>	<input type="checkbox"/>	• This expenditure is an addition(extra) to the basic/required instructional program	<input type="checkbox"/>	• This is not a requirement by state law or Board Policy	<input type="checkbox"/>	• This was not previously funded with local funds
<input type="checkbox"/>	• This expenditure is an addition(extra) to the basic/required instructional program						
<input type="checkbox"/>	• This is not a requirement by state law or Board Policy						
<input type="checkbox"/>	• This was not previously funded with local funds						

*****By signing my name, I acknowledge I have reviewed all of the above for accuracy. I further acknowledge I may be held liable for items purchased that are not in compliance under the grant guidelines*****

Requestor:	Signature:	Date:
Division Chief (if over \$5,000):	Signature:	Date:
Federal & State Programs: Ricardo Venegas	Signature:	Date:
CFO (if over \$5,000):	Signature:	Date:

NOTE: This form is to be submitted prior to all special revenue expenditures. Failure to receive prior approval may result in personal liability. All *services* must be rendered between the beginning and ending dates of the grant. All *materials and equipment* must be delivered before the ending date of the grant and must be ordered and delivered in time to substantially benefit the current grant period and in no case after the ending date of the grant. All travel must occur by the ending date of the grant. In most instances, goods or services delivered near the end of the grant period are viewed by TEA as not necessary to accomplish the objectives of the current grant program and TEA may disallow the expenditures.

Expenditures without a detail description clearly connecting to the purposes outlined in the funding source application, will be denied. Revised 11/2023

Approved _____ Denied _____ Comments (if any) _____