CIT

E-Rate Proposal

Date: 2/9/2026

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Prepared For:

Hastings School District
1000 W 11th St
Hastings, MN 55033-3717

651-480-7134

Prepared By:

CIT
Brian Olson
Senior Account Executive
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Executive Summary

The customer intends to leverage **E-Rate funding** to modernize their network infrastructure by replacing legacy switching hardware and updating their structured cabling at the Middle School. The proposed solution includes deploying **Aruba CX 6300M Series switches** across Intermediate Distribution Frame (IDF) closets. This upgrade will deliver:

- **Smart Rate Connectivity**: Ensuring multi-gigabit performance to support high-bandwidth applications and future-proof the network.

- **Class 6 Power Options**: Providing advanced PoE capabilities for powering next-generation devices such as Wi-Fi 6/6E access points, security cameras, and IoT endpoints.

- **Enhanced Reliability and Scalability**: Aruba CX architecture offers robust performance, simplified management, and improved operational efficiency.

This initiative aligns with the customer's goal of creating a secure, high-performance network that supports evolving educational technology needs while maximizing available E-Rate funding.

Statement of Work

E-Rate Service Provider Overview

CIT is a certified participant in the Universal Service Administrative Company (USAC) Schools and Libraries E-Rate Program, holding a valid Service Provider Identification Number (SPIN). As part of its commitment to compliance, CIT maintains a current Service Provider Annual Certification Form (SPAC) and adheres to all service provider requirements outlined by the program. Should CIT's certification status change during the bid or contract period, the company will promptly notify the designated customer contacts.

CIT offers Managed Internal Broadband Services (MIBS), which include the operation, management, and monitoring of eligible broadband internal connections located at the applicant's site—typically a school. These services are designed to support and enhance internal broadband connectivity, ensuring reliable and secure network performance. As part of a MIBS request, applicants may also lease eligible equipment through CIT.

All services provided under the E-Rate program will be invoiced using the Billed Entity Applicant Reimbursement (BEAR) method, allowing schools to receive direct reimbursement for approved services.

E-Rate Service Provider Details

Service Provider: Computer Integration Technologies, Inc (CIT)
Address: 2375 Ventura Drive, Woodbury, MN 55125
Office Number: (651) 255-5795
Federal EIN: 41-1720479
DUNS Number: 80-574-3632
E-Rate Spin Number: 143014000

Contact Information: Brian Olson
Contact Phone Number: 651-255-5782
Contact Email: Brian.Olson@citsolutions.net

Alternate Contact: CIT Customer Success
Contact Phone Number: (651) 255-5780
Contact Email: success@citsolutions.net

Vendor Qualifications Overview
CIT, a trusted technology partner since 1992, is pleased to present this proposal to support Hastings School District in achieving its IT and business objectives. With over three decades of experience delivering comprehensive technology solutions, CIT brings a proven track record of success across industries including education, healthcare, manufacturing, local government, and professional services.

This proposal outlines a tailored solution designed to meet Hastings School District 's specific needs, leveraging CIT's deep expertise in network infrastructure, cybersecurity, cloud services, and managed IT support. Our approach begins with understanding your business goals and challenges, and continues through implementation, support, and long-term partnership.

CIT's team of certified engineers and dedicated support staff are committed to delivering reliable, scalable, and secure technology solutions. We maintain premier partnerships with leading vendors such as Microsoft, Dell, HPE, HP, Fortinet, SonicWall, WatchGuard, VMware, Scale, APC and more—ensuring that our customers benefit from best-in-class products and services.

We understand the importance of uptime, security, and proactive support. That's why CIT offers flexible service options, including after-hours and emergency support, to ensure your operations remain uninterrupted.

We look forward to the opportunity to partner with Hastings School District and deliver a solution that not only meets today's needs but also positions your organization for future growth and innovation.

CIT is proficient in the following technologies and maintains premier partner vendor relationships including, but not limited to:

- HP/HPE Business Partner
- Aruba Networks Partner
- Microsoft Certified Partner
- Dell Enterprise Partner
- Fortinet Partner
- Verkada Partner
- Google Partner
- WatchGuard Expert Partner
- VMware Enterprise Partner
- SonicWall Enterprise Partner
- Scale
- APC
- KnowBe4
- ArmorPoint
- And more

References

CIT is an approved vendor under the State of Minnesota's Department of Administration and Office of MN.IT Services Master Contract Program for technology solutions. With over 35% of our customer base in the government sector, we bring extensive experience in delivering secure, scalable, and compliant IT services tailored to public agencies.

We proudly serve more than 700+ customers with comprehensive technology solutions, including infrastructure, cybersecurity, cloud services, and managed IT support. Our mission is to ensure complete customer satisfaction through exceptional service, reliable products, and highly qualified personnel. CIT is committed to supporting government entities in achieving their operational goals through innovative and cost-effective technology strategies.

Brian Dado - River Falls School District
852 E Division St
River Falls, WI 54022
(715) 425-1650
brian.dado@rfsd.k12.wi.us

Robert Berkowitz - South Washington County Schools
7362 E Point Douglas Rd
Cottage Grove, MN 55016
(651) 425-3085
rberkowi@sowashco.org

Mike Hackett -- Parents in Community Action
700 Humbolt Ave N
Minneapolis, MN 55411
(651) 377-7422
mhackett@picaheadstart.org

Employment Requirements/Verification Process

CIT utilizes ADP's background check system through its Workforce Now HR management platform to verify the financial and criminal background of each new employee. Upon acceptance of a position—contingent upon a successful background check—each candidate is screened through one of ADP's authorized agencies.These checks are conducted in compliance with all applicable federal, state, and local laws, and are designed to ensure a safe and trustworthy workplace for all employees.

ADP's background checks are fully compliant with the Fair Credit Reporting Act (FCRA), helping us maintain legal and ethical standards throughout the hiring process. We are confident that our identity validations, criminal background checks, and other screening measures provide the clarity and assurance needed to make sound employment decisions.

Our standard background screening includes:

- Identity Validations

- Address History

- Criminal Court Records

- Driving Records

- Credit Records

- Government Registries

- Workers' Compensation Records

- Reference Verifications

- Substance Abuse Testing

Required Forms, Insurance, and Certificates
CIT maintains all required policies and certificates as outlined in the General Qualifications & Requirements section of the RFP. Copies of these documents will be provided to Hastings School District prior to the commencement of work. If selected as the vendor, CIT can furnish a performance and payment bond if required.

Project Methodology
CIT combines strong analytical capabilities with deep technology expertise to clearly understand project scope and identify the right tools and templates—ensuring efficiency and avoiding unnecessary reinvention. Our approach is deliverable-focused, meaning each phase of a project results in a meaningful and tangible outcome that drives progress and clarity. Our project management methodology is flexible and tailored to your needs, blending traditional and agile frameworks to best suit the nature and complexity of each engagement.

Our teams operate collaboratively—both internally and with our customers—to ensure the right resources are applied to the right tasks at the right cost. This strategic alignment helps us consistently deliver projects on time and within budget.

CIT utilizes a robust software system to schedule resources, track progress, and record project tasks. A dedicated Project Manager develops the project plan and assigns resources through this system, ensuring transparency and accountability throughout the lifecycle.

To ensure successful delivery of a turnkey solution, CIT will assign a dedicated Project Manager that will oversee the project to completion.
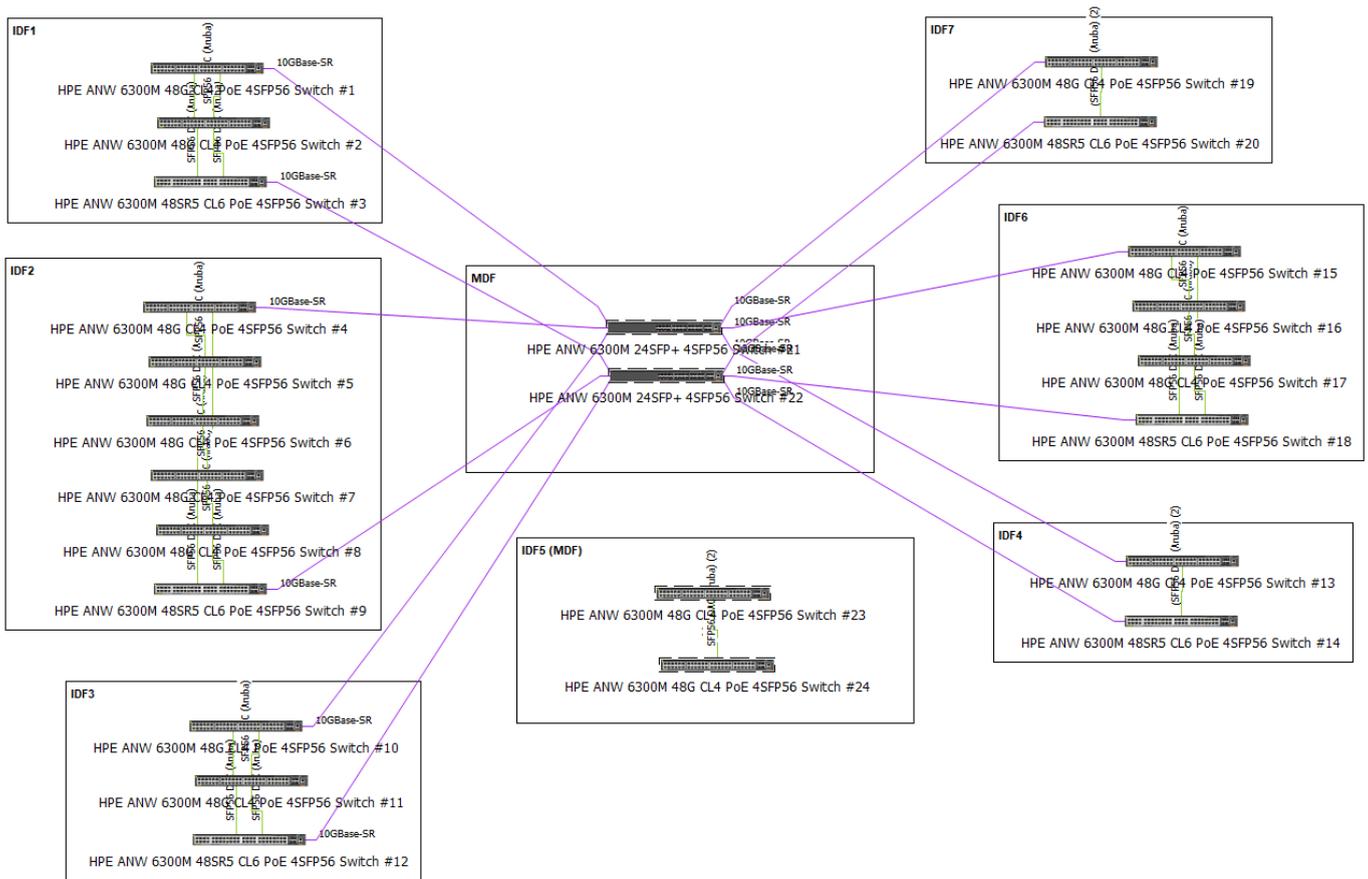
- Resource scheduling

- Project and deployment planning

- Internal and customer communications

- Weekly status updates covering budgets and deliverables

Assumptions
- Work to be performed during normal business hours (M-F, 7am-5pm)

- CIT will provide project management

- CIT will perform work on a Time and Materials basis and only charge for the materials and labor used to complete the project.

- CIT is licensed and bonded following State building codes, policies, and low voltage standards.

- CIT will configure, install and deploy all networking equipment

- If a lift is needed to mount some of the Wireless Access Points a lift will be provided to CIT to conduct the mounting in those high to reach areas.

- Kickoff/Meeting Call

- Switch Configuration
  - Unbox and assemble hardware.
  - Install latest firmware.
  - Create device stacks/standalone:
    - IDF1
      - 1 X 6300M 48SR5 switch
      - 2 X 6300M 48G PoEswitches
      - 6 X 6300M PSU
      - 3 X SFP56 DACs
      - 2 X 10GB SR transceivers
    - IDF2

- 1 X 6300M 48SR5 switch
- 5 X 6300M 48G PoE switches
- 12 X 6300M PSU
- 6 X SFP56 DACs
- 2 X 10GB SR transceivers
  - IDF3
    - 2 X 6300M 48G PoE switches
    - 1 X 6300M 48SR5 switch
    - 6 X 6300M PSU
    - 3 X SFP56 DACs
    - 2 X 10GB SR transceivers
  - IDF4
    - 1 X 6300M 48G PoE switches
    - 1 X 6300M 48SR5 switch
    - 4 X 6300M PSU
    - 2 X SFP56 DACs
    - 2 X 10GB SR transceivers
  - IDF6
    - 3 X 6300M 48G PoE switches
    - 1 X 6300M 48SR5 switch
    - 8 X 6300M PSU
    - 4 X SFP56 DACs
    - 2 X 10GB SR transceivers
  - IDF7
    - 1 X 6300M 48G PoE switch
    - 1 X 6300M 48SR5 switch
    - 4 X 6300M PSU
    - 2 X SFP56 DACs
    - 2 X 10GB SR transceivers
  - Create base switch configuration:
    - User credentials
    - SNMP
    - NTP
    - SSH management
    - Uplinks
    - Trunks
    - VLANs
  - Review existing switching and transfer necessary configurations to new devices.
- Switch Cutover (downtime required - after hours recommended)
  - Document existing patch connections and remove legacy cabling.
  - Remove legacy switching.
  - Move patching bays and prepare rack for new switching.
  - Install new switching and connect to power and stacking cables.
  - Patch connections to new switching using provided cabling.
  - Verify connectivity and functionality of new switching.
  - Cleanup cable management.

- Customer Considerations
  - 10GBase-T optics require Cat5e or better cabling to function at 10GB connectivity.

- Post project QA checklist

Project Management
- CIT will assign a dedicated resource to serve as the Project Manager ("Project Manager"). The Project Manager will be responsible for overseeing the project, coordinating CIT resources, and serving as the primary point of contact for the Customer. Responsibilities will include.
  - Managing project scope, including facilitating and documenting formal change requests.
  - Developing and maintaining the project schedule.
  - Leading regular status meetings with stakeholders, in accordance with the frequency agreed in the Project Plan.
  - Maintaining live project status updates within the Customer Portal, where the Customer may view reports at any time.
  - Performing additional project management activities as defined in this Statement of Work
  - Facilitate a formal project closure, which may include a Project Closure meeting.

Structured Cabling Scope of Work

Computer Integration Technology to Provide and Install the following solution to include.

Structured Cabling
- Installation, termination, testing, and labeling of (700) Cat 6 network data cables
  - Data cables are planned for data/voice, access points, printers, and backbones

- Installation of Cable Path Materials through Property for Cable Management
  - Provide Wall Penetration "Sleeves" (As Needed)

- Provide J-Hook Cable Management (As Needed)

- Provide Arlington Loops (As Needed)

- Any Conduit work to be provided by Others

- Patch Panel Termination
  - 48-Port Open Frame Patch Panel - Signamax
  - 24-Port Open Frame Patch Panel - Signamax

- CAT6 Plenum Cable and Termination Equipment
  - Cat 6 Plenum Cable – Superior Essex Cat 6 Blue Plenum Cable
  - Wall Data Location(s)
    - Cable Color: Blue – Superior Essex
    - Keystone: Black – Signamax Cat 6
    - Wall Plate - Signamax
  - Wireless Access Point Location(s)
    - Cable Color: Blue – Superior Essex
    - Keystone: Black – Signamax Cat 6
  - Backbone(s)
    - Cable Color: Blue – Superior Essex
    - Keystone: Black – Signamax Cat 6
  - Miscellaneous Materials

- Termination/Labeling/Testing of Cat 6 Structured Cabling

- Mount and connect access points

- CIT will remove existing voice/data cabling that is being replaced by these new data cables

CIT Assumptions & Statements:

- Work to be performed during normal business hours (M-F, 7am-5pm)

- CIT is licensed and bonded following State building codes, policies, and standards for low voltage cabling.

- CIT will utilize existing data racks/cabinets for the installation of the cable termination equipment.

- Hastings School District is responsible for providing scissors/boom lifts for the installation of the cable and equipment.

- Hastings School District is responsible for providing dedicated power circuits, with dual/quad outlets, for data rack/cabinet and network equipment.

Quote information:
Quote #4041899-1-B
Prepared on: 2/9/2026
Expires: 3/11/2026
Agreement Start Date:
Agreement Term:
Account Executive: Brian Olson | Brian.Olson@citsolutions.net | (651) 255-5782 https://www.citsolutions.net

![CIT]

Proposal Summary

E-Rate Proposal

Prepared for:	Ship to:
Hastings School District	Hastings School District
1000 W 11th St Hastings MN 55033-3717	1000 W 11th St
	Hastings, MN 55033-3717

One-time costs

Mft Part #	Description	Qty	Unit Price	Price Including Tax
	Aruba Hardware			**$174,666.47**
JL661A	HPE 6300M 48-port 1GbE Class 4 PoE and 4-port SFP56 Switch - 48 Ports - Manageable - 3 Layer Supported - Modular - 4 SFP Slots - Twisted Pair, Optical Fiber - 1U - Rack-mountable - Lifetime Limited Warranty	14	$5,731.77	$80,244.78
JL086A#ABA	HPE Aruba X372 54VDC 680W 100-240VAC Power Supply - 120 V AC, 230 V AC	40	$408.81	$16,352.40
JL669B	HPE X751 Front to Back Fan Tray - Front to Back Air Discharge Pattern	14	$282.01	$3,948.14
J9150D	HPE 10G SFP+ LC SR 300m OM3 MMF Transceiver - For Data Networking, Optical Network - 1 x LC 10GBase-SR Network - Optical Fiber - Multi-mode - 10 Gigabit Ethernet - 10GBase-SR - Plug-in Module	12	$311.59	$3,739.08
JL659A	HPE 6300M Ethernet Switch	6	$9,189.83	$55,138.98
Q9G69A	10PK AP-MNT-MP10 AP Mount bracket B	2	$106.00	$212.00
R0M46A	HPE 50G SFP56 to SFP56 0.65m Direct Attach Copper Cable - 2.13 ft SFP56 Network Cable for Network Device - First End: 1 x SFP56 Network - Second End: 1 x SFP56 Network	19	$182.24	$3,462.56
R0M47A	HPE Aruba 50G SFP56 to SFP56 3m Direct Attach Copper Cable - 9.84 ft SFP56 Network Cable for Network Device - First End: 1 x SFP56 Network - Second End: 1 x SFP56 Network - 50 Gbit/s	1	$280.24	$280.24
J9281D	HPE 10G SFP+ to SFP+ 1m DAC Cable - 3.28 ft SFP+ Network Cable for Network Device, Switch, Transceiver - First End: SFP+ Network - Second End: SFP+ Network - 10 Gbit/s	1	$135.89	$135.89
R7J28A	HPE AP-635 Tri Band Wi-Fi 6E IEEE 802.11 a/b/g/n/ac/ax 3.90 Gbit/s Wireless Access Point - Indoor	20	$557.62	$11,152.40
	Patch Cables			**$4,800.00**
PATCH 1 CAT6	1FT CAT 6 PATCH CABLE	960	$5.00	$4,800.00
	CIT Services			**$19,584.00**
CIT25SVPM	CIT Project Management	12	$128.00	$1,536.00
CIT25SVSE	CIT Services Engineer	96	$188.00	$18,048.00
	Structured Cabling			**$400,806.00**
CITCAMT	Materials Estimate	1	$132,306.00	$132,306.00
CITSVCALA	Labor Estimate	1	$268,500.00	$268,500.00

Subtotal:	$599,856.47
Tax:	$0.00
Total:	**$599,856.47**

Notes:

IN WITNESS WHEREOF, this Order Form is agreed to by the parties below and entered into as of the Order Effective Date.

CIT	Hastings School District
Signature:	**Signature:**
	Name:
	Date: