



E-RATE FY2024 PROPOSAL TO:

Prospect Hts School Dist 23

Submitted By:

Sentinel Technologies, Inc. – SPIN #: 143008231

JANUARY 11, 2024



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General Contact Information

CUSTOMER CONTACT INFORMATION

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Executive Summary

Sentinel Technologies is pleased to present our proposal under SPIN 143008231. The pricing quoted provides special one-time provisions from our manufacturer. Our companies have partnered for many years which has allowed the two companies to bring our strengths together for a common goal.

Please see more detail contained within our proposal. We employ full-time engineers and project managers (not contractors) which means that the district will have a high level of continuity and accountability from Sentinel.

Sentinel Technologies has vast experience installing Network Infrastructure and Wireless in schools within the E-Rate program. In this proposal, we have included specific K-12 school references that have completed projects using E-Rate funds for your review. Please contact these references to learn of Sentinel's outstanding work and reputation.

We look forward to working with you and are happy to answer any questions about our technical design, scope of work and qualifications.

PRICING

Pricing

SUMMARY

Description	Amount
Qty 160 Aruba AP635 Bill of Materials (E-Rate) - Five Years	\$130,304.00
Option - Qty 160 Aruba AP635 Bill of Materials (E-Rate) - Three Years	\$119,264.00
Option - Qty 160 Aruba AP515 Bill of Materials (E-Rate) - Five Years	\$111,520.00
Option - Qty 160 Aruba AP515 Bill of Materials (E-Rate) - Three Years	\$102,240.00
Professional Services (E-Rate)	\$76,950.00

Total: \$540,278.00

QTY 160 ARUBA AP635 BILL OF MATERIALS (E-RATE) - FIVE YEARS

Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
	ARUBA AP-635			
R7J28A	ARUBA AP-635 (US) CAMPUS AP	160	\$609.00	\$97,440.00
H30BQE	ARUBA 5Y FC NBD EXCH E/R AP-635 C SVC	160	\$188.00	\$30,080.00
Q9G69A	AP-MNT-MP10-B AP mount bracket 10-pack B	32	\$87.00	\$2,784.00
	ARUBA AP-635 Subtotal			\$130,304.00

Subtotal: \$130,304.00

OPTION - QTY 160 ARUBA AP635 BILL OF MATERIALS (E-RATE) - THREE YEARS

Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
	Option - ARUBA AP-635			
R7J28A	ARUBA AP-635 (US) CAMPUS AP	160	\$609.00	\$97,440.00
H29ZRE	ARUBA 3Y FC NBD EXCH E/R AP-635 C SVC	160	\$119.00	\$19,040.00
Q9G69A	AP-MNT-MP10-B AP mount bracket 10-pack B	32	\$87.00	\$2,784.00
	Option - ARUBA AP-635 Subtotal			\$119,264.00

Subtotal: \$119,264.00

PRICING

OPTION - QTY 160 ARUBA AP515 BILL OF MATERIALS (E-RATE) - FIVE YEARS

Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
	Option - ARUBA AP-515			
Q9H63A	ARUBA AP-515 (US) UNIFIED AP	160	\$536.00	\$85,760.00
HC4Q0E	Aruba 5Y FC NBD Exch EDU/R AP-515 SVC	160	\$161.00	\$25,760.00
	Option - ARUBA AP-515 Subtotal			\$111,520.00

Subtotal: **\$111,520.00**

OPTION - QTY 160 ARUBA AP515 BILL OF MATERIALS (E-RATE) - THREE YEARS

Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
	Option - ARUBA AP-515			
Q9H63A	ARUBA AP-515 (US) UNIFIED AP	160	\$536.00	\$85,760.00
HC4M6E	Aruba 3Y FC NBD Exch EDU/R AP-515 SVC	160	\$103.00	\$16,480.00
	Option - ARUBA AP-515 Subtotal			\$102,240.00

Subtotal: **\$102,240.00**

PROFESSIONAL SERVICES (E-RATE)

Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
	Professional Services			
Professional Services - Fixed Price	Installation & Project Management	342	\$225.00	\$76,950.00
	Professional Services Subtotal			\$76,950.00

Subtotal: **\$76,950.00**

Scope of Work

Implementation - Aruba Wireless Access Points

- Sentinel will develop a wireless project blueprint according to specifications gathered during the solution blueprint process. Qty 160 Aruba AP515 or AP635 - 5 School locations.
- Sentinel will attached customer provided asset tag.
- Sentinel will remove the existing access points and install each proposed indoor Aruba wireless access point at the locations specified by the customer and configure them on the customer's existing (2) Aruba Wireless Lan Controllers.
- Sentinel will use the existing radius server/configuration for wireless 802.1x authentication if applicable.
- Sentinel will use the existing wireless guest access configuration on the existing firewall.
- Sentinel will cutover the Aruba access points at each school and perform test and acceptance.
- Sentinel has NOT included any professional services for a wireless site survey. These services can be added with an approved PCR.

Implementation - Patch Cables and Fiber Jumpers

- Sentinel will install and connect all patch cords and fiber jumpers provided by the customer.

Cutover / Migration Strategy

Sentinel has provided Engineering and Project Management professional services to support a cutover/migration strategy. The project team will deploy the solution within an estimated 5 cutover window(s). Any additional cutovers, or phased installation work will be added into scope via the change order (PCR) process, and may require additional professional services to complete.

Cutover Planning Services Provided by Sentinel

Prior to any cutover, the Sentinel PM and Lead Engineer on the project will provide a “Solution Installation and Cutover Plan” which details the following:

- Start time and End time that is targeted for the maintenance window required for the cutover.
- Step by step plan for the work that is to be done prior to the installation, during the installation, and after the installation.
- Task ownership for each of the tasks identified.

- Task durations for each of the tasks identified.
- Back-out plan – along with a timeframe that identifies when we will initiate the back out plan.
- Test and Acceptance plans to be executed.

Once the cutover/installation plan has been created, the Sentinel Project Team and the Customer will meet to review and approve the plan. Prior to the cutover, a “go/no-go” call will take place to once again review the cutover plan, and ensure that all stakeholders involved in the cutover are available, and all pre-cutover tasks have been completed successfully in preparation for the maintenance window. If a Customer requests to cancel and reschedule a cutover, rescheduling charges may apply. Any impact to Customer resource schedules as a result of a “no-go” call, will be Customer responsibility.

Project Completion Criteria

- The proposed Aruba access points at each School will be cutover, tested and processing clients devices per the wireless project blueprint.

Project Management

Sentinel will provide a project manager committed to the success of the project. The project manager will be responsible for:

- Complete success of the project.
- Optimal coordination of all resources.
- Guiding the Customer on aspects of the project they are required to perform.
- Tracking and reporting of progress.
- Management of agreed to budget issues.
- Management of expected timelines for implementation.
- Changes to the project and communications of changes in writing using a Project Change Form.
- Post installation document gathering, assembly and presentation.
- Post installation project completion agreement and signature.

Project management will ensure complete project success. Communication is the cornerstone of project management, and the project manager will be the central communication mechanism for all parties. This will assure all relevant parties are informed about decisions that may affect the success of their component of the solution.

Documentation and Knowledge Transfer

- Sentinel will provide USAC compliant as-built documentation for each component included and provide basic knowledge transfer of the solution.

Responsibilities and Exclusions

CUSTOMER RESPONSIBILITIES

- Customer shall identify a technical resource that shall be able to make client configuration decisions and be the point of contact for all technical questions.
- Identify mounting locations for proposed wireless access points.
- Provide asset tags for access points and switches.
- Provide 2 Aruba Wireless Lan Controllers, licensing, maintenance compatible with Aruba release 10.x.
- Provide and configure all routing and switching including PoE+ or UPoE switching at each school.
- Ensure that adequate physical access to facilities be afforded to vendor technicians as needed.
- Provide Ethernet, fiber cabling and patch cables.
- Provide manlift at each school in any areas where the ceiling height exceeds 10 feet.
- Any additional mounting hardware not included with the access points. i.e., enclosures, cages, right angle brackets, i- beam mounts, plywood, screws, bolts, support structures and lightning protection for outdoor access points, etc.
- Providing existing firewall and any configuration changes if necessary.
- Providing existing radius server, certificates, certificate authority, PKI and licensing if applicable.
- DHCP servers and any configuration changes.
- Customer is responsible for any additional items required but not listed in the 470.
- Wireless coverage and performance.
- Providing, configuring and troubleshooting all wired and wireless client devices.

SCOPE OF WORK

EXCLUSIONS

- Mounting any access points in any areas where the ceiling height exceeds 10 feet unless District provides appropriate ladders and/or manlift.
- Custom mounting of access points.
- Additional mounting hardware not listed in the proposal.
- Re-cabling/clean-up of MDF/IDF cabling.
- Any work requiring a Manlift unless one will be provided by the Customer.
- WAN/LAN redesign.

Pricing is based upon all work being performed as a single phase.

Proposal Assumptions

Customer Responsibilities and Assumptions

See Responsibilities and Assumptions in Statement of Work.

Sentinel Responsibilities and Assumptions

See Responsibilities and Assumptions in Statement of Work.

The following is a list of responsibilities and/or tasks that Sentinel assumes have been completed or reviewed by Customer to the execution of the above-mentioned project. If additional responsibilities are uncovered during the project, Sentinel will make sure that Customer is made aware of any issues promptly to determine resolution.

PROJECT EXCLUSIONS

Any work item not explicitly listed as in scope or a Sentinel responsibility in this proposal shall be considered out of scope. Additional scope items may be added via the PCR process described herein.

PRODUCT LEAD TIMES

Depending on the technologies quoted, orders may be direct or through distribution. Lead times should be expected to be 8 weeks but can exceed 8 weeks. Should expedited equipment requirements arise, there could be an additional charge to source through a warehousing distribution partner.

SITE READINESS AND SITE SURVEY REQUIREMENT

Every effort has been made to ensure that proper power cords and patch cables have been included to match your environment's infrastructure. The notes section of the Bill of Materials (BOM) explicitly states the quantity and type of cords quoted.

PERMITS & ACCESS

Unless otherwise agreed, all permits, variances, access to facilities, roof access, building warranty concerns or other site-specific information and procedures are the responsibility of the Customer. Sentinel can assist as needed, but will need to be informed of any requirements prior to the site survey to consider these within the validation process.

REMOTE SUPPORT

Sentinel's service estimate assumes remote access support through IP VPN or IP PPP connection. Without this access, additional services may be incurred for optimization and tuning required pre and post installation.

TRAVEL REQUIREMENTS AND COST

Unless specified within the proposal, all travel expenses and time are not included. Travel time shall be invoiced at pre-negotiated rates and expenses plus per diem at actual costs.

EXISTING HARDWARE COMPATIBILITY & FIRMWARE UPDATES

Where Customer provides existing server or other hardware, it is assumed the Customer has verified all such hardware is compatible with the versions of the software specified within the scope. This includes relevant firmware updates. Sentinel will not be providing firmware updates to any servers as part of this Scope of Work.

PROPOSAL ASSUMPTIONS

3RD PARTY INTEGRATION

Unless noted otherwise, Sentinel assumes no reliance on 3rd Party applications, connections or plug-ins to software deployments and updates as specified in this scope. If during Analysis and Planning any required 3rd Party integration is uncovered, additional hours may be incurred.

FIBER

It is assumed that the Customer's existing fiber will support proposed transmission speeds (i.e., 1GB, 10GB, 40GB, etc.). Customer must ensure that the fiber optic cabling is within manufacturer tolerances for distance and loss in order to support the required transport speeds. In some cases, specialized equipment, such as attenuators and mode conditioning cables, may be required to properly support these speeds. This equipment will be at the expense of the Customer.

OPTICS (SFP, SFP+, GBIC, ETC...)

Every effort was made in the pre-sales process through white board sessions, BOM reviews and diagrams to identify any and all optics required. **OPTICS AS QUOTED AND SOLD ASSUME A STAND-ALONE SYSTEM UNLESS OTHERWISE NOTED.** Migration items and integration items to existing equipment, if not noted, are not included nor is time for the interconnection, planning or design of same. Should any question exist as to the total number, types and use of the optics, Sentinel can set up a design review and white board session prior to the order upon request.

It may be determined during the blueprint process that additional connections are required or recommended. These will require an additional purchase cost to the Customer. Sentinel makes a best effort to avoid any foreseeable additional purchases, but in most cases the final connectivity varies slightly either for a technical reason or due to a physical requirement and this is beyond the fixed price solution design.

POWER, RACKS & COOLING

Like the optics, Sentinel has made a best effort to match any power requirements and answer any requests of the Customer related to equipment specifications, power cables included or other physical requirements. Any adjustments to fit in racks, connect to specific power terminal types, or secure electrician services to run a new service are beyond the fixed bid project price. Sentinel will respond to any inquiry and provide product literature. Any sizing charts provided are done so as a convenience to the Customer and DO NOT represent a commitment by Sentinel that, as sold, the equipment is ready for the Customer site. Sentinel offers Technology Area Design (TAD) consulting services should the Customer prefer a more formal and accurate solution.

PATCH CABLES / CABLE LENGTHS

In most cases the BOM includes any note(s) on cable lengths included. Without the design validation of a formal TAD engagement, only a best effort is made to match the site requirements. Any changes to the cord lengths, connectors or other site readiness items will be in addition to the solution once the order is placed with the manufacturer(s). Many of the vendors offer the ability to select the appropriate items prior to order, but will charge for any replacements needed after the order and this offer will be extended to the Customer through the Sentinel Project Change Request (PCR) process. Unless specified, Sentinel assumes the Customer will provide all patch cables needed and can provide the product literature on any devices upon request.

LABOR UNION REQUIREMENTS

Sentinel has NOT included any parameters for Union workers. Any requirement would require a subcontract arrangement to be determined up front and would increase the cost of deployment.

PROPOSAL ASSUMPTIONS

PATCHING AND EQUIPMENT CABLING

Sentinel assumes, unless noted here, that the Customer will patch in all equipment to the cabling plant within the facility. Sentinel can perform this connection service at an additional charge with an approved PCR.

Four options are available to ensure the accuracy of the selected items; please initial next to which method you agree to: (SELECT AND INITIAL ONLY ONE)

Note: In the absence of the Customer selecting one of the four options below, it is agreed that the contract will default to Option #1.

INITIALS

OPTION 1

_____ Customer waives the opportunity to complete a site/closet checklist, has reviewed the BOM and agrees to quantity, type and length of the power and patch cables provided. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility]

OPTION 2

_____ Customer has provided a site/closet review checklist document and confirms the quantity, type and length of the power and patch cables quoted. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility, unless Sentinel provided the incorrect part based upon the provided checklist]

OPTION 3

_____ Customer elects a "for charge" onsite survey of the facilities and closets to determine the quantity, type and length of the power and patch cables required. In addition, Sentinel will assess each closet's cooling and UPS readiness for the proposed equipment being provided. [Financial obligation for labor and materials for changes identified post order will be Sentinel's full responsibility, unless changes to the site have taken place subsequent to the site assessment]

OPTION 4

_____ Not applicable. This SOW does not contain any work that would be performed in or impacted by the Customer's MDF, IDF or Data Center facilities.

Sample of Our Illinois Education Customers

Acero/Uno Charter Schools	Midlothian School District 143
Addison School District 4	Minooka High School District 111
Alsip-Hazelgreen-Oaklawn 126	Morton Grove School District 70
Argo – Summit Community	Naperville School District 204
Arlington Heights School District 214	New Lenox SD 122
Ball-Chatham School District 5	Noble Network of Charter Schools
Brookwood School District 167	Northern Suburban Special ED District
Catalyst School Chicago	Oswego School District 308
Channahon School District 17	Palatine School District 15
Chicago Charter Schools Foundation	Peotone School District 207U
Chicago Public Schools	Plano School District 88
District 327	Prairie-Hills School District 144
Dolton School District 148	Schiller Park District 81
Evanston School District 202	School District 146
Frankfort School District 157C	School District 217
Glencoe School District 35	School District 50
Hillside School District 93	South Holland School District 150
Hononegah Community School District 207	St. Francis High School
Illini Bluffs Community Unit School	Steger School District 194
Intrinsic Schools	Tinley Park-Community Consolidated
Iroquois Kankakee	Township High School District 214
Kankakee School District 111	Washington School District 52
Kirby School District 140	West Chicago School District 33
LaGrange School District 102	Wheaton Community Unit
Lemont-Bromberek School District 113A	Woodland Community Consolidated
Manteno School District 5	Worth School District 127

EDUCATIONAL REFERENCES

Educational References

Reference 1	
Customer Name	Wilmette SD39
Contact Name	Yianni Bertzos
Contact Address	615 Locust Road, Wilmette IL, 60091
Installation Date of Comparative System	2022
Description of Comparative System	Erate Deployment of 480 Aruba APs

Reference 2	
Customer Name	Kirby SD140
Contact Name	Brian Nemeth
Contact Address	16931 S. Grissom Dr., Tinley Park, IL 60477
Installation Date of Comparative System	2018
Description of Comparative System	Erate deployment of 450 Meraki APs

Reference 3	
Customer Name	Community Consolidated School District 15
Contact Name	Dave Kuechenberg
Contact Address	110 N Harrison Ave. Palatine, IL 60067
Installation Date of Comparative System	2018
Description of Comparative System	Erate Wireless Deployment

NOTE: Sentinel is proud to have a significant number of customers willing to share their experiences with our prospective customers. As a courtesy to our current customers (and the same courtesy we will afford you in the future when we have the opportunity to share your name as a reference), we would like to request that you please contact your Sentinel Sales Executive to check with these customers to find a time that would be mutually convenient for your schedules.

Acceptance of RFP Terms

Sentinel Response: Sentinel Technologies Inc. has read, understands, and agrees to the terms of the RFP unless otherwise noted. The quote is firm and will not be withdrawn for a period of sixty (60) days after the Schools and Libraries Division issues its Funding Commitment Decision Letter to the applicant's appropriate Form 471 for Funding Year 2024.

E-Rate Project and Payment Terms

This proposal is valid through the FY2024 E-Rate Filing Period. Upon dual execution, this proposal shall be governed by the below Agreement between the parties.

Agreement No. 001-CB

Project Terms

All sections of this project, other than those sections expressly identified as Non-E-Rate or E-Rate Ineligible, are contingent on the project being accepted and approved, and a Funding Commitment Decision Letter (FCDL) with funding commitment issued by the USAC-SLD of the FCC (E-Rate) for the products and services requested. In the event that an E-Rate funding award is not made for the products or services sought in this agreement, and provided that Customer has not elected to utilize the BEAR method as described below, this project and subsequent award, at Customer's election, may be considered null and void prior to services commencement and/or product ordering.

Upon issuance of an FCDL and confirmation of intent to proceed by the Customer in the form of a duly filed Form 486 with the SLD, Sentinel will order all products approved by the SLD for non-recurring services funding. For recurring services, Sentinel will commence services upon the date of Customer filed FCC Form 486 or the start of the E-Rate funding period.

SLD Funded Payment Terms

After proceeding as outlined above, Sentinel will invoice the Customer only their portion of E-Rate funding commitment (non-discounted amounts), all E-Rate ineligible costs and costs in excess of the SLD funding commitment amounts. Sentinel will invoice USAC-SLD for all SLD committed funding amounts. In the event the SLD deems any or all of the project as ineligible, the Customer is responsible for those portions of the contract as well as the Customer's matching portions.

In the event that a funding commitment from the SLD has not been received at the time the services are to commence, the Customer may elect to proceed with the services (recurring or non-recurring) in advance of a funding commitment, so far as work commences within E-Rate's fiscal year. If the Customer elects to proceed with the services in advance of receiving necessary funding commitments from the SLD, Sentinel will invoice the Customer all costs in FULL, including otherwise discounted amounts anticipated from the SLD. At such time funding commitments are received from the SLD, the Customer may then seek reimbursement for the discounted committed funding amounts from the SLD by filing a Form 472 Billed Entity Applicant Reimbursement (BEAR) form, which Sentinel will certify for work completed or in-progress. In the event that reimbursement is denied by the SLD for any reason, Customer shall remain responsible for all costs for services rendered and/or products ordered.

Non E-Rate Payment Terms

Hardware/Software: For orders over \$100K, 50% at contract execution, balance upon shipment from manufacturer.

All Invoices: Net 30.

E-RATE PROJECT AND PAYMENT TERMS

Fixed Price

Fixed Fee Services will be progress billed monthly based on percentage of completion. Generally, services for all non-business impacting tasks are quoted at a standard rate for labor from 9:00 a.m. – 5:00 p.m. If Customer requires, Contractor can perform some of these services outside of normal business hours at an overtime labor rate. Notwithstanding the above, services related to migrations, cutovers, or changes to critical core infrastructure are assumed to be performed outside of business hours and are included in the services pricing provided in this contract. For the fixed charges listed, the Contractor shall furnish all of the materials and perform all of the work shown on the drawings and/or described in the specifications entitled Appendix A, as annexed hereto as it pertains to work to be performed at designated customer locations. Any alteration or deviation from the above specifications, including but not limited to any such alteration or deviation involving additional material and/or labor costs, will be executed only upon a written order for same, signed by Customer and Contractor, and if there is any charge for such alteration or deviation, the additional charge will be added to the contract price detailed above.

On this 11th day of January, 2024, this Proposal has been respectfully submitted by Sentinel Technologies, Inc., signed by its duly authorized agent below:

CUSTOMER:
Prospect Hts School Dist 23
Signature: _____
Printed Name: _____
Title: _____
Date: _____

CONTRACTOR:
Sentinel Technologies, Inc.
Signature:  _____
Printed Name: Robert Lenartowicz
Title: Chief Operations Officer
Date: 1/11/2024

E-Rate Experience

Sentinel wants to help our education customers meet their networking demands and obtain the right tools to support learning in our digital world. We have extensive E-Rate experience working with educational institutions and school districts of all sizes. The systemic processes we have established over the last 20+ years incorporate lessons learned as well as industry-leading project management methodologies and a large staff of highly trained engineers. Sentinel has developed proven workflows, reporting tools, collaborative dashboards, approval structures, and documentation procedures to ensure our projects are effectively managed. We become an adjunct member of each customer's team as we collaborate together to reach a common objective.

Sentinel works closely with E-Rate consultants to initiate and monitor discussions surrounding any proposed modifications or technology additions to the Eligible Services List (ESL). These consultants also help to verify and validate ambiguities in E-Rate policies so we can guide our customers toward expedited funding commitments.

The results for E-Rate customers include increased visibility of school and/or school district stakeholders, better communication with school leaders, faster deployment schedules, and more detailed documentation in order to reduce the risk of an audit. Sentinel's project management team has dedicated roles for orchestration, financial, and communication responsibilities, as our experience has shown these investments result in highly successful projects. We are committed to ensuring our education customers have the essential resources to modernize their technology environments and achieve more through the E-Rate program.

SSAE 16 SOC 2, Type II Attestation

Standing at the apex of Sentinel's myriad awards, honors and certifications is its SSAE 16 Service Organization Control (SOC) 2, Type II Attestation which has been undertaken annually by the nationally-renowned auditing firm Plante Moran, PLLC for the past three years. The SOC 2, Type II attestation is the highest and most rigorous in the SSAE 16 portfolio of audits, evaluating Controls and Processes that encompass the Five Trust Service Principles of Security, Availability, Processing Integrity, Confidentiality and Privacy.

Why should this matter to you? The SSAE 16 attestation provides independent validation and assurance that Sentinel is in compliance with best practices regarding items of critical importance to you -- security, confidentiality, data protection, project management and IT strategic solutions, to name a few. If you are seeking consulting or services support for your IT environment, the SOC 2, Type II attestation should be one of the most important factors in your evaluation.



The SSAE 16 Attestation is a standard that was created by the American Institute of Certified Public Accountants (AICPA) in 2010 to replace the SAS 70 certification process, and expand reporting to the effectiveness of a service organization's controls relating to operations and compliance.