

McKinney Independent School District
#1 Duvall Street, McKinney, Texas 75069

To: Board of Trustees
From: Shawn Pratt, Superintendent
Subject: **McKinney Boyd Renovations – Network Services, Electronics & UPS**
Date: February 24, 2025

The Technology Services Group requested quotes to upgrade the network switches, wireless access points, uninterruptable power supplies (UPS), and implementation services for the phase 1 renovations at McKinney Boyd High School. Two responses were received with the best value from Netsync Network Solutions for \$879,021.52 using the DIR-CPO-4866 and DIR-TSO-4159 contracts.

Impact Statement:

It is recommended: The board approves the purchase of the network services, electronics, & UPS for the McKinney Boyd phase 1 renovations from Netsync Network Solutions in the amount of \$879,021.52.

Resource Person(s): Stephen McGilvray, Chief Information Officer

Respectfully submitted,

Shawn Pratt
Superintendent

Dr. Dennis Womack
Assistant Superintendent

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.

Table of Contents












1. Company Overview	1-1
2. Professional Services Contact Profiles.....	2-1
3. Technical Response	3-1
4. Pricing	4-1
5. References	5-1
6. Forms	6-1
7. Attachments.....	7-1

1. Company Overview

About Netsync Network Solutions

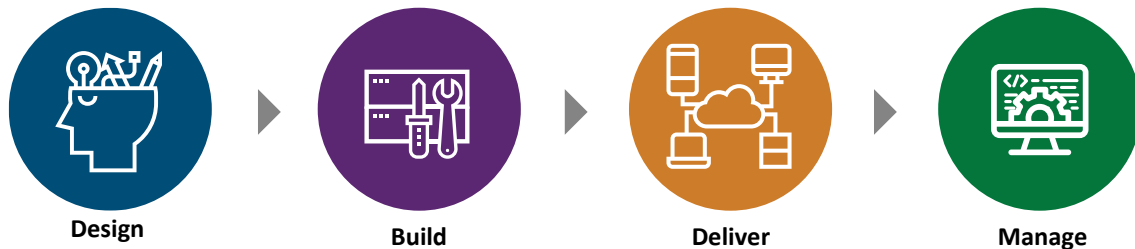
Founded in 2002, Netsync is a minority-owned business (MBE) and women-owned small business (WOSB) value-added reseller (VAR) specializing in technology solutions. We originated as a team of select senior technical consultants and built our business primarily through relationships and referrals, a true 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 build 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		

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 #MNVNP-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)

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


Ying McGuire
NMSDC CEO and President

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.®

Top EN Projects

Lewisville ISD

- Netsync is a preferred Cisco vendor for LAN, Wireless LAN (WLAN), Security, Collaboration, and Data Center.
- Netsync successfully upgraded the wireless infrastructure, which consisted of new controllers, over 5,500 access points (APs), and 375 multigigabit switches across 65-plus sites.
- Netsync has been awarded the network refresh project, which consists of upgrading 60 Cisco Catalyst 9500 distribution switches, 75 Cisco Catalyst 9400 series chassis-based switches, and 550-plus Cisco Catalyst 9300 series access switches.
- Netsync performed a full data center refresh that included refreshing existing Catalyst, Nexus, and Unified Computing System (UCS) equipment. Netsync implemented a Cisco Application Centric Infrastructure (ACI)-based network in the production data center.
- Netsync upgraded Lewisville ISD's cybersecurity system, which included the installation of the following: Cisco Firepower Next-Generation Firewall (NGFW) and Firepower Next-Generation Intrusion Prevention System (NGIPS) to protect data traffic flowing into and out of the network; the Firepower Management Center (FMC) to centrally manage NGFW and NGIPS; Stealthwatch to monitor and analyze traffic flows and patterns on the internal network; Aggregation Services Router (ASR) 1001 HX for WAN connectivity; Cloud Email Security (CES) to protect and control emails to the organization; and Cisco Identity Services Engine (ISE) to control access to the wireless network.
- In the summer of 2020, Netsync provided direct support for Cisco Webex issues tied to the COVID-19 response.
- Netsync provides Managed Services for Collaboration applications.

Houston ISD

- Netsync upgraded 40-plus campuses with Cisco APs and Cisco Catalyst Power over Ethernet (PoE) in the intermediate distribution frame (IDF) and main distribution frame (MDF). Over the years, Netsync has deployed and managed 17,000 APs.
- Netsync is a pivotal partner that helps design and deliver Houston ISD's PowerUp program consisting of delivering around 60,000 laptops, along with Break/Fix and return material authorization (RMA).
- Netsync provides remote and on-site Managed Services support for the entire district's Cisco infrastructure across 300 sites – gateway and APs (Break/Fix and RMA).
- Netsync rolled out the next-generation WAN and optic ring (Houston ISD monitors).
- Netsync replaced all 14,000 Voice over IP (VoIP) phones.

Fort Bend ISD

- Netsync currently holds numerous contracts with Fort Bend ISD.
- Netsync is a preferred Cisco vendor for LAN, WLAN, Collaboration, and Data Center.
- Netsync successfully upgraded the network and wireless infrastructure for 75-plus schools.

- In the summer of 2019, Netsync imaged and deployed approximately 31,000 laptops under the Teacher Tool Kit and Lending Libraries program. This project was successfully completed under a tight deadline.
 - Netsync is currently in Phase 2 of this project and deploying an additional 20,000 laptops.
- Netsync has provided on-site and remote Managed Services and maintenance for Fort Bend ISD's IT infrastructure and endpoints.
- In the summer of 2020, Netsync moved redundant gear from the primary data center to a new secondary location.

San Antonio ISD

- Netsync upgraded switching, wireless, and VoIP across campuses from 2017 to present based on a project awarded from the 2016 bond.
- Netsync upgraded and moved the entire district data center in the summer and fall of 2019.
- Netsync upgraded the Layer 3/distribution switches across all campuses to support San Antonio ISD's optical WAN upgrade solution.
- Netsync migrated San Antonio ISD to centralized wireless LAN controllers (WLCs) from a campus distributed model in 2019.

Corpus Christi ISD

- Netsync upgraded the data center core solution from Cisco Catalyst to Nexus platforms.
- Netsync upgraded the WAN core switches across 80-plus sites.
- Netsync was awarded the Request for Proposal (RFP) in 2017 that consisted of refreshing the network and wireless across the full district. This project has been on-going since that time:
 - Refreshed the network and wireless infrastructure at the high school campuses in the summer of 2017.
 - Installed the new network and wireless at three new middle school campuses in 2018.
 - Refreshed the network and wireless infrastructure at the middle school campuses in 2019.
 - Will begin the network and wireless infrastructure refresh at the elementary school campuses this year.
- Netsync performed F5 BIG-IP Local Traffic Manager (LTM) implementation.
- Netsync performed next-generation firewall (NGFW) internet edge refresh project.

Lake Travis ISD

- Netsync upgraded to two new ASR internet routers.
- Netsync has upgraded the network and wireless across the whole district from 2018 to present.
- Netsync has implemented the network and wireless at all new campuses since 2018.
- Netsync performed Primary Rate Interface (PRI) to Session Initiation Protocol (SIP) move on the Collaboration solution.

- Netsync provided Cisco security, including next-generation firewalls (NGFWs), Umbrella, Advanced Malware Protection (AMP), and Cloudlock. Netsync also installed F5 for SSI encryption and decryption.
- Netsync performed Unified Communications (UC) upgrade to include E911 and phone replacement.

Lone Star College (LSC)

- LSC educates over 89,150 students per year within its 7 campuses and selected Netsync to complete the switching and wireless upgrades for the entire system. Netsync replaced all existing Ethernet switching infrastructure to the latest Power over Ethernet Plus (PoE+) switches to support the new AP installation. Approximately 3,000 to 3,500 APs were installed.
- Currently, Netsync is replacing old, aging equipment with Software-Defined Access (SD-Access) capable devices across all campuses.
- Netsync migrated LSC from a Palo Alto Edge firewall to next-generation firewall (NGFW), including Intrusion Prevention System (IPS).
- Netsync upgraded Cisco Identity Services Engine (ISE) to latest patches.
- Netsync successfully implemented Vbrick installations and Collaboration solution.
- Netsync deployed and set up a hybrid connection for Cisco Jabber/Webex Teams.
- Netsync helped set up and deploy over 70 Cisco Webex Boards across LSC campuses.
- Netsync assists with end-user procurement.
- Netsync provides Managed Services for LSC.

Texas A&M University

- RELLIS Academic Alliance Building:
 - Netsync designed Cisco voice, wireless, and switch solutions, and performed installation and project management services for the wireless network project.
- Texas A&M Transportation Institute RELLIS HQ:
 - Netsync performed services, including project management, to move core network (data, voice, and storage) from the old headquarters to the new RELLIS HQ. After the move, Netsync upgraded the voice network to the latest software versions.
- Texas A&M Health College of Dentistry:
 - Netsync provided hardware, installation services, and project management to the new dentistry building. Technologies implemented included network switching, wireless, voice, and contact center.
- Texas A&M System:
 - Netsync was awarded the five-year Cisco SmartNet Total Care Service contracts for the Texas A&M Division of IT, Texas A&M Health, Prairie View A&M, Texas A&M Galveston, and Tarleton University.
- Texas A&M Division of Information Technology Telecom:
 - Netsync performed project management, design, and installation services to upgrade Cisco Unified Communications Manager (CUCM)/CallManager hardware to improve redundancy and failover capabilities.

University of Texas

- Netsync provides architecture/design, service contract support, and engineering support as a Cisco contract owner.
- Netsync provides F5 managed services.

City of Houston (COH)

- Netsync replaced over 150 access layer switches.
- Netsync replaced NetApp heads without any downtime.
- Netsync deployed and cut over new Cisco Application Centric Infrastructure (ACI)/core infrastructure for one of its major data centers.
- Netsync deployed distribution switches across COH.
- Netsync deployed security landing zone for COH's Amazon Web Services (AWS).

City of San Antonio (COSA)

- Netsync upgraded switches in all fire stations.
- Netsync upgraded switches, wireless, and VoIP at the public safety headquarters.
- Netsync upgraded switching environment at COSA's end-of-life (EOL) sites. This project has been ongoing from 2017 to present.
- Netsync upgraded and moved edge switching to a new data center location in the summer of 2020.

Parkland Hospital (PH)

- Netsync successfully upgraded the wireless infrastructure, which consisted of new controllers, over 2,300 access points (APs), and multigigabit switches across Parkland's 15 health centers, 5 school-based clinics, and other locations across Dallas County.
- Netsync installed and upgraded Cisco Identity Services Engine (ISE) to latest version. Additionally, Netsync implemented a new design where ISE can provide redundancy not only at the application level, but also geographically.
- Due to the number of medical devices, Netsync also implemented an F5 redundant solution to distribute authentication requests evenly.
- Netsync successfully implemented wired 802.1x for better access control of medical devices.

Texas Children Hospital (TCH)

- Netsync performed the Unified Communications (UC) upgrade and phones replacement.
- Netsync upgraded network and wireless to support new Wi-Fi standard requirements.
- Netsync performed a wireless assessment and upgraded wireless infrastructure.
- Netsync performed pre- and post-wireless surveys to improve WLAN performance for medical devices.
- Netsync performed Cisco ISE assessments, upgrades, and redesign.

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>.

Schneider Electric IT USA, Inc.
70 Mechanic Street
Foxboro, MA 02035
Tel: 508-543-8750

Netsync
2304 Tarpley Rd, St 114
Carrollton, TX 75006

8/9/2024

To whom it may concern:

Schneider Electric IT USA, Inc. “formerly known as APC by Schneider Electric”, confirms that Netsync is an authorized reseller of APC products. This authorization demonstrates their knowledge of APC products and validates their expertise to design, deploy and maintain customer networks. Netsync is not authorized to perform services on behalf of APC.

Please contact me with any questions regarding this authorization.

Regards,



Samantha DeMagistris
Channel Programs Manager

2. Professional Services Contact Profiles

Lauren Kennewell

Account Manager

2304 Tarpley Road, Suite 114
Carrollton, TX 75006
M: 214.909.5008 | F: 713.664.9954
E: lkennewell@netsyncnetwork.com

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

Lauren holds a bachelor’s degree from Iowa State University and manages accounts that include enterprise/corporate entities, higher education, healthcare, cities, and school districts. Lauren has been with Netsync for more than seven years and was hired based on her enthusiasm for technology, passion for excellence, and leadership abilities to grow Netsync’s Dallas-based clientele portfolio. Lauren is assigned to 20 accounts; some are active accounts and others are in the early stages of relationship development.

Certifications
<ul style="list-style-type: none">• Advanced Routing and Switching for Account Managers• Cisco Sales Expert• AWS Sales Certification

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

Majid Shirzadeh
Solutions Architect

Enterprise Networking

Majid Shirzadeh has a strong record of success in designing, scoping, and deploying large- and small-scale networks to support real-time business critical applications. Majid has over 15 years' experience designing, installing, and aiding clients in planning for the future growth of networked applications. Majid 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.

Majid has an impressive professional history of networked applications in large public-school districts, quasi-governmental entities, and other public sector clients. As a Solutions Architect, Majid has been responsible for many projects ranging from designing a large-scale data center network to support streaming video broadcasts at a global scale, to designing and implementing the security posture compliance of an enterprise energy company. Majid is a Cisco Certified Network Associate (CCNA) Routing and Switching (R&S), CCNA Security, Cisco Certified Design Associate (CCDA), Cisco Certified Network Professional (CCNP) R&S, CCNP Security-Certified Engineer, and Cisco Certified Internetwork Expert (CCIE) Enterprise and Security #46812. Majid has also served on several different Cisco Technical Advisory Boards.

Areas of Expertise

Infrastructure Services	
<ul style="list-style-type: none">• Cisco Catalyst Switching• Cisco Nexus Switching• Cisco Routing	<ul style="list-style-type: none">• Cisco Wireless• Cisco Software Defined Access• Cisco Fire Jumper Elite #149

Security Services			
<ul style="list-style-type: none">• Cisco ASA/VPN• Cisco ISE• Cisco Sourcefire• OpenDNS	<ul style="list-style-type: none">• Cisco ESA/WSA/CWS• Cisco Stealthwatch• Palo Alto Networks NGFW• Panorama	<ul style="list-style-type: none">• Cisco Umbrella• Cisco Next -Gen Firewall• Cisco AMP• PCNSE	<ul style="list-style-type: none">• CCSK (Cloud Security)• Zscaler

Project Experience Highlights

- Designed and deployed a client data center network consisting of four Cisco Nexus 7010 core and aggregation switches, 40 Cisco Nexus 5000 series access switches, and an F5 VIPRION Local Traffic Manager (LTM) chassis to support the new data center of an enterprise video content delivery provider.
- Designed and implemented a dual active data center design for a regional bank using Cisco Nexus infrastructure, Cisco Unified Computing System (UCS) compute, NetApp storage, Veeam backup, Cisco Adaptive Security Appliance (ASA) for remote access virtual private network (VPN), Palo Alto Networks Next-Generation Firewall (NGFW) for edge security, and Cisco Intelligent WAN (IWAN) for WAN connectivity.
- Designed and built a customized application to allow automatic posturing and quarantine of network devices using Cisco Identity Services Engine (ISE) and Cisco Sourcefire.

Vitalii Stepanchenko
Associate Consultant

Enterprise Routing and Switching

Vitalii Stepanchenko has a strong record of success in designing and implementing network architectures that minimize risk and enhance connectivity. Vitalii has over four years of experience planning, creating, and managing the installation of large-scale network solutions, including hardware, software, and end-user education.

Vitalii has an impressive professional history designing enterprise routing and switching solutions, as well as implementing Unified Communications (UC) and wireless solutions for large public school districts, hospitals, quasi-governmental entities, and other public sector clients; his typical projects serve 1,000-plus end users. As a Network Engineer, he is responsible for network infrastructure upgrades for a major Dallas County community college district, wireless infrastructure upgrades for a large, Dallas-Fort Worth (DFW)-area independent school district, and campus-wide network design and deployment for a major DFW-area medical center.

Areas of Expertise

Infrastructure Services	Application Services
<ul style="list-style-type: none">• Cisco Enterprise Networking• Cisco Wireless Networking• Cisco Meraki MR, MS, and MX	<ul style="list-style-type: none">• Cisco DNA Center• Python 3/Netmiko

Certifications
<ul style="list-style-type: none">• Cisco Certified Network Associate (CCNA)• Network Automation with Python3

Project Experience Highlights

- Designed and implemented a campus-wide wireless and network infrastructure upgrade for various independent school districts in the DFW area.
- Designed and implemented a campus-wide network infrastructure upgrade for a large hospital in Dallas.
- Deployed and implemented a campus-wide Meraki Software-Defined Network (SDN) infrastructure for a hospital in Gainesville, TX.

Brian C. Willery
Sr. Project Manager

An adaptive, flexible, and experienced IT professional, Brian Willery has over seven years' experience in project management for all size projects with emphasis on quality, cost containment, and enhancing profits. As a Project Manager, he has all the skills needed to get the job finished. Brian's demonstrated ability to implement winning strategies, policies, and procedures has led to continued success as a leader capable of building relationship skills and motivating and developing IT teams.

Areas of Proficiency

- Creates client SharePoint portals
- Critical thinking and problem solving
- Monitor and communicate expectations
- Ensures timely client reporting
- Creates Gantt charts, timelines, and project plans for specific deployments

Project Experience Highlights

- Enterprise-level Cisco wireless access point (AP) and network switch upgrades and deployments
- Microsoft Exchange 2010 migrations and upgrades
- Active Directory upgrades
- Physical Security installation and migration
- Firewall and Network Security deployments
- Vulnerability and security penetration assessments
- General data center and office moves and setups

Certifications
<ul style="list-style-type: none">• MS Project• One Note

Academic Education	Institution
Business Management and Criminal Justice	Sam Houston State University

3. Technical Response

Project Summary

McKinney ISD, headquartered in McKinney, TX, requested that Netsync Network Solutions (“Netsync”) submit a statement of work (SOW) outlining McKinney ISD’s upcoming Boyd High School (Phase 1) Invitation to Quote project.

The purpose of this project is to install Cisco Catalyst access switches, Cisco access points (APs), and uninterruptible power supply (UPS) at McKinney ISD Boyd High School (HS).

Project Objectives

- Discover and plan the deployment of Cisco Catalyst access switches, Cisco APs, and UPS as specified in the Appendix to McKinney ISD’s desired location.
- Configure the new infrastructure to meet McKinney ISD’s configuration standards.
- Perform testing and validation of successful implementation.
- Provide up to two hours of Day 1 support.

Exceptions, Clarifications, and Assumptions

The primary focus of this section is to provide any exceptions Netsync took to the original RFQ, as well as clarifications around our proposal. This section will also outline any assumptions Netsync made while creating the design.

Netsync has responded to the RFQ with pricing based on the information provided in the RFQ and addendum. Please pay special attention to the exceptions and clarifications outlined below. Also note that the project counts per location are outlined in a table within the [Appendix](#) at the end of this SOW.

- If selected, Netsync will require a review of the design and bill of materials (BOM) in detail with McKinney ISD to verify that all of the components selected meet the project requirements. This will help ensure the equipment list and quantities support the best possible design.
- Netsync will work with McKinney ISD to make sure all assumptions, exceptions, and clarifications listed below and determined during discovery are accepted and agreed upon before final pricing.
- Netsync provided pricing for the specific quantities requested in the RFQ. The RFQ states that the quantities included are estimates. If additional quantities are needed, then these can be purchased for the unit cost provided within the proposal plus the associated labor to install.
- Multiple outages may occur due to the nature of this project; however, they will all occur at scheduled and approved times.
- Netsync is not responsible for project delays caused by other vendors and/or manufacturing issues that may impede progress of Netsync deliverables.
- Netsync is not responsible for configuration changes on any equipment not specifically stated in the SOW.

Network Implementation

- Netsync assumes all of the following will be provided:
 - Backbone and premise cabling within buildings including all copper patch cables necessary.
 - Racks and patch panels.
- Netsync assumes that all racks in each main distribution frame (MDF) and intermediate distribution frame (IDF) are 19-inch, 2-post racks. If any closets contain 4-post racks instead of 2-post racks, then a different rack mount kit will need to be ordered for the UPS devices that will be installed in that closet.
- Netsync has designed the number of stacks in each IDF based solely on the total number of switches in each IDF. The layout of the racks and rack space may require the number of stacks in the design to be modified. If more stacks are needed due to physical layout requirements, more optics will need to be added to the design and the number of ports used in the campus core will need to be verified. If awarded, Netsync will work with McKinney ISD to determine the actual number of stacks required in each IDF prior to finalizing the bill of materials.
- Netsync has included multimode fiber jumpers to interconnect the access switch stacks with the campus core switches. However, Netsync is assuming that McKinney ISD will be responsible for providing any necessary patch cables or single mode fiber jumpers.

Wireless Implementation

- If there are any locations that will require mounting the AP higher than 15 feet at any of the other locations, there will be additional charges for a mechanical lift unless McKinney ISD has a lift for use.
- The RFQ did not specify any outdoor wireless coverage areas and are not included in this SOW. If it is determined that outdoor wireless coverage is required, Netsync will work with McKinney ISD to determine the appropriate hardware requirements and labor needed to implement and additional project pricing will be provided.
- The wireless placement design was not created by Netsync, therefore Netsync is not responsible for any design related issues and cannot guarantee coverage in all desired areas. For the ideal design and coverage, Netsync recommends performing a wireless site survey before implementation to create the ideal placement design.
- The RFQ did not specify the location-specific mounting requirements. An internal antenna AP is typically mounted horizontally on a ceiling grid at approximately 10 feet. For any AP that cannot be mounted in the typical format, there may be a more ideal model of AP, antenna, or additional mounting hardware required.
- If awarded, Netsync would like to review all placement locations with McKinney ISD and provide recommendations to help ensure the models purchased support the best possible design. It is McKinney ISD's responsibility to notify Netsync before ordering if any locations exist where APs cannot be mounted in a typical format.
- After wireless LAN (WLAN) system turn-up, there will be a period of radio frequency (RF) self-tuning. During this time, McKinney ISD should expect inconsistent and sporadic coverage, performance, and client connectivity. The expected duration of this self-tuning period should be three to 5 business days.

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 McKinney ISD-required change control processes and any potential impacts 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

Technical Requirements and Design Meeting(s)

1. McKinney ISD will provide Netsync:
 - a. Current IP addressing schemes, network diagrams, and configurations relevant to the project details.
 - b. Wireless AP placement diagrams notating clearly:
 - i. New AP placement locations.
 - ii. Location of existing APs to be removed.
 - c. Any necessary floor plans to be used for placement maps.
 - d. Configuration details for existing wireless network.
2. Netsync will review existing District-provided IP addressing, network diagrams, and configurations looking for opportunities to increase functionality, security, and manageability.
3. Netsync will work with McKinney ISD to review the core and LAN configuration, including but not limited to:
 - a. Understand and implement McKinney ISD’s current IP addressing scheme.
 - b. Review switch naming convention.
4. Netsync will perform an objective review of the existing WLAN environment in terms of current functionality and implementation.
5. Netsync will work with McKinney ISD to review wireless configuration, as related to industry best practices, and security capabilities of the new equipment, including but not limited to:
 - a. Understand and implement McKinney ISD’s current IP addressing scheme.
 - b. Review wireless AP naming convention.
 - c. AP configuration (SSIDs, VLANs, security, RF settings, etc.).

- d. Type of client devices, 802.11a/b/g/n/ac/ax, voice/data support, capacity requirements, performance requirements, accessibility/reliability requirements, infrastructure management, and client management.
 - e. Security design pertaining to applicable wireless protocols and applications.
6. Netsync will work with McKinney ISD to review the desired placement locations of the requested APs.
7. Netsync will perform a site walkthrough of each McKinney ISD location at least one week before deployment to:
 - a. Evaluate rack space, switch connectivity, and power availability.
 - b. Verify final plan for migration and port counts on all devices to be connected.
 - c. Review and verify the placement locations for the new APs.
 - d. Perform an in-depth survey to locate all existing APs.
8. Netsync will review the BOM provided as part of the proposal with the findings from the site surveys to verify any quantity changes.

Note: Any additions to the design will be priced using the unit pricing provided.
9. Netsync will determine a test plan with McKinney ISD. McKinney ISD will need to provide Netsync with a list of applications that should be tested before and after cutover.
10. Netsync will document all findings, recommendations, and implementation details, including AP placement maps and network diagrams.
11. Netsync will review the finalized implementation plan with McKinney ISD before beginning implementation.

Equipment Receipt, Staging, and Delivery

Staging and implementation will only begin upon McKinney ISD 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 McKinney ISD 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 McKinney ISD 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 McKinney ISD 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 McKinney ISD. If McKinney ISD chooses to pre-deliver the equipment, then it will provide a secured 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. McKinney ISD representative must be onsite to receive hardware and sign packing slip prior to installation.

Access Switches Implementation

1. Netsync will install the distribution and access switches listed in the Appendix into existing equipment rack location or area designated by McKinney ISD.
2. Netsync will configure the Cisco switches to include:
 - a. Patch-in drops and fiber.
 - b. Properly dress cables with Velcro.
 - c. Configure switches based on configuration standards reviewed in the technical discovery phase.
 - d. Perform testing:
 - i. Test and validate each switch for proper functionality.
 - ii. Validate ports that are associated with devices that are on specific VLANs are properly configured (e.g., cameras, APs, etc.)
3. Netsync will decommission existing switches:
 - a. Uninstall existing switches determined during the planning stage.
 - b. Provide an inventory of equipment removed in a data file.
 - c. Box the older equipment and label boxes clearly to note included contents.
 - d. Deliver boxes to a centralized McKinney ISD location.

Uninterruptible Power Supply (UPS) Implementation

1. Netsync will install UPS devices into existing equipment racks and secure to rack using two-post rack mount kits.
Note: McKinney ISD will be responsible for providing the correct power outlets in each network closet to power the UPS devices.
2. Netsync will configure the UPS devices, including:
 - a. Connect network devices to UPS.
 - b. Install Network Management Card.
 - c. IP address for management.
3. Test and validate each UPS for proper functionality.

Access Point (AP) Implementation

1. Netsync will install and configure the new Cisco wireless APs to include:
 - a. Mount APs per the AP placement maps provided by client.
 - b. Label each AP based on placement location and include placement details in the Inventory spreadsheet.
 - c. Verify APs are registered to the appropriate wireless LAN controllers (WLCs) and functioning correctly.
2. Netsync will decommission McKinney ISD-designated legacy APs:
 - a. Uninstall existing APs determined during the planning stage.
 - b. Provide an inventory of equipment removed in a data file.
 - c. Box the older equipment and label boxes clearly to note included contents.
 - d. Deliver boxes to a centralized McKinney ISD location.
3. Netsync will upload building floor plans into Prime Infrastructure and label per McKinney ISD's naming convention and accurately scale each floor plan.
4. Netsync will place site-specific APs in appropriate locations on each Prime Infrastructure building floor plan.
5. Netsync will perform testing:
 - a. McKinney ISD connectivity to McKinney ISD-designated configured service set identifier (SSID) determined in technical discovery.
 - b. All deployed APs join the WLC high-availability (HA) pair (verify with McKinney ISD).
 - c. Radio up/down state of all deployed APs.
 - d. Validate any other testing steps determined during the planning phase.
 - a. Collect approved and accurate floor plans for each building.

Testing and Validation

- Test and validate access switches, APs, and UPS for proper functionality.

Knowledge Transfer

1. Netsync will provide 2 hours of knowledge transfer for up to five McKinney ISD attendees. Before the project start, Netsync will work with McKinney ISD 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 McKinney ISD 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 McKinney ISD questions or topic requests.
2. If it is determined that the duration of knowledge transfer requested by McKinney ISD 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 McKinney ISD 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

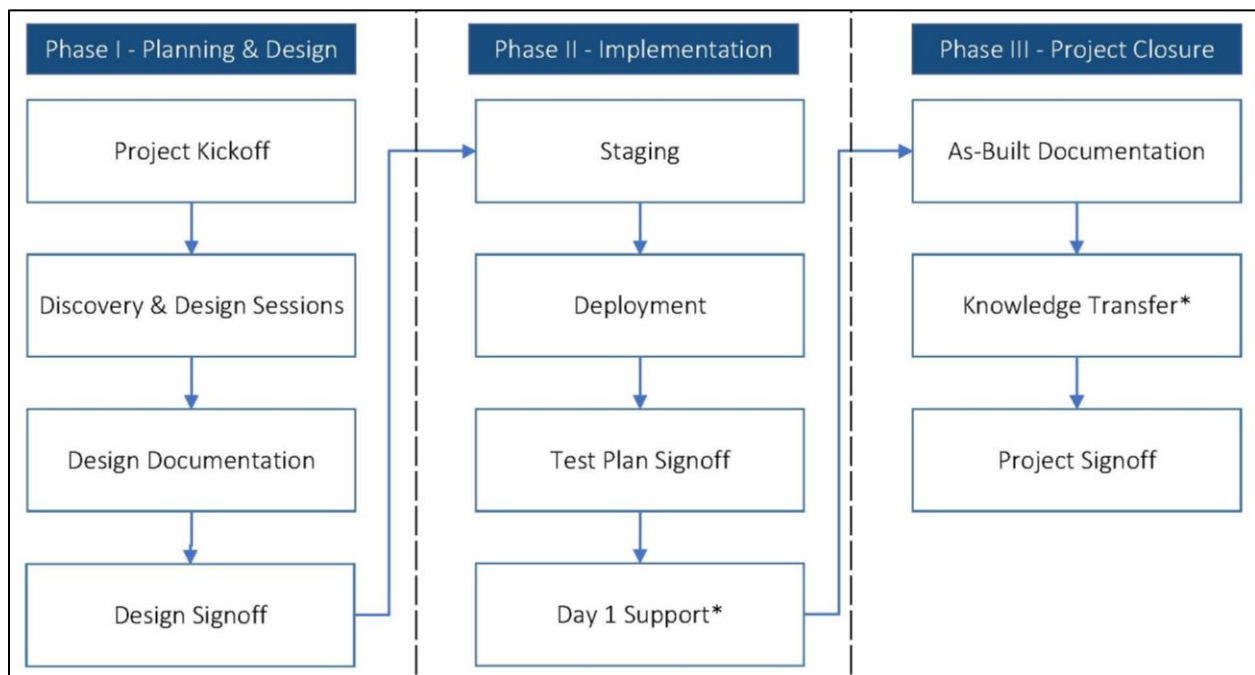
1. McKinney ISD will fulfill cabling requirements, if applicable.
2. McKinney ISD will provide Netsync all necessary hardware and information on current environment.
3. McKinney ISD will provide Netsync local and remote administrative credentials (root access) to all equipment to be accessed during the process of this SOW.
4. McKinney ISD 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. McKinney ISD will provide Netsync access to all work locations, along with safety, access, security, and emergency protocols.
6. McKinney ISD will obtain all necessary work permits.
7. McKinney ISD will provide a work area for Netsync to use, as needed, during on-site activities to include internet and public phone access.
8. McKinney ISD will provide parking passes and adequate parking for the Netsync project team.
9. McKinney ISD 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 McKinney ISD, the PM, the Account Manager (AM), and assigned technical resource(s) to ensure each party is in alignment with all aspects of this SOW. The PM will also perform the following project management activities throughout the engagement to ensure McKinney ISD 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 McKinney ISD’s applicable project portal. The PM will ensure status information clearly reaches McKinney ISD to also include milestone updates.
- Lead project meetings with McKinney ISD and the Netsync project team.
- Oversee a quality assurance review of documentation-based deliverables before providing to McKinney ISD.

Project Management Office (PMO) Project Lifecycle



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

Project Updates

- McKinney ISD 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 McKinney ISD wishes not to use the Netsync project portal, then McKinney ISD 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 McKinney ISD project team will identify required changes.
2. The PM will submit a Project Change Request Form (CR).
3. The PM will submit the CR to McKinney ISD for subsequent approval and sign-off.
4. McKinney ISD 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 McKinney ISD 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 presales 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
Yes	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 McKinney ISD	Deliverables acceptance.	Once

Deliverables Acceptance

McKinney ISD 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. McKinney ISD will participate in all design and planning sessions and be prepared to sign off on all milestones.
2. McKinney ISD 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 McKinney ISD'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 McKinney ISD declines this service in writing via email.
4. Unless otherwise noted, all estimates are based on a single implementation trip, per site. McKinney ISD may be charged additional fees for additional onsite meetings.
5. Multiple outages may occur due to the nature of this project; however, they will all occur at scheduled and approved times.
6. McKinney ISD 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 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 McKinney ISD requires a 100% on-site engagement, then McKinney ISD must notify Netsync before agreeing to this SOW.
9. If McKinney ISD requires a copy of Netsync's standard Certificate of Insurance (COI) with McKinney ISD-added endorsements, then it should allow up to 10 business days for delivery.
10. Netsync is not responsible for the functionality of McKinney ISD-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.

- McKinney ISD will provide Netsync a minimum of three business days' notification for any non-emergency maintenance windows or periods of time.
- Netsync will provide McKinney ISD the best level of support for emergency maintenance windows based on qualified staff resource availability.
- A McKinney ISD 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 McKinney ISD 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 McKinney ISD, the AM, and Accounting for appropriate invoicing.

Netsync will send McKinney ISD 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.

Site Name	% Billed Once Site Is Complete
Spare	100%
IDF A208	100%
IDF B116	100%
IDF D200	100%
IDF M109A	100%
Main Site	100%

*See Netsync quote for project cost.

Appendix

Bill of Materials (BOM)

Part	Description	Duration	Qty.
Spare			
Switch			
STACK-T1-3M=	3M Type 1 Stacking Cable		20
CAB-SPWR-150CM=	Catalyst Stack Power Cable 150 CM Spare		20
C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28		6
SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module		8
C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12		6
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses		6
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	6
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded		6
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	60	6
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches		6
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	60	6
C9300-NW-A-48	C9300 Network Advantage, 48-port license		6
SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL		6
PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply		6
PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply		6
C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)		12
C9300-SSD-NONE	No SSD Card Selected		6
STACK-T1-50CM	50CM Type 1 Stacking Cable		6
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM		6
TE-C9K-SW	TE agent for IOSXE on C9K		6
C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module		6
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300		6
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4		6
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300		6
C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection		6
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		6
UPS			
APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey		8

Part	Description	Duration	Qty.
APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace		8
Labor			
NET-PRO-SRVC	Installation & Deployment per SoW. EN: Route - Switch - UPS - Combined		4
NET-PRO-SRVC	Installation & Deployment per SoW. EN: Wireless Install		4
IDF A208			
Switch			
C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12		9
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses		9
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	9
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded		9
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	60	9
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches		9
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	60	9
C9300-NW-A-48	C9300 Network Advantage, 48-port license		9
SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL		9
PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply		9
PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply		9
C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)		18
STACK-T1-50CM	50CM Type 1 Stacking Cable		9
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM		9
TE-C9K-SW	TE agent for IOSXE on C9K		9
C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module		9
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300		9
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4		9
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300		9
C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection		9
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		9
C9300-SSD-NONE	No SSD Card Selected		9
C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28		6
SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module		12
UPS			

Part	Description	Duration	Qty.
APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey		6
APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace		6
IDF B116			
Switch			
C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12		14
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses		14
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	14
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded		14
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	60	14
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches		14
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	60	14
C9300-NW-A-48	C9300 Network Advantage, 48-port license		14
SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL		14
PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply		14
PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply		14
C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)		28
STACK-T1-50CM	50CM Type 1 Stacking Cable		14
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM		14
TE-C9K-SW	TE agent for IOSXE on C9K		14
C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module		14
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300		14
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4		14
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300		14
C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection		14
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		14
C9300-SSD-NONE	No SSD Card Selected		14
C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28		8
SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module		16
UPS			
APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey		8

Part	Description	Duration	Qty.
APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace		8
IDF D200			
Switch			
C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12		8
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses		8
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	8
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded		8
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	60	8
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches		8
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	60	8
C9300-NW-A-48	C9300 Network Advantage, 48-port license		8
SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL		8
PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply		8
PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply		8
C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)		16
STACK-T1-50CM	50CM Type 1 Stacking Cable		8
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM		8
TE-C9K-SW	TE agent for IOSXE on C9K		8
C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module		8
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300		8
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4		8
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300		8
C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection		8
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		8
C9300-SSD-NONE	No SSD Card Selected		8
C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28		8
SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module		16
UPS			
APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey		5
APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-LI) - Silver grey - Compatible with		5

Part	Description	Duration	Qty.
	SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace		
IDF M109A			
Switch			
C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12		2
C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses		2
C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	60	2
TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded		2
TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	60	2
D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches		2
D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	60	2
C9300-NW-A-48	C9300 Network Advantage, 48-port license		2
SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL		2
PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply		2
PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply		2
C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)		4
STACK-T1-50CM	50CM Type 1 Stacking Cable		2
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM		2
TE-C9K-SW	TE agent for IOSXE on C9K		2
C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module		2
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300		2
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4		2
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300		2
C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection		2
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		2
C9300-SSD-NONE	No SSD Card Selected		2
C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28		2
SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module		4
UPS			
APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey		2
APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace		2
Main Site			

Part	Description	Duration	Qty.
Access Points			
CW9166I-B	Catalyst 9166I AP (W6E, tri-band 4x4, XOR) w/Reg-B		80
CDNA-A-C9166	Wireless Cisco DNA On-Prem Advantage, 9166 Tracking		80
DNA-A-5Y-C9166	C9166I Cisco DNA On-Prem Advantage, 5Y Term, Trk Lic	60	80
AIR-DNA-A	Wireless Cisco DNA On-Prem Advantage, Term Lic		80
AIR-DNA-A-5Y	Wireless Cisco DNA On-Prem Advantage, 5Y Term Lic	60	80
AIR-DNA-A-T	Wireless Cisco DNA On-Prem Advantage, Term, Tracker Lic		80
AIR-DNA-A-T-5Y	Wireless Cisco DNA On-Prem Advantage, 5Y Term, Tracker Lic	60	80
SPACES-EXT-T	Cisco Spaces Extend Term License for Cisco DNA Advantage		80
SPACES-EXT-5Y	Cisco Spaces Extend for Cisco DNA Advantage	60	80
SW9166-CAPWAP-K9	Capwap software for Catalyst 9166I		80
AIR-AP-T-RAIL-R	Ceiling Grid Clip for APs & Cellular Gateways-Recessed		80
AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)		80
AIR-DNA-NWSTACK-A	Wireless DNA Perpetual Network Stack - Advantage		80
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment		80
CW9166I-MULTI	Minimum Quantity = 10		80

4. Pricing

Netsync has provided the pricing on the following pages.

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Quote #:	AAAQ450413
Date:	01/09/2025
Valid for:	30 Days

Customer	Inside Sales	Account Manager
McKinney ISD wjjustice@mckinneyisd.net 469.302.4051	Timothy Fain tfain@netsync.com 512-762-1365	Lauren J Kennewell lkennewell@netsync.com

Please send purchase order to: PO@netsync.com

Line #	Part	Description	Qty	Unit Price	Ext Price
IDF A208					Sub Total 161,274.54

Switch

1.0	C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12	9	5,961.68	53,655.12
1.1.0	C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	9	0.00	0.00
1.1.1.0	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	9	3,119.97	28,079.73
1.2.0	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	9	0.00	0.00
1.2.1.0	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	9	0.00	0.00
1.3.0	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	9	0.00	0.00
1.3.1.0	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	9	0.00	0.00
1.4.0	C9300-NW-A-48	C9300 Network Advantage, 48-port license	9	0.00	0.00
1.5.0	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	9	0.00	0.00
1.6.0	PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply	9	306.36	2,757.24
1.7.0	PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply	9	1,137.93	10,241.37
1.8.0	C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)	18	0.00	0.00
1.9.0	STACK-T1-50CM	50CM Type 1 Stacking Cable	9	43.76	393.84
1.10.0	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	9	41.58	374.22
1.11.0	TE-C9K-SW	TE agent for IOSXE on C9K	9	0.00	0.00
1.12.0	C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module	9	0.00	0.00
1.13.0	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	9	0.00	0.00
1.14.0	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	9	0.00	0.00
1.15.0	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	9	0.00	0.00
1.16.0	C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection	9	0.00	0.00
1.17.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	9	0.00	0.00
1.18.0	C9300-SSD-NONE	No SSD Card Selected	9	0.00	0.00
2.0	C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	6	1,116.05	6,696.30
3.0	SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module	12	1,054.19	12,650.28

UPS

4.0	APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey	6	5,193.59	31,161.54
5.0	APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U (SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace	6	2,544.15	15,264.90

IDF B116					Sub Total 236,255.28
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Switch

Quote #:	AAAQ450413
Date:	01/09/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
6.0	C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12	14	5,961.68	83,463.52
6.1.0	C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	14	0.00	0.00
6.1.1.0	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	14	3,119.97	43,679.58
6.2.0	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	14	0.00	0.00
6.2.1.0	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	14	0.00	0.00
6.3.0	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	14	0.00	0.00
6.3.1.0	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	14	0.00	0.00
6.4.0	C9300-NW-A-48	C9300 Network Advantage, 48-port license	14	0.00	0.00
6.5.0	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	14	0.00	0.00
6.6.0	PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply	14	306.36	4,289.04
6.7.0	PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply	14	1,137.93	15,931.02
6.8.0	C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)	28	0.00	0.00
6.9.0	STACK-T1-50CM	50CM Type 1 Stacking Cable	14	43.76	612.64
6.10.0	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	14	41.58	582.12
6.11.0	TE-C9K-SW	TE agent for IOSXE on C9K	14	0.00	0.00
6.12.0	C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module	14	0.00	0.00
6.13.0	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	14	0.00	0.00
6.14.0	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	14	0.00	0.00
6.15.0	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	14	0.00	0.00
6.16.0	C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection	14	0.00	0.00
6.17.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	14	0.00	0.00
6.18.0	C9300-SSD-NONE	No SSD Card Selected	14	0.00	0.00
7.0	C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	8	1,116.05	8,928.40
8.0	SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module	16	1,054.19	16,867.04

UPS

9.0	APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey	8	5,193.59	41,548.72
10.0	APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U (SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace	8	2,544.15	20,353.20

IDF D200

Sub Total 149,374.38

Switch

11.0	C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12	8	5,961.68	47,693.44
11.1.0	C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	8	0.00	0.00
11.1.1.0	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	8	3,119.97	24,959.76
11.2.0	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	8	0.00	0.00
11.2.1.0	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	8	0.00	0.00
11.3.0	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	8	0.00	0.00
11.3.1.0	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	8	0.00	0.00

Quote #:	AAAQ450413
Date:	01/09/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
11.4.0	C9300-NW-A-48	C9300 Network Advantage, 48-port license	8	0.00	0.00
11.5.0	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	8	0.00	0.00
11.6.0	PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply	8	306.36	2,450.88
11.7.0	PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply	8	1,137.93	9,103.44
11.8.0	C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)	16	0.00	0.00
11.9.0	STACK-T1-50CM	50CM Type 1 Stacking Cable	8	43.76	350.08
11.10.0	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	8	41.58	332.64
11.11.0	TE-C9K-SW	TE agent for IOSXE on C9K	8	0.00	0.00
11.12.0	C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module	8	0.00	0.00
11.13.0	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	8	0.00	0.00
11.14.0	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	8	0.00	0.00
11.15.0	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	8	0.00	0.00
11.16.0	C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection	8	0.00	0.00
11.17.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	8	0.00	0.00
11.18.0	C9300-SSD-NONE	No SSD Card Selected	8	0.00	0.00
12.0	C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	8	1,116.05	8,928.40
13.0	SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module	16	1,054.19	16,867.04
UPS					
14.0	APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey	5	5,193.59	25,967.95
15.0	APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U (SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace	5	2,544.15	12,720.75
IDF M109A					Sub Total 43,146.90
Switch					
16.0	C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12	2	5,961.68	11,923.36
16.1.0	C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	2	0.00	0.00
16.1.1.0	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	2	3,119.97	6,239.94
16.2.0	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	2	0.00	0.00
16.2.1.0	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	2	0.00	0.00
16.3.0	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	2	0.00	0.00
16.3.1.0	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	2	0.00	0.00
16.4.0	C9300-NW-A-48	C9300 Network Advantage, 48-port license	2	0.00	0.00
16.5.0	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	2	0.00	0.00
16.6.0	PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply	2	306.36	612.72
16.7.0	PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply	2	1,137.93	2,275.86
16.8.0	C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)	4	0.00	0.00
16.9.0	STACK-T1-50CM	50CM Type 1 Stacking Cable	2	43.76	87.52
16.10.0	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	2	41.58	83.16

Quote #:	AAAQ450413
Date:	01/09/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
16.11.0	TE-C9K-SW	TE agent for IOSXE on C9K	2	0.00	0.00
16.12.0	C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module	2	0.00	0.00
16.13.0	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	2	0.00	0.00
16.14.0	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	2	0.00	0.00
16.15.0	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	2	0.00	0.00
16.16.0	C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection	2	0.00	0.00
16.17.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	0.00	0.00
16.18.0	C9300-SSD-NONE	No SSD Card Selected	2	0.00	0.00
17.0	C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	2	1,116.05	2,232.10
18.0	SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module	4	1,054.19	4,216.76

UPS

19.0	APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey	2	5,193.59	10,387.18
20.0	APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U (SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace	2	2,544.15	5,088.30

Wireless AP's

Sub Total 110,984.80

Access Points

21.0	CW9166I-B	Catalyst 9166I AP (W6E, tri-band 4x4, XOR) w/Reg-B	80	927.76	74,220.80
21.1.0	CDNA-A-C9166	Wireless Cisco DNA On-Prem Advantage, 9166 Tracking	80	0.00	0.00
21.1.1.0	DNA-A-5Y-C9166	C9166I Cisco DNA On-Prem Advantage,5Y Term,Trk Lic	80	0.00	0.00
21.2.0	AIR-DNA-A	Wireless Cisco DNA On-Prem Advantage, Term Lic	80	0.00	0.00
21.2.1.0	AIR-DNA-A-5Y	Wireless Cisco DNA On-Prem Advantage, 5Y Term Lic	80	459.55	36,764.00
21.3.0	AIR-DNA-A-T	Wireless Cisco DNA On-Prem Advantage, Term, Tracker Lic	80	0.00	0.00
21.3.1.0	AIR-DNA-A-T-5Y	Wireless Cisco DNA On-Prem Advantage, 5Y Term, Tracker Lic	80	0.00	0.00
21.4.0	SPACES-EXT-T	Cisco Spaces Extend Term License for Cisco DNA Advantage	80	0.00	0.00
21.4.1.0	SPACES-EXT-5Y	Cisco Spaces Extend for Cisco DNA Advantage	80	0.00	0.00
21.5.0	SW9166-CAPWAP-K9	Capwap software for Catalyst 9166I	80	0.00	0.00
21.6.0	AIR-AP-T-RAIL-R	Ceiling Grid Clip for APs & Cellular Gateways-Recessed	80	0.00	0.00
21.7.0	AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)	80	0.00	0.00
21.8.0	AIR-DNA-NWSTACK-A	Wireless DNA Perpetual Network Stack - Advantage	80	0.00	0.00
21.9.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	80	0.00	0.00
21.10.0	CW9166I-MULTI	Minimum Quantity = 10	80	0.00	0.00

Spares

Sub Total 177,985.62

Switch

22.0	STACK-T1-3M=	3M Type 1 Stacking Cable	20	166.74	3,334.80
23.0	CAB-SPWR-150CM=	Catalyst Stack Power Cable 150 CM Spare	20	99.01	1,980.20
24.0	C9300X-NM-8Y=	Catalyst 9300 8 x 10G/25G Network Module SFP+/SFP28	6	1,116.05	6,696.30
25.0	SFP-10/25G-LR-S=	10/25GBASE-LR SFP28 Module	8	1,054.19	8,433.52

Quote #:	AAAQ450413
Date:	01/09/2025
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
26.0	C9300X-48HXN-EDU	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, K12	6	5,961.68	35,770.08
26.1.0	C9300-DNA-A-48	C9300 DNA Advantage, 48-Port Term Licenses	6	0.00	0.00
26.1.1.0	C9300-DNA-A-48-5Y	C9300 DNA Advantage, 48-Port, 5 Year Term License	6	3,119.97	18,719.82
26.2.0	TE-EMBEDDED-T	Cisco ThousandEyes Enterprise Agent IBN Embedded	6	0.00	0.00
26.2.1.0	TE-EMBEDDED-T-5Y	ThousandEyes - Enterprise Agents	6	0.00	0.00
26.3.0	D-DNAS-EXT-S-T	Cisco DNA Spaces Extend Term License for Catalyst Switches	6	0.00	0.00
26.3.1.0	D-DNAS-EXT-S-5Y	Cisco DNA Spaces Extend for Catalyst Switching - 5Year	6	0.00	0.00
26.4.0	C9300-NW-A-48	C9300 Network Advantage, 48-port license	6	0.00	0.00
26.5.0	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	6	0.00	0.00
26.6.0	PWR-C1-1900WAC-UP	Upgrade option 1900W AC 80+ platinum Config 1 Power Supply	6	306.36	1,838.16
26.7.0	PWR-C1-1900WAC-P/2	1900W AC 80+ platinum Config 1 Secondary Power Supply	6	1,137.93	6,827.58
26.8.0	C9K-PWR-CAB-AC-US	Power Cord for AC 1900W Power Supply for Cat9K (USA)	12	0.00	0.00
26.9.0	C9300-SSD-NONE	No SSD Card Selected	6	0.00	0.00
26.10.0	STACK-T1-50CM	50CM Type 1 Stacking Cable	6	43.76	262.56
26.11.0	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	6	41.58	249.48
26.12.0	TE-C9K-SW	TE agent for IOSXE on C9K	6	0.00	0.00
26.13.0	C9300X-NM-BLANK	Catalyst 9300 Network Module Blank Module	6	0.00	0.00
26.14.0	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	6	0.00	0.00
26.15.0	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	6	0.00	0.00
26.16.0	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	6	0.00	0.00
26.17.0	C9300X-NM-NONE	Catalyst 9300 No-Network Module Selection	6	0.00	0.00
26.18.0	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	6	0.00	0.00
UPS					
27.0	APC-SRTL3KRM1UNC	SRTL3KRM1UNC - UPS - Rack-Mountable - Online - 120 V - 2880Watt - USB - 5 NEMA 5-20R 1 NEMA L5-30R - Silver grey	8	5,193.59	41,548.72
28.0	APC-SRTL50RMBP1U-LI	APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U (SRTL50RMBP1U-LI) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace	8	2,544.15	20,353.20
Labor					
29.0	NET-PRO-SRVC	Installation & Deployment per SoW. EN: Route - Switch - UPS - Combined	4	5,154.50	20,618.00
30.0	NET-PRO-SRVC	Installation & Deployment per SoW. EN: Wireless Install	4	2,838.30	11,353.20

Notes: 220065361-174174-01

Boyd HS Sumer Refresh (Phase I) RFQ

DIR-CPO-4866 - Cisco
DIR-TSO-4159 - APC

Total	879,021.52
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	879,021.52

5. References

Reference #1	
Organization	Carroll ISD
Contact Name	Aaron Whitaker
Address	2400 North Carroll Ave, Southlake, TX, 76092
Phone	817.323.7666
Email	aaron.whitaker@southlakecarroll.edu

Reference #2	
Organization	Plano ISD
Contact Name	Arnie Salmeron
Address	2700 W. 15th Street, Plano, TX 75075
Phone	469.752.5999
Email	arnie.salmeron@pisd.edu

Reference #3	
Organization	Irving ISD
Contact Name	Audelia Guerrero
Address	2621 W. Airport Freeway, Irving, TX 75062
Phone	972.600.5283
Email	aguerrero@irvingisd.net

6. Forms

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

- Certificate of Insurance will be provided to Mckinney ISD upon award.
- Form W-9

The rest of this page is intentionally left blank.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/19/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Ali Hussein Insurance Agency, Inc. 6420 Richmond Ave , Ste # 350 Houston, TX 77057	CONTACT NAME: Ali Hussein PHONE (A/C, No, Ext): (713)784-8787 E-MAIL ADDRESS: ahussein@husseinagency.com	FAX (A/C, No): (713)784-8737
	INSURER(S) AFFORDING COVERAGE	
INSURED Netsync Network Solutions 2500 West Loop South # 410 Houston, TX 77027	INSURER A : Charter Oaks Fire Ins Company	25615
	INSURER B : The Travelers Indemnity Company of America.	25666
	INSURER C : TRAVELERS PROPERTY CASUALTY COMPANY OF AMERICA	25682
	INSURER D : THE CHARTER OAK FIRE INSURANCE COMPANY	25615
	INSURER E : United State Liability Insurance Company	25895
	INSURER F :	

COVERAGES

CERTIFICATE NUMBER: 00001537-8418196

REVISION NUMBER: 1314

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> Contractual Liabili GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y		630-1J092560- PHX-24	11/21/2024	11/21/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> Primary noncontribu			810-0N736814-24-I3-G	06/01/2024	06/01/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			CUP-8H890024-24-I3	11/21/2024	11/21/2025	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	UB- 0J539905-24-I3-G	11/21/2024	11/21/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
E	Professional Libilli			TK1004896O	03/05/2024	03/05/2025	Claim Made \$ 5,000,000
E	Cyber coverage			TK1004896O	03/05/2024	03/05/2025	Inc In Limits \$ 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate holder is included as an additional insured (including completed operations) as respects all of the required coverages except workers' compensation and professional liability.


2500 West Loop South # 410/510, Houston, TX 77027

4951 Terminal St # F, Bellaire, TX 77401

1224 E. Jasmine Suite # B & C, McAllen, TX 78501

(continued on ACORD 101 Additional Remarks Schedule)

CERTIFICATE HOLDER**CANCELLATION**

Netsync Network Solutions 2500 West Loop South # 410 Houston, TX 77027	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE  (ALI)
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ADDITIONAL REMARKS SCHEDULE

AGENCY Ali Hussein Insurance Agency, Inc.		NAMED INSURED Netsync Network Solutions	
POLICY NUMBER N/A			
CARRIER Multiple Carriers	NAIC CODE		
		EFFECTIVE DATE:	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
 FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

(continued from Description of Operations)
 4800 Fournace Place - Suite BE29, Suite BE22/BE25, Bellaire, TX 77401
 2304 Tarpley Road, Carrollton, TX 75006
 4830 N Loop 1604 W Suite # 118, San Antonio, TX 78249
 9737 Great Hills Trail, Suite 150, Austin, TX 78759
 2050 Chenault Dr, Carrollton, TX 75006

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 Specific Instructions 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 5/1/2024
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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

7. Attachments

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

- Certification Letter

The rest of this page is intentionally left blank.

CERTIFICATION LETTER
(must be completed and returned with quote)

I certify that I have read and understand the terms and conditions herein. I further state that I am and/or my company is capable, able to, and will provide the requested products and/or service described herein. I am the owner or agent of the company stated below and am authorized and empowered to contract. By my signature on this "Invitation to Quote" response, I/ we guarantee and certify that all items included in my quote meet or exceed specifications.

I certify that this quote is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a quote for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I understand collusive quoting is a violation of State and Federal Law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the "Invitation to Quote" and certify that I am authorized to sign this quote for the Vendor.

SUBMITTED BY Lauren Kennewell DATE 1-9-2025

TITLE Account Manager E-MAIL LKennewell@netsync.com

COMPANY NAME Netsync Network Solutions

ADDRESS 2304 Tarpley Rd., Suite 114 CITY Carrollton, STATE TX ZIP 75006

TELEPHONE NUMBER 866.974.5959 FAX NUMBER 713.664.9964

COMPANY WEBSITE <https://www.netsync.com/>

Purchasing Cooperative Name Texas Department of Information Resources (DIR)

Purchasing Cooperative Contract Number DIR-CPO-4866

SIGNATURE 

When signed, this quote becomes legal and binding to McKinney ISD and is acknowledgement that all specifications and terms and conditions have been read and understood.