



Monday, March 23, 2020

REGULAR MEETING, Amended Agenda | Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"

**YCS Board of Education Meeting | Meeting will proceed ONLINE in accordance with Governor Gretchen Whitmer's Executive Order 2020-15 (COVID-19)
1885 Packard Road | Ypsilanti, MI 48197 | 734.221.1230 | 6:30 p.m. (note NEW start time)**

1. IMPORTANT MESSAGE REGARDING THIS MEETING; See Board Packet Details

Subject	A. Accordance with Governor Whitmer's Executive Order 2020-15 (COVID-19)
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	1. IMPORTANT MESSAGE REGARDING THIS MEETING; See Board Packet Details
Access	Public
Type	Information
Goals	<ul style="list-style-type: none"> 3. Consistent & Reliable Core District Processes & Systems 4. Proactive Organizational Structures for Community Partnerships

IMPORTANT MESSAGE: The March 23, 2020 Ypsilanti Community Schools Board of Education meeting will proceed online in accordance with Governor Gretchen Whitmer's Executive Order 2020-15 (COVID-19):

https://www.michigan.gov/whitmer/0,9309,7-387-90499_90705-522173--,00.html#:~:text= .

If participants do not have technology access, please contact our Director of Technology Nik Jackson for accommodation: techdirector@ycschools.us.

Viewers please use:

Stream Link: <https://stream.meet.google.com/stream/0b445117-0a19-4360-b537-de3daa738b08>

Stream login: public01@ycschools.us through public99@ycschools.us

Stream password: [ycspublic](#)

Public Comment Form Link: http://bit.ly/YCS_BOE_Comments

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2. CALL TO ORDER & PLEDGE of ALLEGIANCE: Dr. Celeste Hawkins, Board President

3. ACHIEVEMENTS, AWARDS & RECOGNITION

Subject	A. MASB Board Member Accomplishments: Sharon Lee, Brenda Meadows & Maria Sheler-Edwards
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	3. ACHIEVEMENTS, AWARDS & RECOGNITION
Access	Public
Type	Recognition
Goals	<ul style="list-style-type: none"> 2. Positive Culture & Climate 4. Proactive Organizational Structures for Community Partnerships

Michigan Association of School Boards recently acknowledged the accomplishments of the following Board members:

Sharon Lee, Board of Education Secretary: Achieving the Advocacy Skills Specialty
 Brenda Meadows, Board of Education Vice-President: Achieving the Award of Distinction
 Maria Sheler-Edwards, Board of Education Trustee: Achieving the Master Board Member Award

Congratulations to these Board members. We are proud. We thank them for use of their valuable time to improve their leadership effectiveness by completing Board development courses.

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4. ACCEPTANCE OF MEETING AGENDA

Subject	A. Acceptance of AMENDED Agenda
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	4. ACCEPTANCE OF MEETING AGENDA
Access	Public
Type	Action (Consent)
Recommended Action	... MOVE THAT the Board of Education accept the agenda, as amended.

Executive Content**VOICE VOTE: Motion by _____ , supported by _____**

Ayes: _____ | Nays: _____

5. PRESENTATIONS

Subject	A. Wireless Network Equipment Bid E-Rate: Nik Jackson, Director of Technology
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	5. PRESENTATIONS
Access	Public
Type	Information, Procedural, Presentation
Goals	<ol style="list-style-type: none"> 1. Student Achievement & Growth 2. Positive Culture & Climate 3. Consistent & Reliable Core District Processes & Systems

The District received bids for the purchase of wireless network equipment. Bids were received from two vendors: 1) Sentinel Technologies Inc. | \$322,215.35, and; 2) InaComp Technical Services Group | \$297,489.12. Upon conducting thorough evaluation of these bids, and the needs of the District, it is recommended that this purchase be awarded to Sentinel. It is also recommended that this award be contingent upon E-Rate funding through the federal government's Universal Service Fund program. The E-Rate funding is approximately \$225,425.40; the remaining \$96,789.95 would be funded through the General Fund.

This project is intended to replace the aging wireless infrastructure in the District, replacing 228 wireless access points and adding an additional 48 throughout each building in the District. This will allow for greater bandwidth and wireless coverage for our classrooms in support of teaching/learning.

File Attachments

TECH #1 of 3. inaCOMP TSG Proposal. Network Electronics.pdf (934 KB)

TECH #2 E-Rate Proposal. Sentinel Response.pdf (4,965 KB)

TECH #3 Wireless Project.pdf (66 KB)

6. PUBLIC COMMENTS #1

Subject	A. Guidelines for Public Comment
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	6. PUBLIC COMMENTS #1
Access	Public
Type	Information
Goals	<ol style="list-style-type: none"> 2. Positive Culture & Climate 4. Proactive Organizational Structures for Community Partnerships

Public Comment Protocol | Pursuant to Board of Education Policy 0167.3

*The Board recognizes the value of public comment on educational issues and the importance of allowing members of the public to express their view.

*Please limit statements to three (3) minutes duration.

*Participants shall direct all comments to the Board and not to staff or other participants; no person may address or question Board members individually.

*Remarks shall be made in a respectful and professional manner.

7. CONSENT AGENDA

Subject	A. Consent Agenda Approval, as Amended
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	7. CONSENT AGENDA
Access	Public
Type	Action (Consent)
Recommended Action	... MOVE THAT the Board of Education approve the: 1) March 9, 2020 Regular Meeting Minutes, 2) March 9, 2020 Closed Session Meeting Minutes, #1 2) March 9, 2020 Closed Session Meeting Minutes #2, and ... 3) personnel matters as per the AMENDED attached list dated March 23, 2020: New Hire & Resignations.
Goals	3. Consistent & Reliable Core District Processes & Systems

<p>File Attachments</p> <p>MINUTES RM 2020 3.9.pdf (409 KB)</p> <p>HR List. Public View. Amended.pdf (76 KB)</p>
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Executive Content

VOICE VOTE: Motion by _____ , supported by _____

Ayes: _____ | Nays: _____

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8. ACTION ITEMS: Student Affairs

Subject	A. Grant Award/MOU YCHS Boys Track & Field: American Dairy Association of Michigan, DBA UDIM (Chocolate Milk: Nature's Sports Drink Grant/MOU
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	8. ACTION ITEMS: Student Affairs
Access	Public
Type	Action, Recognition

Recommended Action ... MOVE THAT the Board of Education accept a \$2,000 grant award, approving the MOU regarding the same from the American Dairy Association of Michigan DBA: UDIM, on behalf of Ypsilanti Community High School Boys Track & Field, for the Chocolate Milk: Nature's Sports Drink Grant.

- Goals
 1. Student Achievement & Growth
 2. Positive Culture & Climate
 4. Proactive Organizational Structures for Community Partnerships

Grant Award/MOU from: American Dairy Association of Michigan DBA: UDIM Grant/MOU: 2019/20 Chocolate Milk: Nature's Sports Drink Grant

Seeking Board approval for a \$2,000 grant award to Ypsilanti Community High School/Boys Track & Field, also seeking approval for the Memorandum of Understanding for this grant. A grant award check was received in the Business Office on March 10, 2020. The attached file below will provide additional details.

File Attachments GRANT. MOU YCHS Boys Track Field. Public View.pdf (100 KB)
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Executive Content

ROLL CALL VOTE:

Motion by _____, supported by _____

Vote: _____ Yes / _____ No

Meadows, Gainsley, Champagne, Schindler, Sheler-Edwards, Lee, Hawkins

No: _____

9. ACTION ITEM: Business/Finance

Subject	A. RFP Recommendation: Wireless Network Equipment Bid E-Rate: Nik Jackson, Director of Technology
Meeting	Mar 23, 2020 - REGULAR MEETING, Amended Agenda Meeting will proceed by remote/electronic participation; see "IMPORTANT MESSAGE REGARDING THIS MEETING"
Category	9. ACTION ITEM: Business/Finance
Access	Public
Type	Action
Dollar Amount	\$322,216.00
Budget Source	1) Federal E-Rate Program, and; 2) General Fund
Recommended Action	... MOVE THAT the Board of Education award, as presented, the conditional purchase agreement with Sentinel Technologies Inc. to purchase up to \$322,216 of wireless network equipment, contingent upon E-Rate funding.
Goals	<ol style="list-style-type: none"> 1. Student Achievement & Growth 2. Positive Culture & Climate 3. Consistent & Reliable Core District Processes & Systems

Please refer to Nik Jackson's above presentation, Wireless Network Equipment Bid | E-Rate for details.

Executive Content

ROLL CALL VOTE:

Motion by _____, supported by _____

Vote: _____ Yes / _____ No

Meadows, Gainsley, Champagne, Schindler, Sheler-Edwards, Lee, Hawkins

No: _____

10. PUBLIC COMMENTS #2: See Public Comments #1 Above for Protocol/Guidelines

11. OTHER

12. BOARD/SUPERINTENDENT COMMENTS

13. ADJOURNMENT

A Proposal

By



For

**Ypsilanti Community
Schools**

1885 Packard Rd
Ypsilanti, Mi 48197

Network Electronics

FY-2020 USF Bid

Proposals Due: January 28, 2020 2:00 EDT
Attn: Nik Jackson

Enc. #5A

Table of Contents

Tab No.1	Executive Summary
Tab No.2	Bid Forms/Bill of Materials
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Tab No.4	References



February 28, 2020

Nik Jackson
Ypsilanti Community Schools
1885 Packard Rd
Ypsilanti, Mi 48197

Dear Mr. Jackson,

We appreciate the opportunity to respond to Ypsilanti Community School's E-Rate RFP for enhancements to its wireless infrastructure. Based on the current requirements of your organization, InaComp is recommending a Cisco solution

We understand you have many choices when it comes to selecting a preferred vendor on any given project and we appreciate your consideration. At InaComp, we truly believe in the value of holding long term working relationships with our clients. Because of this, we stand by our dedication and commitment to providing the highest levels of service and support not only throughout the course of the deployment itself, but well into the days, months and years that follow. InaComp's SPIN number is 143032908

As always, feel free to reach out at any time with any questions you might have. I look forward to working with you.

Sincerely,

Jamie J. Ogden

Jamie J. Ogden
Executive Vice President
InaCompTSG
Jamie.ogden@inacomptsg.com
248-286-9003

Bid Bond

BOND NO. BOA 152947

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

CONTRACTOR (Name and Address):
PCX, Inc /DBA Inacomp Computers
Inacomp Technical Services Group, LLC
17250 West Twelve Mile Road
Southfield, MI 48076

SURETY (Name and Principal Place of Business):

AMCO INSURANCE COMPANY
Bond Department
1100 Locust Street
DES MOINES, IA 50391-2006
(480) 922-5759 ext. 103

OWNER (Name and Address):
Ypsilanti Community Schools
1885 Packard rd
Ypsilanti, MI 48197

CONSTRUCTION CONTRACT

Date: February 28, 2020

Amount: \$300,000.00

Description (Name and Location): Network Electronics- FY2020 USF Bid

BOND

Date (Not earlier than Construction Contract Date): February 28, 2020

Amount: \$15,000.00

Modifications to this Bond:

None

D See Page 3

CONTRACTOR AS PRINCIPAL (Corporate Seal)
Company: Inacomp Technical Services Group, LLC

SURETY (Corporate Seal)
Company: AMCO Insurance Company

Signature: _____
Name and Title:

(Any additional signatures appear on page 3)

Signature: _____

Name and Title: Josh J. Johnson, Attorney-in-Fact



(FOR INFORMATION ONLY--Name, Address and Telephone)
AGENT or BROKER:

OWNER'S REPRESENTATIVE (Architect, Engineer or
other party):

Printed in cooperation with the American Institute of Architects (AIA) by AMCO Insurance Company. AMCO Insurance Company vouches that the language in this document conforms exactly to the language used in AIA Document A 310-1, December, 1984 Edition, Third Printing, March, 1987.

1 The Contractor and the Surety, jointly and severally, bind themselves, their heirs, executors, administrators, successors and assigns to the Owner for the performance of the Construction Contract, which is incorporated herein by reference.

2 If the Contractor performs the Construction Contract, the Surety and the Contractor shall have no obligation under this Bond, except to participate in conferences as provided in Subparagraph 3.1.

3 If there is no Owner Default, the Surety's obligation under this Bond shall arise after:

3.1 The Owner has notified the Contractor and the Surety at its address described in Paragraph 10 below that the Owner is considering declaring a Contractor Default and has requested and attempted to arrange a conference with the Contractor and the Surety to be held not later than fifteen days after receipt of such notice to discuss methods of performing the Construction Contract. If the Owner, the Contractor and the Surety agree, the Contractor shall be allowed a reasonable time to perform the Construction Contract, but such an agreement shall not waive the Owner's right, if any, subsequently to declare a Contractor Default; and

3.2 The Owner has declared a Contractor Default and formally terminated the Contractor's right to complete the contract. Such Contractor Default shall not be declared earlier than twenty days after the Contractor and the Surety have received notice as provided in Subparagraph 3.1; and

3.3 The Owner has agreed to pay the Balance of the Contract Price to the Surety in accordance with the terms of the Construction Contract or to a contractor selected to perform the Construction Contract in accordance with the terms of the contract with the Owner.

4 When the Owner has satisfied the conditions of Paragraph 3, the Surety shall promptly and at the Surety's expense take one of the following actions:

4.1 Arrange for the Contractor, with the consent of the Owner, to perform and complete the Construction Contract; or

4.2 Undertake to perform and complete the Construction Contract itself, through its agents or through independent contractors; or

4.3 Obtain bids or negotiated proposals from qualified contractors acceptable to the Owner for a contract for performance and completion of the Construction Contract, arrange for a contract to be prepared for execution by the Owner and the contractor selected with the Owner's concurrence, to be secured with performance and payment bonds executed by a qualified surety equivalent to the bonds issued on the Construction Contract, and pay to the Owner the amount of damages as described in Paragraph 6 in excess of the Balance of the Contract Price incurred by the Owner resulting from the Contractor's default; or

4.4 Waive its right to perform and complete, arrange for completion, or obtain a new contractor and with reasonable promptness under the circumstances:

.1 After investigation, determine the amount for which it may be liable to the Owner and, as soon as practicable after the amount is determined, tender payment therefor to the Owner; or

.2 Deny liability in whole or in part and notify the Owner citing reasons therefor.

5 If the Surety does not proceed as provided in Paragraph 4 with reasonable promptness, the Surety shall be deemed to be in default on this Bond fifteen days after receipt of an additional written notice from the Owner to the Surety demanding that the Surety perform its obligations under this Bond, and the Owner shall be entitled to enforce any remedy available to the Owner. If the Surety proceeds as provided in Subparagraph 4.4, and the Owner refuses the payment tendered or the Surety has denied liability, in whole or in part, without further notice the Owner shall be entitled to enforce any remedy available to the Owner.

6 After the Owner has terminated the Contractor's right to complete the Construction Contract, and if the Surety elects to act under Subparagraph 4.1, 4.2, or 4.3 above, then the responsibilities of the Surety to the Owner shall not be greater than those of the Contractor under the Construction Contract, and the responsibilities of the Owner to the Surety shall not be greater than those of the Owner under the Construction Contract. To the limit of the amount of this Bond, but subject to commitment by the Owner of the Balance of the Contract Price to mitigation of costs and damages on the Construction Contract, the Surety is obligated without duplication for:

6.1 The responsibilities of the Contractor for correction of defective work and completion of the Construction Contract;

6.2 Additional legal, design professional and delay costs resulting from the Contractor's Default, and resulting from the actions or failure to act of the Surety under paragraph 4; and

6.3 Liquidated damages, or if no liquidated damages are specified in the Construction Contract, actual damages caused by delayed performance or non-performance of the Contractor.

7 The Surety shall not be liable to the Owner or others for obligations of the Contractor that are unrelated to the Construction Contract, and the Balance of the Contract Price shall not be reduced or set off on account of any such unrelated obligations. No right of action shall accrue on this Bond to any person or entity other than the Owner or its heirs, executors, administrators or successors.

8 The Surety hereby waives notice of any change, including changes of time, to the Construction Contract or to related subcontracts, purchase orders and other obligations.

9 Any proceeding, legal or equitable, under this Bond may be instituted in any court of competent jurisdiction in the location in which the work or part of the work is located and shall be instituted within two years after Contractor Default or within two years after the Contractor ceased working or within two years after the Surety refuses or fails to perform its obligations under this Bond, whichever occurs first. If the provisions of this Paragraph are void or prohibited by law the minimum period of limitation available to sureties as a defense in the jurisdiction of the suit shall be applicable.

10 Notice to the Surety, the Owner or the Contractor shall be mailed or delivered to the address shown on the signature page.

11 When this Bond has been furnished to comply with a statutory or other legal requirement in the location where the construction was to be performed, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. The intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

12 DEFINITIONS

12.1 Balance of the Contract Price: The total amount payable to the Owner to the Contractor under the Construction Contract after all proper adjustments have been made, including allowance to the Contractor of any amounts received or to be received by the Owner in settlement of insurance or other claims for damages to which the Contractor is entitled, reduced by all valid and proper payments made to or on behalf of the Contractor under the Construction Contract.

12.2 Construction Contract: The agreement between the Owner and the Contractor identified on the signature page, including all Contract Documents and changes thereto.

12.3 Contractor Default: Failure of the Contractor, which has neither been remedied nor waived, to perform or otherwise to comply with the terms of the Construction Contract.

12.4 Owner Default: Failure of the Owner, which has neither been remedied nor waived, to pay the Contractor as required by the Construction Contract or to perform and complete or comply with the other terms thereof.

MODIFICATIONS TO THIS BOND ARE AS FOLLOWS:

NONE

(Space is provided below for additional signatures of added parties, other than those appearing on the cover page.)

CONTRACTOR AS PRINCIPAL
Company:

(Corporate Seal)

SURETY
Company:

(Corporate Seal)

Signature: N/A
Name and Title:
Address:

Signature: N/A
Name and Title:
Address:

APPENDIX B – BID SIGNATURE PAGE

I have examined the RFP Bid conditions and specifications herein and agree that if my company is awarded a contract to provide any of the products and/or services sought in this RFP, my company will provide the District with the products and/or services according to the Invitation to Bid, Bidder Instructions, General Conditions, Universal Service Fund (USF) Conditions, Scope of Work, Timeline Requirements, Awarded Contract Requirements, and Products and Services Specifications of this RFP and the Bid submitted herewith. Any and all deviations from the RFP Bid specifications are in writing and attached.

Submitted By:

Company Name: inacomptsg

Company Address: 17250 W 12 mile rd

City, State & Zip: Southfield, Mi 48076

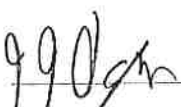
Telephone: 248-559-5700

Fax: 248-559-5782

Email: Jamie.ogden@inacomptsg.com

Representative Name: Jamie Ogden

Title: evp

Signature: 

Date: 2/28/20

Do not write below this line: For District Use Only

The following items are enclosed and/or included on the Bid:

- | | |
|---|--|
| <input type="checkbox"/> Proposal(s) (in triplicate) | <input type="checkbox"/> Intent To Bid Form (Appendix A) |
| <input type="checkbox"/> Bid Bond/Cashier's Check (5% of Bid) | <input type="checkbox"/> Bid Signature Page (Appendix B) |
| <input type="checkbox"/> USF E-Rate SPIN | <input type="checkbox"/> Bill of Materials (Appendix C) |
| <input type="checkbox"/> Four (4) references, one (1) of which is a school or school district | <input type="checkbox"/> Familial Disclosure Affidavit (Appendix D) |
| | <input type="checkbox"/> Iran Linked Business Affidavit (Appendix E) |

APPENDIX E - IRAN LINKED BUSINESS AFFIDAVIT

All Bids shall be accompanied by a sworn statement disclosing any Iran Linked Business relationship that exists within the owners, including its officers, directors and employees.

The undersigned, owner or authorized officer of Incomp JIG (the bidder), pursuant to Michigan Public Act No. 517 of 2012, the "Iran Linked Business" requirement provided in the Ypsilanti Community Schools Universal Service Fund Request for Proposals hereby represents and warrants that the bidder, including its officers, directors and employees, is not an "Iran Linked Business" within the meaning of the applicable Public Act, and that in the event bidder is awarded a contract as a result of this RFP, the bidder will not become an "Iran Linked Business" at any time during the course of performing under the contract. The bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the District investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on future Requests for Proposals (RFPs) for three (3) years from the date that it is determined that the person has submitted the false certification.

There is not an "Iran Linked Business" that exists within the bidder and/or owner, officers, directors and employees.

Bidder: Incomp JIG
(Company Name)

By: [Signature]
(Signature)

VP. Finance
(Title)

This instrument was acknowledged before me, a Notary Public, in and for

Oakland County, on this 25 day of Feb, 2020

[Signature]
(Notary Public Signature)

SS:

PETER MARTIN BRADY
NOTARY PUBLIC, STATE OF MI
COUNTY OF OAKLAND
MY COMMISSION EXPIRES Jun 1, 2021
ACTING IN COUNTY OF Oakland

My Commission expires: 6-1-2021

Acting in the County of: Oakland

APPENDIX D - FAMILIAL DISCLOSURE AFFIDAVIT

All Bids shall be accompanied by a sworn statement disclosing any familial relationship that exists between the owner(s) or any employee of the Bidder and any member of the Board of Education of the District and/or the Superintendent of the District.

The undersigned, owner or authorized officer of Inacomp TSG (the Bidder), pursuant to the familial disclosure requirement provided in the Ypsilanti Community Schools Universal Service Fund Request for Proposals, hereby represent and warrant, except as provided below, that no familial relationships exist between the Bidder or any employee of the Bidder, and any member of the Ypsilanti Community Schools Board of Education and/or the Superintendent.

The following are the Bidders familial relationship(s) with the Ypsilanti Community Schools:

Bidder/Employee	Name Related to:	Relationship
1. _____	_____	_____
2. _____	_____	_____

(Attach additional pages if necessary to disclose all familial relationships.)

There is no familial relationship that exists between the Bidder and/or any employee of the Bidder and any member of the Ypsilanti Community Schools Board of Education and/or the Superintendent.

Bidder: Inacomp TSG
(Company Name)

By: [Signature]
(Signature)
VP Finance
(Title)

This instrument was acknowledged before me, a Notary Public, in and for Oakland County, Michigan on this 25 day of Feb, 2020.

[Signature]
(Notary Public Signature)

SS:

PETER MARTIN BRADY
NOTARY PUBLIC, STATE OF MI
COUNTY OF OAKLAND
MY COMMISSION EXPIRES Jun 1, 2021
ACTING IN COUNTY OF Oakland

My Commission expires: 6-1-2021
Acting in the County of: Oakland

Customer: ypsilanti Community schools
 Configset Name: Erate Wireless
 Created On: 28 Feb 2020
 Created By: Jamie Ogden
 Contract: RFP



Item Name	Description	Quantity	Sell Price	Ext. Sell Price
ACTech High School				
air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	77	614.46	47,313.42
ina-ss	intstallation of access point	77	35.00	2,695.00
c9200i-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	10	2,118.83	21,188.25
c9200i-NW-E-48-EDU	Cisco C9200i Network essentials 48-port	10	377.78	3,777.78
ina-ss	Installation and configuration of switch	10	150.00	1,500.00
				76,474.42
Ypsilanti International Elementary School				
air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	24	614.46	14,747.04
ina-ss	intstallation of access point	24	35.00	840.00
c9200i-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	2	2,118.83	4,237.65
c9200i-NW-E-48-EDU	Cisco C9200i Network essentials 48-port	2	377.78	755.55
ina-ss	installation and configuration of switch	2	150.00	300.00
				20,880.24
Erickson School				
air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	19	1,596.00	30,324.00
ina-ss	intstallation of access point	19	35.00	665.00
c9200i-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	1	2,118.83	2,118.83
c9200i-NW-E-48-EDU	Cisco C9200i Network essentials 48-port	1	377.78	377.78
ina-ss	Installation and configuration of switch	1	150.00	150.00
				33,635.61
Estabrook School				
air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	30	614.46	18,433.80
ina-ss	intstallation of access point	30	35.00	1,050.00

c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	2	2,118.83	4,237.65
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	2	377.78	755.55
ina-ss	installation and configuration of switch	2	150.00	300.00
				24,777.00

Ford Early Learning Center

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	21	614.46	12,903.66
ina-ss	intstallation of access point	21	35.00	735.00
c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	1	2,118.83	2,118.83
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	1	377.78	377.78
ina-ss	installation and configuration of switch	1	150.00	150.00
				16,285.27

Holmes Elementary

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	17	614.46	10,445.82
ina-ss	intstallation of access point	17	35.00	595.00
c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	1	2,118.83	2,118.83
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	1	377.78	377.78
ina-ss	installation and configuration of switch	1	150.00	150.00
				13,687.43

Perry Child Development Center

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	24	614.46	14,747.04
ina-ss	intstallation of access point	24	35.00	840.00
c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	2	2,118.83	4,237.65
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	2	377.78	755.55
ina-ss	installation and configuration of switch	2	150.00	300.00
				20,880.24

Ypsilanti Middle School

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	49	614.46	30,108.54
ina-ss	intstallation of access point	49	35.00	1,715.00
c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	5	2,118.83	10,594.13
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	5	377.78	1,888.88
ina-ss	installation and configuration of switch	5	150.00	750.00
				45,056.55

ACCE

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	22	614.46	13,518.12
ina-ss	intstallation of access point	22	35.00	770.00
c9200l-48p-4g-EDU	Cisco 9200L 48port POE+ GigE switch 4-1gb SFP ports	7	2,118.83	14,831.78
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	7	377.78	2,644.43
ina-ss	installation and configuration of switch	7	150.00	1,050.00
				32,814.33

Ypsilanti Administration Building

air-ap-2802i-b-k9	Cisco 2802i 802.11ac dual band access point Int ant.	7	614.46	4,301.22
ina-ss	intstallation of access point	7	35.00	245.00
				4,546.22
ina-pm	project management	1	2,500.00	2,500.00
Sub-Total				291,537.31
Performance Bond				2,915.00
Grand Total				294,452.31

Alternate 1

C9120axi-b	Cisco 9120 802.11ax dual band int ant ap	290	652.58	189,246.75
EDU-DNA-E-3y	Cisco DNA Essentials term lic 3yr	290	78.16	22,664.95

Alternate 2

c9200l--NW-A-48-EDU	Cisco 9200L Network advantage license 48-port	31	987.25	29,984.75
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Alternate 3

c9200l-48p-4x-EDU	Cisco 9200L 48port POE+ GigE switch 4-10gb SFP ports	1	2,659.03	2,659.03
c9200l-NW-E-48-EDU	Cisco C9200l Network essentials 48-port	1	377.78	377.78



Company Background

InacompTSG Company Overview

Inacomp Technical Services Group is a leading provider of professional technology services for government, education and mid-market commercial customers in the state of Michigan. We have been in this market and area serving customers for over 35 years. We provide a broad range of solutions that address the critical business needs of organizations today, such as Cisco voice data and wireless solutions, IT security, enterprise access and technology management. We help organizations reduce the complexity of their environments by delivering cohesive solutions that make information more secure, accessible and manageable today, with the extensibility and built-in functionality to meet future growth and development.

What We Do

As a professional technology services firm, InacompTSG incorporates advances in technology, best practices and an exceptional consulting team to create solutions designed to meet your real-time demands for secure, accessible information. Our **solution-centric** approach focuses on understanding our customer's specific technical environment and providing solutions to business problems.

Our solutions are organized into focused practices, managed and delivered by subject matter experts. We help organizations build, implement, manage and support the infrastructure for their critical business functions. Our multi-disciplinary practice expertise enables InacompTSG to serve as a single-source for our customer's IT needs:

Cisco Advanced Networking

- Plan, Design, Implementation and Optimization of Advanced Network and Voice Technologies:
 - Level 2 & 3 Network Infrastructure Design and Support
 - IP Communications
 - Wireless Technologies
 - Pre and Post wireless implementation survey
 - Wireless network design
 - Wireless network implementation
 - Post wireless implementation survey and documentation.
 - End User Computer Platform Services
 - Planning, procurement and implementation of large scale PC Computing rollouts
 - Image development
 - Workstation security
 - Microsoft Advanced Infrastructure
 - Envisioning, Planning, Developing, Stabilizing, and Deploying Microsoft technologies such as Active Directory, Server 2019, SCCM, and Exchange 2019
 - Storage Technology
 - Design and implementation of high availability SMB to enterprise storage solutions.
 - VMWare design and implementation to help enterprises lower costs, respond faster and deliver flexible and consistent technology solutions.

The InacompTSG Difference

Unparalleled Technical Talent & Depth of Certifications

InacompTSG has an impressive depth of technical expertise, with technical certification including top industry & manufacturer certifications such as CCVP, MCITP, VCP, MASE, and CCEA. Over 80% of the company's employee base is client-facing technical talent.

Outstanding Service & Support: When you need us, we're there.

When there is no alternative to excellence in customer service, there's InacompTSG. We have concerted focus on providing outstanding customer service and support, which is aided by dedicated client teams and a rigid customer satisfaction process.

Award Winning Partnerships

We have built partnerships with industry leading vendors who share the same goals and commitment to long-term strategic relationships and enhanced customer value. These include **Microsoft, HP, VMware and Cisco** among others. As part of this commitment, InacompTSG has a highly-trained sales, technical and customer support team that has been certified by our vendors and industry organizations, and who also regularly obtain training to stay current with the products we recommend and support.

Local Office

InacompTSG maintains a local office with a sales and service center in Traverse City, MI. We maintain a Customer Response Center in Southfield as well. This is staffed by full time InacompTSG employees who can be reached 24x7x365 to initiate a services request.

Network References

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586-228-3394



Enc. #5A

ALWAYS LEADING

E-Rate FY2020
Network Electronics
FY2020 E-Rate FORM 470 -
200018989



A PROPOSAL TO
Ypsilanti Community Schools
Submitted By:
Sentinel Technologies, Inc.
SPIN #: 143008231

FEBRUARY 28, 2020



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GENERAL CONTACT INFORMATION

General Contact Information

CUSTOMER CONTACT INFORMATION

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Director of Technology

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Cover Letter

Sentinel Technologies, Inc is honored to be able to provide a comprehensive response to the Ypsilanti Community Schools Network Electronics FY2020 ERate RFP FORM 470-200018989 for Wireless Access Points. Sentinel Technologies has acknowledged that the Ypsilanti Community Schools objective of this RFP is to seek proposals in conjunction with the Federal Universal Services E-rate Program for Wireless Access Points.

Sentinel has reviewed the functional and technical requirements of Ypsilanti Community School's desired Network Electronics. Sentinel believes the proposed solution will meet and exceed Ypsilanti Community School's expectations. We have taken exception to the Basic Maintenance of Internal Connections (BMIC), as Sentinel is not proposal installation of physical cabling.

In addition to the warranty provided in the RFP Response, Sentinel has offered two (2) Alternates for Day 2 Support in the form of Retainers. We feel Ypsilanti Community Schools will receive quicker and more personalized support from Sentinel's Day 2 Support Retainer. These cover up to 3 years of support should you need any assistance on the components within the RFP response as well as other components in your IT infrastructure.

Sentinel has extensive experience and success in deploying Wireless Network Systems. This particular Solution will be designed to integrate with Ypsilanti's Schools existing and future infrastructure.

Sentinel has successfully deployed and managed Ann Arbor Public Schools and Chippewa Valley Schools wireless networks for the past 13 years as well as several other districts. We have performed the original deployments as well as their refreshes, and continue to monitor/manage their environments. Our service and support methodology lends itself to retaining our Customers for life. We started in MI in 2007 and have had Chippewa and Ann Arbor Public Schools as valued Customers since then. We have included their contact information should you choose to reach out to them. We are confident they will give glowing reviews of our support, expertise and strategic thinking keeping them ahead of their technical requirements.

Sentinel is confident that the proposal response that is included herein will provide Ypsilanti Community Schools with the most comprehensive solution available. If you should have any questions regarding Sentinel's proposal response please do not hesitate to contact us. We look forward to the opportunity for a post bid interview to discuss any questions that arise as you review our proposal.

Thank you for your time and consideration.

Very Respectfully,

Robert Shingle
Sales Account Manager
Sentinel Technologies, Inc.

Executive Summary

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

Sentinel Technologies is a Master Certified Gold Cisco Partner. 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 Michigan 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

Base Bid

SUMMARY

Network Electronics - FY2020 USF Bid - SPIN# 143008231

Hardware, Software, Maintenance, Subscriptions and Professional Services

		Extended Price
ACCE-HW-BB	\$	33,836.13
Ypsilanti Comm HS-HW-BB	\$	70,200.45
Erickson School-HW-BB	\$	13,594.28
Estabrook School-HW-BB	\$	22,234.60
Ford Early Learning Ctr-HW-BB	\$	14,710.16
Holmes Elementary-HW-BB	\$	12,493.40
Perry Child Dev Ctr-HW-BB	\$	19,467.40
YPSI International ES-HW-BB	\$	19,467.40
Ypsilanti MS-HW-BB	\$	42,576.17
Hardware and Software Total	\$	248,580.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

		Extended Price
Hardware, Software, Subscriptions and Maintenance	\$	248,580.00
Project Sub-Total	\$	248,580.00
Performance Bond 5%	\$	1,864.35
Project Grand Total	\$	250,444.35

Plus applicable tax, shipping & handling

PRICING

ACCE-HW-BB

ACCE-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	22	\$ 488.00	\$ 10,736.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	22	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	22	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	22	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	22	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	7	\$ 1,839.00	\$ 12,873.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	7	\$ 319.00	\$ 2,233.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	7	\$ 569.00	\$ 3,983.00	
CAB-TA-NA	North America AC Type A Power Cable	7	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	7	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	7	\$ -	\$ -	

ACCE-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	22	\$ -	\$ -	12 Months Duration

ACCE-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
ST-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 3,816.13	\$ 3,816.13	
ST-SHIPING	Sentinel Technologies - Shipping Charges	1	\$ 195.00	\$ 195.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$33,836.13

ERICKSON SCHOOL-HW-BB

Erickson School-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	19	\$ 488.00	\$ 9,272.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	19	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	19	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	19	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	19	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00	
CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -	

Erickson School-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	19	\$ -	\$ -	12 Months Duration

Erickson School-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
ST-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,535.28	\$ 1,535.28	
STI-SHIP	Sentinel Technologies - Shipping Charges	1	\$ 60.00	\$ 60.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$13,594.28

PRICING

ESTABROOK SCHOOL-HW-BB

Estabrook School-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802F-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	29	\$ 488.00	\$ 14,152.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	29	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	29	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	29	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	29	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00	
CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -	

Estabrook School-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	29	\$ -	\$ -	12 Months Duration

Estabrook School-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,508.60	\$ 2,508.60	
STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 120.00	\$ 120.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$22,234.60

FORD EARLY LEARNING CTR-HW-BB

Ford Early Learning Ctr-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802F-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	21	\$ 488.00	\$ 10,248.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	21	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	21	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	21	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	21	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00	
CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -	

Ford Early Learning Ctr-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	21	\$ -	\$ -	12 Months Duration

Ford Early Learning Ctr-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,660.16	\$ 1,660.16	
STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 75.00	\$ 75.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$14,710.16

PRICING

HOLMES ELEMENTARY-HW-BB

Holmes Elementary-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802HB-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	17	\$ 488.00	\$ 8,296.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	17	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	17	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	17	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	17	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00	
CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -	

Holmes Elementary-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	17	\$ -	\$ -	12 Months Duration

Holmes Elementary-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,410.40	\$ 1,410.40	
STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 60.00	\$ 60.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services **\$12,493.40**

PERRY CHILD DEV CTR-HW-BB

Perry Child Dev Ctr-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802HB-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	24	\$ 488.00	\$ 11,712.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	24	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00	
CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -	

Perry Child Dev Ctr-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	24	\$ -	\$ -	12 Months Duration

Perry Child Dev Ctr-PS-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,196.40	\$ 2,196.40	
STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 105.00	\$ 105.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services **\$19,467.40**

PRICING

YPSILANTI COMM HS-HW-BB

Ypsilanti Comm HS-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	71	\$ 488.00	\$ 34,648.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	71	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	71	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	71	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	71	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	10	\$ 1,839.00	\$ 18,390.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	10	\$ 319.00	\$ 3,190.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	10	\$ 569.00	\$ 5,690.00	
CAB-TA-NA	North America AC Type A Power Cable	10	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	10	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	10	\$ -	\$ -	

Ypsilanti Comm HS-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	71	\$ -	\$ -	12 Months Duration

Ypsilanti Comm HS-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 7,922.45	\$ 7,922.45	
STI-SHIPING	Sentinel Technologies - Shipping Charges	1	\$ 360.00	\$ 360.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$70,200.45

YPSI INTERNATIONAL ES-HW-BB

YPSI International ES-HW-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	24	\$ 488.00	\$ 11,712.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	24	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00	
CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -	

YPSI Intl ES-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	24	\$ -	\$ -	12 Months Duration

YPSI International ES-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,196.40	\$ 2,196.40	
STI-SHIPING	Sentinel Technologies - Shipping Charges	1	\$ 105.00	\$ 105.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$19,467.40

PRICING

YPSILANTI MS-HW-BB

Ypsilanti MS-HW-BB					
Part Number	Description	Qty	Unit Price	Ext. Price	Special Notes
Access Points					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	49	\$ 488.00	\$ 23,912.00	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	49	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	49	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	49	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	49	\$ -	\$ -	
Switching					
C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	5	\$ 1,839.00	\$ 9,195.00	
C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	5	\$ 319.00	\$ 1,595.00	
C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	5	\$ 569.00	\$ 2,845.00	
CAB-TA-NA	North America AC Type A Power Cable	5	\$ -	\$ -	
PWR-CS-BLANK	Config 5 Power Supply Blank	5	\$ -	\$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	5	\$ -	\$ -	

Ypsilanti Middle School-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext. Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	49	\$ -	\$ -	12 Months Duration

Ypsilanti Middle School-PS/SHIP-BB					
Part Number	Description	Qty	Unit Price	Ext. Price	Special Notes
Professional Services					
ST-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 4,804.17	\$ 4,804.17	
ST-SHIPING	Sentinel Technologies - Shipping Charges	1	\$ 225.00	\$ 225.00	

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services \$42,576.17

PRICING

Alternate #1

Meraki Access Points and 36 Months Subscriptions - Alternate #1 (Add to Base Bid)

SPIN: 143008231

E-Rate Hardware and Subscription

Contract Number(s):	Extended Price
ACCE-MERAKI AP-A1	\$ 220.00
Erickson ES-MERAKI AP-A1	\$ 190.00
Estabrck Sch-MERAKI AP-A1	\$ 290.00
Ford ErlyLrn-MERAKI AP-A1	\$ 210.00
Holmes ES-MERAKI AP-A1	\$ 170.00
Perry Ctr-MERAKI AP-A1	\$ 240.00
Ypsi Comm HS-MERAKI AP-A1	\$ 710.00
YPSI Intl ES-MERAKI AP-A1	\$ 240.00
Ypsilanti MS-MERAKI AP-A1	\$ 490.00
Hardware and Subscription Sub-Total	\$ 2,760.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Hardware and Subscription	Extended Price
	\$ 2,760.00
Project Total	\$ 2,760.00

ACCE-MERAKI AP-A1

ACCE-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	22	\$ 86.00	\$ 1,892.00	

ACCE-MERAKI AP-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-22	\$ -	\$ -	12 Months Duration

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services **\$220.00**

PRICING

ERICKSON ES-MERAKI AP-A1

Erickson ES-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$ (9,272.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-19	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-19	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	19	\$ 412.00	\$ 7,828.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	19	\$ 86.00	\$ 1,634.00	

Erickson ES-MERAKI AP-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-19	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$190.00

ESTABRK SCH-MERAKI-AP-A1

Estabrk Sch-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$ (14,152.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-29	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-29	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	29	\$ 412.00	\$ 11,948.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	29	\$ 86.00	\$ 2,494.00	

Estabrk Sch-MERAKI AP-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-29	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$290.00

FORD ERLYLRN-MERAKI AP-A1

Ford EryLrn-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$ (10,248.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-21	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-21	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	21	\$ 412.00	\$ 8,652.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	21	\$ 86.00	\$ 1,806.00	

Ford EryLrn-MERAKI AP-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$210.00

PRICING

HOLMES ES-MERAKI AP-A1

Holmes ES-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802H-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	17	\$ 86.00	\$ 1,462.00	

Holmes ES-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-17	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$170.00

PERRY CTR-MERAKI AP-A1

Perry Ctr-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802H-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	24	\$ 86.00	\$ 2,064.00	

Perry Ctr-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$240.00

YPSI COMM HS-MERAKI AP-A1

Ypsi Comm HS-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802H-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	71	\$ 86.00	\$ 6,106.00	

Ypsi Comm HS-MERAKI AP-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-71	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$710.00

PRICING

YPSI INTL ES-MERAKI AP-A1

YPSI Intl ES-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	24	\$ 86.00	\$ 2,064.00	

YPSI Intl ES-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$240.00

YPSILANTI MS-MERAKI-A1

Ypsilanti MS-MERAKI AP-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-49	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	49	\$ 412.00	\$ 20,188.00	
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	49	\$ 86.00	\$ 4,214.00	

Ypsilanti MS-MAINT-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$490.00

PRICING

Alternate #2

Meraki Access Points and 60 Months Subscriptions - Alternate #2 (Add to Base Bid)

SPIN: 143008231

E-Rate Hardware and Subscription

Contract Number(s):	Extended Price
ACCE-MERAKI AP-A2	\$ 1,144.00
Erickson ES-MERAKI AP-A2	\$ 988.00
Estabrck Sch-MERAKI AP-A2	\$ 1,508.00
Ford ErlyLrn-MERAKI AP-A2	\$ 1,092.00
Holmes ES-MERAKI AP-A2	\$ 884.00
Perry Ctr-MERAKI AP-A2	\$ 1,248.00
Ypsi Comm HS-MERAKI AP-A2	\$ 3,692.00
YPSI Intl ES-MERAKI AP-A2	\$ 1,248.00
Ypsilanti MS-MERAKI AP-A2	\$ 2,548.00
Hardware and Subscription Sub-Total	\$ 14,352.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Hardware and Subscription Total	Extended Price
	\$ 14,352.00
Project Total	\$ 14,352.00

ACCE-MERAKI AP - A2

ACCE-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w /CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	22	\$ 128.00	\$ 2,816.00	

ACCE-MERAKI AP-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w /CA; 3x4:3; Int Ant; 2xG	-22	\$ -	\$ -	12 Months Duration

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services	\$1,144.00
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PRICING

ERICKSON ES-MERAKI AP-A2

Erickson ES-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$ (9,272.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-19	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-19	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	19	\$ 412.00	\$ 7,828.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	19	\$ 128.00	\$ 2,432.00	

Erickson ES-MERAKI AP-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-19	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$988.00

ESTABRK SCH-MERAKI-AP- A2

EstabrK Sch-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$ (14,152.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-29	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-29	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	29	\$ 412.00	\$ 11,948.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	29	\$ 128.00	\$ 3,712.00	

EstabrK Sch-MERAKI AP-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-29	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$1,508.00

FORD ERLYLRN-MERAKI AP- A2

Ford EryLrn-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$ (10,248.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-21	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-21	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	21	\$ 412.00	\$ 8,652.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	21	\$ 128.00	\$ 2,688.00	

Ford EryLrn-MERAKI AP-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$1,092.00

PRICING

HOLMES ES-MERAKI AP-A2

Holmes ES-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802HB-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	17	\$ 128.00	\$ 2,176.00	

Holmes ES-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-17	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$884.00

PERRY CTR-MERAKI AP-A2

Perry Ctr-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802HB-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	24	\$ 128.00	\$ 3,072.00	

Perry Ctr-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$1,248.00

YPSI COMM HS-MERAKI AP-A2

Ypsi Comm HS-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802HB-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	71	\$ 128.00	\$ 9,088.00	

Ypsi Comm HS-MERAKI AP-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-71	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$3,692.00

PRICING

YPSI INTL ES-MERAKI AP-A2

YPSI Intl ES-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Arlonet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Arlonet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	24	\$ 128.00	\$ 3,072.00	

YPSI Intl ES-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$1,248.00

YPSILANTI MS-MERAKI-A2

Ypsilanti MS-MERAKI AP-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Arlonet APs - Recessed Mount (Default)	-49	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Arlonet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	49	\$ 412.00	\$ 20,188.00	
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	49	\$ 128.00	\$ 6,272.00	

Ypsilanti MS-MAINT-A2					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$2,548.00

PRICING

Alternate #3

Meraki Access Points and 120 Months Subscriptions - Alternate #3 (Add to Base Bid)

SPIN: 143008231

E-Rate Hardware and Subscription

Contract Number(s):		Extended Price
ACCE-MERAKI AP-A3	\$	3,960.00
Erickson ES-MERAKI AP-A3	\$	3,420.00
Estabr Sch-MERAKI AP-A3	\$	5,220.00
Ford ErlyLrn-MERAKI AP-A3	\$	3,780.00
Holmes ES-MERAKI AP-A3	\$	3,060.00
Perry Ctr-MERAKI AP-A3	\$	4,320.00
Ypsi Comm HS-MERAKI AP-A3	\$	12,780.00
YPSI Intl ES-MERAKI AP-A3	\$	5,520.00
Ypsilanti MS-MERAKI AP-A3	\$	11,270.00
Hardware and Subscription Sub-Total	\$	53,330.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Hardware and Subscription Total		Extended Price
	\$	53,330.00
Project Total	\$	53,330.00

ACCE-MERAKI AP-A3

ACCE-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	22	\$ 256.00	\$ 5,632.00	

ACCE-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-22	\$ -	\$ -	12 Months Duration

E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services	\$3,960.00
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PRICING

ERICKSON ES-MERAKI AP-A3

Erickson ES-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802F-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$ (9,272.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-19	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-19	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	19	\$ 412.00	\$ 7,826.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	19	\$ 256.00	\$ 4,864.00	

Erickson ES-MERAKI AP-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-19	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$3,420.00

ESTABRK SCH-MERAKI-AP-A3

Estabrk Sch-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802F-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$ (14,152.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-29	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-29	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	29	\$ 412.00	\$ 11,948.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	29	\$ 256.00	\$ 7,424.00	

Estabrk Sch-MERAKI AP-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-29	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$5,220.00

FORD ERLYLRN-MERAKI AP-A3

Ford EryLrn-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802F-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$ (10,248.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-21	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-21	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	21	\$ 412.00	\$ 8,652.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	21	\$ 256.00	\$ 5,376.00	

Ford EryLrn-MERAKI AP-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$3,780.00

PRICING

HOLMES ES-MERAKI AP- A3

Holmes ES-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	17	\$ 256.00	\$ 4,352.00	

Holmes ES-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-17	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$3,060.00

PERRY CTR-MERAKI AP- A3

Perry Ctr-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	24	\$ 256.00	\$ 6,144.00	

Perry Ctr-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$4,320.00

YPSI COMM HS-MERAKI AP- A3

Ypsi Comm HS-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	71	\$ 256.00	\$ 18,176.00	

Ypsi Comm HS-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-71	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$12,780.00

PRICING

YPSI INTL ES-MERAKI AP-A3

YPSI Intl ES-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	24	\$ 443.00	\$ 10,632.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	24	\$ 275.00	\$ 6,600.00	

YPSI Intl ES-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-24	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$5,520.00

YPSILANTI MS-MERAKI-A3

Ypsilanti MS-MERAKI AP-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Access Points - Cisco					
AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)	
AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-49	\$ -	\$ -	
SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -	
AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -	
AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -	
Access Points - Meraki					
MR46-HW	Meraki MR46 Cloud Managed Indoor AP	49	\$ 443.00	\$ 21,707.00	
LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	49	\$ 275.00	\$ 13,475.00	

Ypsilanti MS-MAINT-A3					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -	12 Months Duration
E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services					\$11,270.00

PRICING

Alternate #4

SFP Modules and Fiber Patch Cables - Alternate #4 (Add to Base Bid)

SPIN: 143008231

E-Rate Hardware and Subscription

Contract Number(s):		Extended Price
ACCE-SFP-A4	\$	777.00
Erickson School-SFP-A4	\$	111.00
Estabrook School-SFP-A4	\$	222.00
Ford Early Learning Ctr-SFP-A4	\$	111.00
Holmes Elementary-SFP-A4	\$	111.00
Perry Child Dev Ctr-SFP-A4	\$	222.00
Ypsilanti Comm HS-SFP-A4	\$	1,110.00
YPSI International ES-SFP-A4	\$	222.00
Ypsilanti MS-SFP-A4	\$	555.00
Hardware and Subscription Sub-Total	\$	3,441.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Hardware and Subscription Total	\$	3,441.00
Project Total	\$	3,441.00

ACCE-SFP-A4

ACCE-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	14	\$ 51.00	\$ 714.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	7	\$ 9.00	\$ 63.00	
				E-Rate Hardware	\$777.00

ERICKSON SCHOOL-SFP-A4

Erickson School-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00	
				E-Rate Hardware	\$111.00

PRICING

ESTABROOK SCHOOL-SFP-A4

Estabrook School-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00	
				E-Rate Hardware	\$222.00

FORD EARLY LEARNING CTR-SFP-A4

Ford Early Learning Ctr-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00	
				E-Rate Hardware	\$111.00

HOLMES ELEMENTARY-SFP-A4

Holmes Elementary-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00	
				E-Rate Hardware	\$111.00

PERRY CHILD DEV CTR-SFP-A4

Parry Child Dev Ctr-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00	
				E-Rate Hardware	\$222.00

YPSILANTI COMM HS-SFP-A4

Ypsilanti Comm HS-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	20	\$ 51.00	\$ 1,020.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	10	\$ 9.00	\$ 90.00	
				E-Rate Hardware	\$1,110.00

YPSI INTERNATIONAL ES-SFP-A4

YPSI International ES-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
SFP's and Fiber Patch Cable					
GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00	
				E-Rate Hardware, Software, Subscriptions, Maintenance and Professional Services	\$222.00

PRICING

YPSILANTI MS-SFP-A4

Ypsilanti MS-SFP-A4					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
	SFP's and Fiber Patch Cable				
GLC-SX-MMD-EO	1000BASE-SX SFP Transceiver module, MMF, 850nm, DOM	10	\$ 51.00	\$ 510.00	
F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	5	\$ 9.00	\$ 45.00	
				E-Rate Hardware	\$555.00

Alternate #5

**Sentinel Day 2 - Small Support Retainer - Alternate #5 (Add to Base Bid)
SPIN: 143008231**

E-Rate Support Services

Contract Number(s):	Extended Price
Day2 Small Support Retainer -A5	\$ 10,000.00
Hardware and Subscription Sub-Total	\$ 10,000.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Support Services Total	Extended Price
	\$ 10,000.00
Project Total	\$ 10,000.00

DAY2 SMALL SUPPORT RETAINER -A5

Day2 Small Support Retainer -A5					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
	Day 2 - Small Support Retainer - A5				
STI-RETAINER	Sentinel Day 2 Support Retainer	1	\$ 10,000.00	\$ 10,000.00	
				E-Rate Hardware	\$10,000.00

PRICING

Alternate #6

Sentinel Day 2 - Medium Support Retainer - Alternate #6 (Add to Base Bid)
SPIN: 143008231

E-Rate Support Services

Contract Number(s):	Extended Price
Day2 Medium Support Retainer-A6	\$ 15,000.00
Hardware and Subscription Sub-Total	\$ 15,000.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Support Services Total	Extended Price
	\$ 15,000.00
Project Total	\$ 15,000.00

DAY2 MEDIUM SUPPORT RETAINER-A6

Day2 Medium Support Retainer-A6					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
STHRETAINER	Day 2 - Medium Support Retainer - A5 Sentinel Day 2 Support Retainer	1	\$ 15,000.00	\$ 15,000.00	
				E-Rate Hardware	\$15,000.00

Alternate #7

Cisco Prime Infrastructure w/3 Years Support (Add to Base Bid)
SPIN: 143008231

E-Rate Hardware, Software and Professional Services

Contract Number(s):	Extended Price
Prime Infrastructure - A7	\$ 23,375.00
Hardware and Subscription Sub-Total	\$ 23,375.00

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

E-Rate Hardware and Subscription Total	Extended Price
	\$ 23,375.00
Project Total	\$ 23,375.00

PRICING

PRIME INFRASTRUCTURE - A7

Prime Infrastructure - A7					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Cisco Prime Infrastructure - Licenses					
R-MGMT3X-N-K9	Cisco Ent MGMT: Lic For Prime Infrastructure 3.x	1	\$ -	\$ -	
R-PI37-SW-K9	Prime Infrastructure 3.7 Software	1	\$ 8.00	\$ 8.00	
L-MGMT3X-AP-K9	Cisco Ent MGMT: PI 3.x LF, AS , 1 AP	276	\$ 30.00	\$ 8,280.00	
L-MGMT3X-PI-BASE	Cisco Ent MGMT: PI 3.x Platform Base Lic	1	\$ 27.00	\$ 27.00	

Ypsilanti MS-SFP-MAINT-BB					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Maintenance					
CON-ECMU-LMGMBASE	SWSS UPGRADES Cisco Ent MGMT PI 3.x Platform Base Lic	1	\$ 36.00	\$ 36.00	36 Months Duration
CON-ECMU-RMGMT3XN	SWSS UPGRADES Cisco MGMT: Lic For Prime Infra 3.x And	1	\$ -	\$ -	36 Months Duration
CON-ECMU-LMGMTAPK	SWSS UPGRADES Cisco Ent MGMT PI 3.x LF, AS APIC-EM	276	\$ 39.00	\$ 10,764.00	36 Months Duration
CON-ECMU-PI37SW9	SWSS UPGRADES Prime Infrastructure 3.7 Software	1	\$ 10.00	\$ 10.00	36 Months Duration

Ypsilanti MS-SFP-PS-A1					
Part Number	Description	Qty	Unit Price	Ext Price	Special Notes
Professional Services					
STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 4,250.00	\$ 4,250.00	

E-Rate Hardware \$23,375.00

Scope of Work

In response to the Ypsilanti Community Schools Wireless and Switch E-Rate 470 forms and RFP, Sentinel Technologies, Inc. (Sentinel) is proposing the following hardware, software, subscriptions, warranty and professional services for the Base Bid. A summary of the base bid and alternates is as follows:

- Base Bid
 - Wireless Access Points
 - (276) – Cisco Catalyst 2802-I Series AC Wave 2 Wireless Access Points
 - Switching
 - (31) – Catalyst 9200 48-port PoE+ only, K12
 - C9200 Network Essentials, 48-port license K12
 - Catalyst 9200 4 x 10G Network Module
 - Professional Services
 - Project Management
 - Project Planning
 - Implementation and Testing
 - Project Documentation
- Alternates
 - Alternate #1 – Meraki Access Points and 36 Months Subscriptions - (Add to Base Bid)
 - Alternate #2 – Meraki Access Points and 60 Months Subscriptions - (Add to Base Bid)
 - Alternate #3 – Meraki Access Points and 120 Months Subscriptions - (Add to Base Bid)
 - Alternate #4 – SFP Modules and Fiber Patch Cables - (Add to Base Bid)
 - Alternate #5 – Sentinel Day 2 - Small Support Retainer - (Add to Base Bid)
 - Alternate #6 – Sentinel Day 2 - Medium Support Retainer – (Add to Base Bid)

The following is a detailed description of the Base Bid solution as well as each of the Alternates provided by Sentinel.

Base Bid

WIRELESS ACCESS POINTS

- (276) – Cisco Catalyst 2802-I Series AC Wave 2 Wireless Access Points
 - 802.11 AP Universal Mounting Bracket
 - “B” Regulatory Domain

SCOPE OF WORK

- Warranty (Covered by Both)
 - Standard Warranty – Cisco Limited Lifetime Hardware Warranty
 - Lifetime 10-day Advanced Replacement
 - Cisco K-12 Bundled Warranty
 - 12 Months of Cisco TAC, Software Upgrades
 - 12 Months of 8x5xNBD Advanced Hardware Replacement

NETWORK SWITCHES

- (31) – Cisco Catalyst 9200 48-Port 1Gbe POE+ with 4x10GB SFP+ Uplinks
 - Catalyst 9200 48-port PoE+ only, K12
 - (1) – C9200 Network Essentials, 48-port license K12
 - (1) – Catalyst 9200 4 x 10G Network Module
- Warranty
 - Standard Warranty – Cisco Enhanced Limited Lifetime Hardware Warranty and 3-years Technical Support
 - 36 Months of Cisco TAC, Software Upgrades
 - Lifetime Advanced Hardware Replacement – 8x5xNBD

PROFESSIONAL SERVICES

- Sentinel will provide the professional services (project management, project planning, installation, testing and documentation) for the hardware, software, maintenance, etc. provided as part of this RFP
 - Includes Project Management
 - Includes Project Planning
 - Includes Wireless LAN Controller Configuration
 - Includes New Access Point Installation and Configuration
 - Includes Update of Cisco Prime MAP AP Placement
 - Includes Switch Installation and Configuration
 - Includes Documentation

DAY 2 SUPPORT (EXCEPTION)

- Day 2 Support (Exception)
 - Sentinel has provided a choice of two different Day 2 support retainers as part of Voluntary Alternates #5 & #6.
 - Sentinel Day 2 – Small Support Retainer
 - Sentinel Day 2 - Medium Support Retainer

SCOPE OF WORK

Alternates

ALTERNATE #1 – MERAKI ACCESS POINTS AND 36 MONTHS SUBSCRIPTIONS - (ADD TO BASE BID)

- Sentinel has offered this value added Alternate to substitute Meraki Cloud Based Access Points instead of the Cisco 2802-I Access Points. Each access point will come with a 36 Month Subscription.

ALTERNATE #2 – MERAKI ACCESS POINTS AND 60 MONTHS SUBSCRIPTIONS - (ADD TO BASE BID)

- Sentinel has offered this value added Alternate to substitute Meraki Cloud Based Access Points instead of the Cisco 2802-I Access Points. Each access point will come with a 60 Month Subscription.

ALTERNATE #3 – MERAKI ACCESS POINTS AND 120 MONTHS SUBSCRIPTIONS - (ADD TO BASE BID)

- Sentinel has offered this value added Alternate to substitute Meraki Cloud Based Access Points instead of the Cisco 2802-I Access Points. Each access point will come with a 120 Month Subscription.

ALTERNATE #4 – SFP MODULES AND FIBER PATCH CABLES (ADD TO BASE BID)

- Sentinel has offered the value alternate to provide connectivity hardware for each of the two core switching solutions.

ALTERNATE #5 – SENTINEL DAY 2 - SMALL SUPPORT RETAINER (ADD TO BASE BID)

- Sentinel has offered this retainer to provide up to 60 hours of labor to be used to meet the requirements specified by the owner for warranty related issues such as faulty unit replacement. This retainer would be used to cover the costs associated with firmware/software upgrades and Day 2 support. This retainer ensures you have built in support hours over the next 3 years for anything that may arise that you need assistance with. This should limit the amount of unplanned T&M expenses keeping all of the costs in this one time purchase. We will track the hours that are used against the retainer over the next 3 years, and should there be funds left towards the end, we will make a plan to use them prior to expiration.

ALTERNATE #6 – SENTINEL DAY 2 - MEDIUM SUPPORT RETAINER (ADD TO BASE BID)

- Sentinel has offered this retainer to provide up to 90 hours of labor to be used to meet the requirements specified by the owner for warranty related issues such as faulty unit replacement. This retainer would be used to cover the costs associated with firmware/software upgrades and Day 2 support. This retainer ensures you have built in support hours over the next 3 years for anything that may arise that you need assistance with. This should limit the amount of unplanned T&M expenses keeping all of the costs in this one time purchase. We will track the hours that are used against the retainer over the next 3 years, and should there be funds left towards the end, we will make a plan to use them prior to expiration.

ALTERNATE #6 – CISCO PRIME INFRASTRUCTURE (ADD TO BASE BID)

- Sentinel has offered this alternate to provide a brand new installation of Cisco Prime Infrastructure 3.8 on a VMware Server provided by Ypsilanti Community Schools.
 - Cisco Prime Infrastructure
 - (1) – Cisco Ent MGMT: Lic For Prime Infrastructure 3.x
 - (1) – Prime Infrastructure 3.7 Software
 - (276) – Cisco Ent MGMT: PI 3.x LF, AS, 1 AP
 - (1) – Cisco Ent MGMT: PI 3.x Platform Base Lic

SCOPE OF WORK

- Software Maintenance – 36 Months
 - (1) – SWSS UPGRADES Cisco Ent MGMT PI 3.x Platform Base Lic
 - (1) – SWSS UPGRADES Cisco MGMT: Lic For Prime Infra 3.x And
 - (276) – SWSS UPGRADES Cisco Ent MGMT PI 3.x LF, AS APIC-EM
 - (1) – SWSS UPGRADES Prime Infrastructure 3.7 Software
- Professional Services
 - Includes Project Management
 - Includes Project Planning
 - Includes Cisco Prime Infrastructure Installation and Configuration
 - Includes Update of Cisco Prime MAP AP Placement
 - Includes Documentation

PROPOSAL ASSUMPTIONS

Proposal Assumptions

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.

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.

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.

PROPOSAL ASSUMPTIONS

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.

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.

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 client 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.

PROJECT CHANGES REQUEST

Any changes to scope will be presented and approved through Sentinel Project Management using the Project Change Request (PCR). Changes will not be performed until the PCR is approved for procedure and all budget and timeframe impacts are understood.

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.

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

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.

Sample of Our Michigan Education Customers

Akiva Hebrew Day School
Ann Arbor Public Schools
Brighton Area Schools
Cassopolis
Chippewa Valley School
Dearborn Public Schools
Detroit Public Schools
Dexter Public Schools
Genesee County Intermediate School District
Hartland Community Schools
Ingram Independent School District
Jefferson Public Schools
L'Anse Creuse Public Schools
Lenawee County Intermediate School District
Leupp Schools, Inc.
Livonia Public Schools
Monroe County Intermediate School District
New Haven Community Schools
Northville Public Schools
Pinckney Community Schools
Saginaw Public Schools
Saginaw Township Community Schools
Southlake Public Schools
Van Dyke Public Schools
Walled Lake Public Schools
Warren Woods Consolidated Schools
West Bloomfield School District
Woodhaven-Brownstown Schools
Yale Public School District

APPENDIX A

Michigan Educational References

Reference 1	
Customer Name	Ann Arbor Public Schools
Contact Name	Heather Kellstrom
Contact Address	2555 S. State Street, Ann Arbor, MI 48104
Installation Date of Comparative System	Summer 2019
Description of Comparative System	Replaced wired and wireless network

Reference 2	
Customer Name	Chippewa Valley Schools
Contact Name	Robyn Oesterle
Contact Address	1920 Cass Avenue, Clinton Twp, MI 48038
Installation Date of Comparative System	Summer 2019
Description of Comparative System	Replaced wired and wireless network

Reference 3	
Customer Name	Monroe County
Contact Name	Colleen Hinzmann
Contact Address	125 E. Second Street, Monroe, MI
Installation Date of Comparative System	Summer 2019
Description of Comparative System	Replaced entire wired and wireless network

Reference 4	
Customer Name	Telemus Capital, LLC
Contact Name	Brian Babock
Contact Address	Two Towne Square Suite 800, Sothfield, MI 48076
Installation Date of Comparative System	Summer 2017/2018
Description of Comparative System	Cisco Meraki Wireless Network Install

NOTE: Sentinel is proud to have a significant number of customers willing to share their experiences with our prospective customers such as Ypsilanti Community Schools. 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.

Appendix A- Intent to Bid Form

Ypsilanti Community Schools

APPENDIX A – INTENT TO BID FORM

If the Bidder intends to submit a Bid for the Network Electronics project at Ypsilanti Community Schools, this Intent to Bid Form must be completed and returned via mail, fax or email to the District no later than February 10, 2020.

Please complete and return to:

Ypsilanti Community Schools **Phone: 734.221.1045**
Nik Jackson **Fax: 731.221.1220**
1885 Packard Rd, **Email: njackson6@yoschools.us**
Ypsilanti, MI 48197

Name of Company: Sentinel Technologies, Inc.

Address: 17199 N. Laurel Park Dr. Suite 322

City, State, Zip Livonia, MI 48152

Contact Name: Robert Shingle

Title: Sales Executive

Telephone Number: 734-794-5713

Fax Number: 734-794-5701

Email Address: rshingle@sentinel.com

Date: 2/28/2020

Appendix B- Bid Signature Page

Ypsilanti Community Schools

APPENDIX B – BID SIGNATURE PAGE

I have examined the RFP Bid conditions and specifications herein and agree that if my company is awarded a contract to provide any of the products and/or services sought in this RFP, my company will provide the District with the products and/or services according to the Invitation to Bid, Bidder Instructions, General Conditions, Universal Service Fund (USF) Conditions, Scope of Work, Timeline Requirements, Awarded Contract Requirements, and Products and Services Specifications of this RFP and the Bid submitted herewith. Any and all deviations from the RFP Bid specifications are in writing and attached.

Submitted By:

Company Name: Sentinel Technologies, Inc.
 Company Address: 17199 N. Laurel Park Dr. Suite 322
 City, State & Zip: Livonia, MI 48152
 Telephone: 734-794-5713
 Fax: 734-794-5701
 Email: rshingle@sentinel.com
 Representative Name: Robert Shingle
 Title: Sales Executive
 Signature: 
 Date: 2/21/2020

Do not write below this line: For District Use Only

The following items are enclosed and/or included on the Bid:

- | | |
|---|--|
| <input type="checkbox"/> Proposal(s) (in triplicate) | <input type="checkbox"/> Intent To Bid Form (Appendix A) |
| <input type="checkbox"/> Bid Bond/Cashier's Check (5% of Bid) | <input type="checkbox"/> Bid Signature Page (Appendix B) |
| <input type="checkbox"/> USF E-Rate SPIN | <input type="checkbox"/> Bill of Materials (Appendix C) |
| <input type="checkbox"/> Four (4) references, one (1) of which is a school or school district | <input type="checkbox"/> Familial Disclosure Affidavit (Appendix D) |
| | <input type="checkbox"/> Iran Linked Business Affidavit (Appendix E) |

APPENDIX C

Appendix C– Bill of Materials

Base Bid

BUILDING NAME: ACCE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	22	\$ 488.00	\$ 10,736.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	22	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	22	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	22	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	22	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	7	\$ 1,839.00	\$ 12,873.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	7	\$ 319.00	\$ 2,233.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	7	\$ 569.00	\$ 3,983.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	7	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	7	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	7	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	22		\$ -
Professional Services and					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 3,816.13	\$ 3,816.13
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 195.00	\$ 195.00
SUBTOTAL					\$ 33,836.13

BUILDING NAME: ERICKSON SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	19	\$ 488.00	\$ 9,272.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	19	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	19	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	19	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	19	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	19	\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,535.28	\$ 1,535.28
STI	STI-SHIP	Sentinel Technologies - Shipping Charges	1	\$ 60.00	\$ 60.00
SUBTOTAL					\$13,594.28

APPENDIX C

BUILDING NAME: ESTABROOK SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	29	\$ 488.00	\$ 14,152.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	29	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	29	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	29	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	29	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	29	\$ -	\$ -
				\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,508.60	\$ 2,508.60
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 120.00	\$ 120.00
SUBTOTAL					\$ 22,234.60

BUILDING NAME: FORD ELEMENTARY LEARNING CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	21	\$ 488.00	\$ 10,248.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	21	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	21	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	21	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	21	\$ -	\$ -
				\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -
				\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	21	\$ -	\$ -
				\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,660.16	\$ 1,660.16
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 75.00	\$ 75.00
SUBTOTAL					\$ 14,710.16

APPENDIX C

BUILDING NAME: HOLMES ELEMENTARY					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	17	\$ 488.00	\$ 8,296.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	17	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	17	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	17	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	17	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	1	\$ 1,839.00	\$ 1,839.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	1	\$ 319.00	\$ 319.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	1	\$ 569.00	\$ 569.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	1	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	1	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	17	\$ -	\$ -
				\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 1,410.40	\$ 1,410.40
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 60.00	\$ 60.00
SUBTOTAL					\$ 12,493.40

BUILDING NAME: PERRY CHILD DEVELOPMENT CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	24	\$ 488.00	\$ 11,712.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	24	\$ -	\$ -
				\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	24	\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,196.40	\$ 2,196.40
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 105.00	\$ 105.00
SUBTOTAL					\$ 19,467.40

APPENDIX C

BUILDING NAME: YPSILANTI COMMUNITY HIGH SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	71	\$ 488.00	\$ 34,648.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	71	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	71	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	71	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	71	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	10	\$ 1,839.00	\$ 18,390.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	10	\$ 319.00	\$ 3,190.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	10	\$ 569.00	\$ 5,690.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	10	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	10	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	10	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	71	\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 7,922.45	\$ 7,922.45
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 360.00	\$ 360.00
SUBTOTAL					\$ 70,200.45

BUILDING NAME: YPSILANTI INTERNATIONAL ELEMENTARY SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	24	\$ 488.00	\$ 11,712.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	24	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	2	\$ 1,839.00	\$ 3,678.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	2	\$ 319.00	\$ 638.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	2	\$ 569.00	\$ 1,138.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	2	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	2	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	2	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	24	\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 2,196.40	\$ 2,196.40
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 105.00	\$ 105.00
SUBTOTAL					\$ 19,467.40

APPENDIX C

BUILDING NAME: YPSILANTI MIDDLE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w /CA; 4x4:3; Int Ant; 2xGbE B	49	\$ 488.00	\$ 23,912.00
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	49	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	49	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	49	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	49	\$ -	\$ -
Switching					
Cisco	C9200-48P-EDU	Catalyst 9200 48-port PoE+ only, K12	5	\$ 1,839.00	\$ 9,195.00
Cisco	C9200-NW-E-48-EDU	C9200 Network Essentials, 48-port license K12	5	\$ 319.00	\$ 1,595.00
Cisco	C9200-NM-4X	Catalyst 9200 4 x 10G Network Module	5	\$ 569.00	\$ 2,845.00
Cisco	CAB-TA-NA	North America AC Type A Power Cable	5	\$ -	\$ -
Cisco	PWR-C5-BLANK	Config 5 Power Supply Blank	5	\$ -	\$ -
Cisco	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	5	\$ -	\$ -
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w /CA; 3x4:3; Int Ant; 2xG - 12 Months	49	\$ -	\$ -
				\$ -	\$ -
Professional Services and Shipping					
STI	STI-LABOR	Sentinel Technologies - Project Management, Planning and Installation Labor	1	\$ 4,804.17	\$ 4,804.17
STI	STI-SHIPPING	Sentinel Technologies - Shipping Charges	1	\$ 225.00	\$ 225.00
SUBTOTAL					\$ 42,576.17
BASE BID SUBTOTAL					\$ 248,579.99
Performance Bond 5%					\$ 1,864.35
BASE BID (GRAND TOTAL)					\$ 250,444.34

App C – Alternate 1 Bid

BUILDING NAME: ACCE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w /CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -
Access Points - Meraki AP Alt 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	22	\$ 86.00	\$ 1,892.00
Access Points - Meraki AP Alt 1					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w /CA; 3x4:3; Int Ant; 2xG - 12 Months	-22	\$ -	\$ -
SUBTOTAL					\$ 220.00

APPENDIX C

BUILDING NAME: ERICKSON SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$ (9,272.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-19	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-19	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	19	\$ 412.00	\$ 7,828.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	19	\$ 86.00	\$ 1,634.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-19	\$ -	\$ -
SUBTOTAL					\$ 190.00

BUILDING NAME: ESTABROOK SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$ (14,152.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-29	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-29	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	29	\$ 412.00	\$ 11,948.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	29	\$ 86.00	\$ 2,494.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-29	\$ -	\$ -
SUBTOTAL					\$ 290.00

BUILDING NAME: FORD ELEMENTARY LEARNING CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$ (10,248.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-21	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-21	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	21	\$ 412.00	\$ 8,652.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	21	\$ 86.00	\$ 1,806.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$ -
SUBTOTAL					\$ 210.00

APPENDIX C

BUILDING NAME: HOLMES ELEMENTARY					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	17	\$ 86.00	\$ 1,462.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-17	\$ -	\$ -
SUBTOTAL					\$ 170.00

BUILDING NAME: PERRY CHILD DEVELOPMENT CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	24	\$ 86.00	\$ 2,064.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 240.00

BUILDING NAME: YPSILANTI COMMUNITY HIGH SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	71	\$ 86.00	\$ 6,106.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-71	\$ -	\$ -
SUBTOTAL					\$ 710.00

APPENDIX C

BUILDING NAME: YPSILANTI INTERNATIONAL ELEMENTARY SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	24	\$ 86.00	\$ 2,064.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 240.00

BUILDING NAME: YPSILANTI NEW MIDDLE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-49	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -
Access Points - Meraki AP - ALT 1 - 3 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	49	\$ 412.00	\$ 20,188.00
Cisco	LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	49	\$ 86.00	\$ 4,214.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -
SUBTOTAL					\$ 490.00
ALT 1 - 3 YEAR (ADD TO BASE BID) GRAND TOTAL					\$ 2,760.00

App C – Alternate 2 Bid

BUILDING NAME: ACCE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -
Access Points - Meraki AP Alt 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	22	\$ 128.00	\$ 2,816.00
Access Points - Meraki AP Alt 2					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-22	\$ -	\$ -
SUBTOTAL					\$ 1,144.00

APPENDIX C

BUILDING NAME: ERICKSON SCHOOL						
Make	Model	Description	Qty	Unit Price	Total Price	
Access Points - Cisco						
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$	(9,272.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Arlonet APs - Recessed Mount (Default)	-19	\$ -	\$	-
Cisco	SW2802-CAPWAP-K9	Cisco Arlonet 2800 Series CAPWAP Software Image	-19	\$ -	\$	-
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$	-
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$	-
Access Points - Meraki AP - ALT 2 - 5 Year						
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	19	\$ 412.00	\$	7,828.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	19	\$ 128.00	\$	2,432.00
Maintenance						
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-19	\$ -	\$	-
SUBTOTAL					\$	988.00

BUILDING NAME: ESTABROOK SCHOOL						
Make	Model	Description	Qty	Unit Price	Total Price	
Access Points - Cisco						
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$	(14,152.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Arlonet APs - Recessed Mount (Default)	-29	\$ -	\$	-
Cisco	SW2802-CAPWAP-K9	Cisco Arlonet 2800 Series CAPWAP Software Image	-29	\$ -	\$	-
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$	-
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$	-
Access Points - Meraki AP - ALT 2 - 5 Year						
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	29	\$ 412.00	\$	11,948.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	29	\$ 128.00	\$	3,712.00
Maintenance						
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-29	\$ -	\$	-
SUBTOTAL					\$	1,508.00

BUILDING NAME: FORD ELEMENTARY LEARNING CENTER						
Make	Model	Description	Qty	Unit Price	Total Price	
Access Points - Cisco						
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$	(10,248.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Arlonet APs - Recessed Mount (Default)	-21	\$ -	\$	-
Cisco	SW2802-CAPWAP-K9	Cisco Arlonet 2800 Series CAPWAP Software Image	-21	\$ -	\$	-
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$	-
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$	-
Access Points - Meraki AP - ALT 2 - 5 Year						
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	21	\$ 412.00	\$	8,652.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	21	\$ 128.00	\$	2,688.00
Maintenance						
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$	-
SUBTOTAL					\$	1,092.00

APPENDIX C

BUILDING NAME: HOLMES ELEMENTARY					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -
Access Points - Meraki AP - ALT 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	17	\$ 128.00	\$ 2,176.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-17	\$ -	\$ -
SUBTOTAL					\$ 884.00

BUILDING NAME: PERRY CHILD DEVELOPMENT CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	24	\$ 128.00	\$ 3,072.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 1,248.00

BUILDING NAME: YPSILANTI COMMUNITY HIGH SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -
Access Points - Meraki AP - ALT 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	71	\$ 128.00	\$ 9,088.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-71	\$ -	\$ -
SUBTOTAL					\$ 3,692.00

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BUILDING NAME: YPSILANTI INTERNATIONAL ELEMENTARY SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	24	\$ 128.00	\$ 3,072.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 1,248.00

BUILDING NAME: YPSILANTI NEW MIDDLE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-49	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -
Access Points - Meraki AP - ALT 2 - 5 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	49	\$ 412.00	\$ 20,188.00
Cisco	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	49	\$ 128.00	\$ 6,272.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -
SUBTOTAL					\$ 2,548.00
ALT 2 - 5 YEAR (ADD TO BASE BID) GRAND TOTAL					\$ 14,352.00

App C – Alternate 3 Bid

BUILDING NAME: ACCE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-22	\$ 488.00	\$ (10,736.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-22	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-22	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-22	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-22	\$ -	\$ -
Access Points - Meraki AP Alt 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	22	\$ 412.00	\$ 9,064.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	22	\$ 256.00	\$ 5,632.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-22	\$ -	\$ -
SUBTOTAL					\$ 3,960.00

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BUILDING NAME: ERICKSON SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-19	\$ 488.00	\$ (9,272.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-19	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-19	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-19	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-19	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	19	\$ 412.00	\$ 7,828.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	19	\$ 256.00	\$ 4,864.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-19	\$ -	\$ -
SUBTOTAL					\$ 3,420.00

BUILDING NAME: ESTABROOK SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-29	\$ 488.00	\$ (14,152.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-29	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-29	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-29	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-29	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	29	\$ 412.00	\$ 11,948.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	29	\$ 256.00	\$ 7,424.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-29	\$ -	\$ -
SUBTOTAL					\$ 5,220.00

BUILDING NAME: FORD ELEMENTARY LEARNING CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-21	\$ 488.00	\$ (10,248.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-21	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-21	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-21	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-21	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	21	\$ 412.00	\$ 8,652.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	21	\$ 256.00	\$ 5,376.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-21	\$ -	\$ -
SUBTOTAL					\$ 3,780.00

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BUILDING NAME: HOLMES ELEMENTARY					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-17	\$ 488.00	\$ (8,296.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-17	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-17	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-17	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-17	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	17	\$ 412.00	\$ 7,004.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	17	\$ 256.00	\$ 4,352.00
				\$ -	
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-17	\$ -	\$ -
SUBTOTAL					\$ 3,060.00

BUILDING NAME: PERRY CHILD DEVELOPMENT CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	24	\$ 256.00	\$ 6,144.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 4,320.00

BUILDING NAME: YPSILANTI COMMUNITY HIGH SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-71	\$ 488.00	\$ (34,648.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-71	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-71	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-71	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-71	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	71	\$ 412.00	\$ 29,252.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	71	\$ 256.00	\$ 18,176.00
Maintenance					
Cisco	CON-SW-AIRAPKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-71	\$ -	\$ -
SUBTOTAL					\$ 12,780.00

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BUILDING NAME: YPSILANTI INTERNATIONAL ELEMENTARY SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-24	\$ 488.00	\$ (11,712.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-24	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-24	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-24	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-24	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	24	\$ 412.00	\$ 9,888.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	24	\$ 256.00	\$ 6,144.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG - 12 Months	-24	\$ -	\$ -
SUBTOTAL					\$ 4,320.00

BUILDING NAME: YPSILANTI NEW MIDDLE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
Access Points - Cisco					
Cisco	AIR-AP2802I-B-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE B	-49	\$ 488.00	\$ (23,912.00)
Cisco	AIR-AP-T-RAIL-R	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default)	-49	\$ -	\$ -
Cisco	SW2802-CAPWAP-K9	Cisco Aironet 2800 Series CAPWAP Software Image	-49	\$ -	\$ -
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	-49	\$ -	\$ -
Cisco	AIR2800-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT for AIR2800	-49	\$ -	\$ -
Access Points - Meraki AP - ALT 3 - 10 Year					
Cisco	MR45-HW	Meraki MR45 Cloud Managed Indoor AP	49	\$ 412.00	\$ 20,188.00
Cisco	LIC-ENT-10YR	Meraki MR Enterprise License, 10YR	49	\$ 256.00	\$ 12,544.00
Maintenance					
Cisco	CON-SW-AIRAPIKB	SNTC-NO RMA 802.11ac W2 AP w/CA; 3x4:3; Int Ant; 2xG	-49	\$ -	\$ -
SUBTOTAL					\$ 8,820.00
ALT 3 - 10 YEAR (ADD TO BASE BID) GRAND TOTAL					\$ 49,680.00

App C – Alternate 4 Bid

BUILDING NAME: ACCE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	14	\$ 51.00	\$ 714.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LQ/LC 62.5/125 ROHS	7	\$ 9.00	\$ 63.00
SUBTOTAL					\$ 777.00

BUILDING NAME: ERICKSON SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LQ/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00
SUBTOTAL					\$ 111.00

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BUILDING NAME: ESTABROOK SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00
SUBTOTAL					\$ 222.00

BUILDING NAME: FORD ELEMENTARY LEARNING CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00
SUBTOTAL					\$ 111.00

BUILDING NAME: HOLMES ELEMENTARY					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	2	\$ 51.00	\$ 102.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	1	\$ 9.00	\$ 9.00
SUBTOTAL					\$ 111.00

BUILDING NAME: PERRY CHILD DEVELOPMENT CENTER					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00
SUBTOTAL					\$ 222.00

BUILDING NAME: YPSILANTI COMMUNITY HIGH SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	20	\$ 51.00	\$ 1,020.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	10	\$ 9.00	\$ 90.00
SUBTOTAL					\$ 1,110.00

BUILDING NAME: YPSILANTI INTERNATIONAL ELEMENTARY SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	4	\$ 51.00	\$ 204.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	2	\$ 9.00	\$ 18.00
SUBTOTAL					\$ 222.00

APPENDIX C

BUILDING NAME: YPSILANTI NEW MIDDLE SCHOOL					
Make	Model	Description	Qty	Unit Price	Total Price
SFP's and Fiber Patch Cable					
EQUAL	GLC-SX-MMD-EO	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	10	\$ 51.00	\$ 510.00
BELKIN	F2F202LL-01M	MultiMode Duplex Fiber Optic Patch Cable - LC Male - LC Male - 3.28ft LC/LC 62.5/125 ROHS	5	\$ 9.00	\$ 45.00
SUBTOTAL					\$ 555.00
ALT 3 - 10 YEAR (ADD TO BASE BID) GRAND TOTAL					\$ 3,441.00

App C – Alternate 5 Bid

Day 2 SMALL Support Retainer - Alt 5					
Make	Model	Description	Qty	Unit Price	Total Price
		Day 2 - Small Support Retainer - A5			
STI	STH-RETAINER	Sentinel Day 2 Support Retainer	1	\$ 10,000.00	\$ 10,000.00
SUBTOTAL					\$ 10,000.00
ALT 5 - Small Day 2 Support Retainer (ADD TO BASE BID) GRAND TOTAL					\$ 10,000.00

App C – Alternate 6 Bid

Day 2 MEDIUM Support Retainer - Alt 6					
Make	Model	Description	Qty	Unit Price	Total Price
		Day 2 - Medium Support Retainer - A5			
STI	STH-RETAINER	Sentinel Day 2 Support Retainer	1	\$ 15,000.00	\$ 15,000.00
SUBTOTAL					\$ 15,000.00
ALT 6 - Medium Day 2 Support Retainer (ADD TO BASE BID) GRAND TOTAL					\$ 15,000.00

Appendix D- Familial Disclosure Affidavit

Ypsilanti Community Schools

APPENDIX D - FAMILIAL DISCLOSURE AFFIDAVIT

All Bids shall be accompanied by a sworn statement disclosing any familial relationship that exists between the owner(s) or any employee of the Bidder and any member of the Board of Education of the District and/or the Superintendent of the District.

The undersigned, owner or authorized officer of Sentinel Technologies, Inc. (the Bidder), pursuant to the familial disclosure requirement provided in the Ypsilanti Community Schools Universal Service Fund Request for Proposals, hereby represent and warrant, except as provided below, that no familial relationships exist between the Bidder or any employee of the Bidder, and any member of the Ypsilanti Community Schools Board of Education and/or the Superintendent.

The following are the Bidders familial relationship(s) with the Ypsilanti Community Schools:

Bidder/Employer	Name Related to:	Relationship
1.		
2.		

(Attach additional pages if necessary to disclose all familial relationships.)

There is no familial relationship that exists between the Bidder and/or any employee of the Bidder and any member of the Ypsilanti Community Schools Board of Education and/or the Superintendent.

Bidder: Sentinel Technologies, Inc.
(Company Name)

By: [Signature]
(Signature)
Operations Manager, Eastern Region
(Title)

This instrument was acknowledged before me, a Notary Public, in and for Livingston County, Michigan on this 12th day of February, 2020.

[Signature]
(Notary Public Signature)

SS:

TRICIA VANCAMP
Notary Public, State of Michigan
County of Livingston
My Commission Expires 01/02/2025
Acting in the County of Wayne

My Commission expires: 01/02/2025

Acting in the County of: Wayne

Appendix E- Iran Linked Business Affidavit

Ypsilanti Community Schools

APPENDIX E - IRAN LINKED BUSINESS AFFIDAVIT

All Bids shall be accompanied by a sworn statement disclosing any Iran Linked Business relationship that exists within the owners, including its officers, directors and employees.

The undersigned, owner or authorized officer of Sentinel Technologies, Inc. (the bidder), pursuant to Michigan Public Act No. 517 of 2012, the "Iran Linked Business" requirement provided in the Ypsilanti Community Schools Universal Service Fund Request for Proposals hereby represents and warrants that the bidder, including its officers, directors and employees, is not an "Iran Linked Business" within the meaning of the applicable Public Act, and that in the event bidder is awarded a contract as a result of this RFP, the bidder will not become an "Iran Linked Business" at any time during the course of performing under the contract. The bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the District investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on future Requests for Proposals (RFP's) for three (3) years from the date that it is determined that the person has submitted the false certification.

There is not an "Iran Linked Business" that exists within the bidder and/or owner, officers, directors and employees.

Bidder: Sentinel Technologies, Inc.
(Company Name)

By: [Signature]
(Signature)
Operations Manager, Eastern Region
(Title)

This instrument was acknowledged before me, a Notary Public, in and for Livingston County, on this 12th day of February, 2020.

[Signature]
(Notary Public Signature)

SS: **TRICIA VANCAMP**
Notary Public, State of Michigan
County of Livingston
My Commission Expires 01/02/25
Acting in the County of Wayne

My Commission expires: 01/02/2025

Acting in the County of: Wayne

Bid Bond

THE AMERICAN INSTITUTE OF ARCHITECTS

AIA Document A310 Bid Bond

KNOW ALL MEN BY THESE PRESENTS, THAT WE Sentinel Technologies, Inc. 2550 Warrenton Road Downers Grove, IL 60515

as Principal, hereinafter called the Principal, and Washington International Insurance Company 1200 Main Street, Suite 800 Kansas City, MO 64105

a corporation duly organized under the laws of the State of NH

as Surety, hereinafter called the Surety, are held and firmly bound unto Ypsilanti Community Schools 1885 Packard Road Ypsilanti, MI 48197

as Oblige, hereinafter called the Oblige, in the sum of Five Percent of Amount Bid Dollars (\$ 5%)

for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the Principal has submitted a bid for E Rate RFP FY2020 Wireless Network Electronics.

NOW, THEREFORE, if the Oblige shall accept the bid of the Principal and the Principal shall enter into a Contract with the Oblige in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and materials furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Oblige the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Oblige may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed this 28th day of February, 2020

Handwritten signature of witness for Principal

Sentinel Technologies, Inc. (Principal) By: [Signature] Ops Mgr (Title)

Handwritten signature of witness for Surety



Washington International Insurance Company (Surety) By: [Signature] William P. Maher Attorney-in-Fact (Title)

BID BOND

G-23208-B

ss.

STATE OF Illinois

COUNTY OF Cook

I, V Broaddus Notary Public of Cook County,

in the State of Illinois, do hereby certify that William P. Maher

Attorney-in-Fact, of the Washington International Insurance Company

who is personally known to me to be the same person whose name is

subscribed to the foregoing instrument, appeared before me this day in person, and

acknowledged that he signed, sealed and delivered said instrument, for and on behalf of the

Washington International Insurance Company

for the uses and purposes therein set forth.

Given under my hand and notarial seal at my office in the City of Palatino

in said County, this 28th day of February A.D., 2020

V Broaddus

Notary Public V Broaddus

My Commission expires: April 28, 2021

Notary Public
V Broaddus
Notary Public
Notary Public

BID BOND

SWISS RE CORPORATE SOLUTIONS

NORTH AMERICAN SPECIALTY INSURANCE COMPANY
WASHINGTON INTERNATIONAL INSURANCE COMPANY

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT North American Specialty Insurance Company, a corporation duly organized and existing under laws of the State of New Hampshire, and having its principal office in the City of Kansas City, Missouri, and Washington International Insurance Company, a corporation organized and existing under the laws of the State of New Hampshire and having its principal office in the City of Kansas City, Missouri, each does hereby make, constitute and appoint: **William P. Malter**

Principal: Sentinel Technologies, Inc. Bond Number: Bid Bond
Obligee: Ypsilanti Community Schools Bond Amount: See Bond Form
Bond Description: E-Rate RFP FY2020 Wireless Network Electronics.

Its true and lawful Attorney(s)-in-fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of: FIFTY MILLION (\$50,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both North American Specialty Insurance Company and Washington International Insurance Company at meetings duly called and held on the 9th of May, 2012:

"RESOLVED, that any two of the Presidents, any Managing Director, any Senior Vice President, any Vice President, any Assistant Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Company bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized in respect to the execution of any such Power of Attorney and to attach thereon the seal of the Company; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Company when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached"



By [Signature]
George P. Andrus, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company



By [Signature]
Michael A. Ito, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company

IN WITNESS WHEREOF, North American Specialty Insurance Company and Washington International Insurance Company have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers this 1st day of February, 2019.

North American Specialty Insurance Company
Washington International Insurance Company

State of Illinois
County of Cook

On this 1st day of February, 2019, before me, a Notary Public personally appeared Steven P. Anderson, Senior Vice President of Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company and Michael A. Ito, Senior Vice President of Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies



[Signature]
M. Kenny, Notary Public

I, Jeffrey Goldstein, the duly elected Assistant Secretary of North American Specialty Insurance Company and Washington International Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said North American Specialty Insurance Company and Washington International Insurance Company, which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 28th day of February, 2019.

[Signature]
Jeffrey Goldstein, Assistant Secretary
Washington International Insurance Company & North American Specialty Insurance Company

ACCEPTANCE OF RFP TERMS

Acceptance of RFP Terms

Sentinel Response: Sentinel Technologies Inc. has read, understands, and agrees to the terms of the RFP unless otherwise noted.

E-Rate Project and Payment Terms

This proposal is valid through the FY2020 E-Rate Filing Period.

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 USA C-SLD of the FCC (E-Rate) for the items and services requested. In the event that an E-Rate funding award is not made for the items or services sought in this agreement, this project and subsequent award is considered null and void.

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 equipment and items approved by the SLD for funding.

SLD Funded Payment Terms

After proceeding as outlined above, Sentinel will invoice the Customer only their portion of the E-Rate funding commitment, all E-Rate ineligible costs and costs in excess of the SLD funding commitment amounts, and the Customer's full matching "undiscounted" 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 project is to commence, the Customer may elect to proceed with the project in advance of a funding commitment, so far as work commences within the fiscal year from April 1, 2020 through June 30, 2021. If the Customer elects to proceed with the project in advance of receiving necessary funding commitments from the SLD, Sentinel will invoice the Customer all project 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.

Non E-Rate Payment Terms

Hardware/Software: Non-labor – 50% at contract, balance upon delivery for staging or to Customer location, whichever occurs first.

Professional Services: Labor – Net 30. Fixed Fee Services will be progress billed monthly based on percentage of completion; Milestone Services will be billed at completion of pre-determined phases per the contract terms.

Maintenance: Net 30 days.

If applicable, services 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 after hours at an overtime labor rate.

ERATE PROJECT AND PAYMENT TERM

Fixed Price

For the charges listed above, 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 28th day of February, 2020, this Proposal has been respectfully submitted by Sentinel Technologies, Inc., signed by its duly authorized agent below:

CUSTOMER:
Ypsilanti Community Schools

Signature: _____

Printed Name: _____

Title: _____

Date: _____

CONTRACTOR:
Sentinel Technologies, Inc.

Signature: Robert Lenartowicz _____

Printed Name: Robert Lenartowicz _____

Title: Chief Operations Officer _____

Date: 2/28/2020 _____

Exhibit A – Cisco Enhanced Limited Lifetime Hardware Warranty and 3-
years Technical Support



Cisco Enhanced Limited Lifetime
Hardware Warranty and 3-years
Technical Support

WARR-ETLD-LIFE-EDU

Updated: October 2017

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EXHIBIT A – CISCO ENHANCED LIMITED LIFETIME HARDWARE WARRANTY AND 3-YEARS TECHNICAL SUPPORT

Cisco Enhanced Limited Lifetime Hardware Warranty Terms

The following are terms applicable to your hardware warranty. Your embedded software is subject to the Cisco EULA (link available below) and/or any SEULA or specific Software warranty terms for additional software products loaded on the device.

Duration of Hardware Warranty: Lifetime*

*Contingent that original end user continues to own or use the product. In the event of discontinuance of product manufacture, Cisco hardware warranty support will be discontinued on the Last Date of Support (LDoS) published in the product End of Life Announcement.

Replacement, Repair or Refund Procedure for Hardware: Where available, Cisco will use commercially reasonable efforts to ship a replacement for next business day delivery provided Cisco's determination of the hardware failure has been made before 3 p.m. depot time. If a request is made after 3 p.m. depot time, Cisco will ship the advance replacement on the next business day. Actual delivery times will vary by customer location. Taxes and duties may apply and will be borne by the recipient of the replacement part.

Refer to https://www.cisco.com/en/US/prod/services_genetdoccontent_warranty.html for more information about delivery availability.

Cisco reserves the right to refund the purchase price as its exclusive warranty remedy.

Duration of Technical Support: Three (3) years

This warranty includes access to technical support during local business hours, 8 hours per day, 5 days per week for three (3) years after product shipment. In the event of discontinuance of product manufacture, Cisco phone support will be discontinued on the Last Date of Support (LDoS).

Limited Hardware Warranty

Hardware. Cisco Systems, Inc., or the Cisco Systems, Inc. subsidiary selling the Product ("Cisco") warrants that commencing from the date of shipment to Customer (and in case of resale by a Cisco reseller, commencing not more than ninety (90) days after original shipment by Cisco), and continuing for a period of the longer of (a) ninety (90) days or (b) as otherwise set forth at <https://www.cisco.com/go/warranty>, the Hardware will be free from defects in material and workmanship under normal use. The date of shipment of a Product by Cisco is set forth on the packaging material in which the Product is shipped. This limited warranty extends only to the original user of the Product. Customer's sole and exclusive remedy and the entire liability of Cisco and its suppliers under this limited warranty will be, at Cisco's or its service center's option, shipment of a replacement within the warranty period and according to the replacement process described in the warranty card (if any), or if no warranty card, as described on the Cisco Product Warranties web page <https://www.cisco.com/go/warranty> or a refund of the purchase price if the Hardware is returned to the party supplying it to Customer, freight and insurance prepaid. Cisco replacement parts used in Hardware replacement may be new or equivalent to new. Cisco's obligations hereunder are conditioned upon the return of affected Hardware in accordance with Cisco's or its service center's then-current Return Material Authorization (RMA) procedures.

Restrictions. This limited warranty does not apply if the Hardware (a) has been altered, except by Cisco or its authorized representative, (b) has not been installed, operated, repaired, or maintained in accordance with instructions supplied by Cisco, (c) has been subjected to abnormal physical or electrical stress, abnormal environmental conditions, misuse, negligence, or accident or (d) is licensed for beta, evaluation, testing or demonstration purposes.

EXHIBIT A – CISCO ENHANCED LIMITED LIFETIME HARDWARE WARRANTY AND 3-YEARS TECHNICAL SUPPORT

DISCLAIMER OF WARRANTY

EXCEPT AS SPECIFIED IN THIS LIMITED WARRANTY, ALL EXPRESS OR IMPLIED CONDITIONS, REPRESENTATIONS, AND WARRANTIES INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTY OR CONDITION OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON-INFRINGEMENT, SATISFACTORY QUALITY, NON-INTERFERENCE, ACCURACY OF INFORMATIONAL CONTENT, OR ARISING FROM A COURSE OF DEALING, LAW, USAGE, OR TRADE PRACTICE, ARE HEREBY EXCLUDED TO THE EXTENT ALLOWED BY APPLICABLE LAW AND ARE EXPRESSLY DISCLAIMED BY CISCO, ITS SUPPLIERS AND LICENSORS. TO THE EXTENT AN IMPLIED WARRANTY CANNOT BE EXCLUDED, SUCH WARRANTY IS LIMITED IN DURATION TO THE EXPRESS WARRANTY PERIOD. BECAUSE SOME STATES OR JURISDICTIONS DO NOT ALLOW LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS, THE ABOVE LIMITATION MAY NOT APPLY. THESE WARRANTIES GIVE CUSTOMER SPECIFIC LEGAL RIGHTS, AND CUSTOMER MAY ALSO HAVE OTHER RIGHTS WHICH VARY FROM JURISDICTION TO JURISDICTION. This disclaimer and exclusion shall apply even if the express warranty set forth above fails of its essential purpose.

Limitations and Exclusions of Liability. In no event will Cisco or its licensors be liable for the following, regardless of the theory of liability or whether arising out of the use or inability to use the Hardware or otherwise, even if a party been advised of the possibility of such damages: (a) indirect, incidental, exemplary, special or consequential damages; (b) loss or corruption of data or interrupted or loss of business; or (c) loss of revenue, profits, goodwill or anticipated sales or savings. All liability of Cisco, its affiliates, officers, directors, employees, agents, suppliers and licensors collectively, to Customer, whether based in warranty, contract, tort (including negligence), or otherwise, shall not exceed the license fees paid by Customer to any Approved Source for the Hardware that gave rise to the claim. This limitation of liability for Hardware is cumulative and not per incident. Nothing in this limited warranty limits or excludes any liability that cannot be limited or excluded under applicable law.

Governing Law, Jurisdiction and Venue

If Customer acquired the Product in a country or territory listed below, as determined by reference to the address on the purchase order the Approved Source accepted, this table identifies the law that governs this limited warranty (notwithstanding any conflict of laws provision) and the specific courts that have exclusive jurisdiction over any claim arising under this limited warranty.

Country or Territory	Governing Law	Jurisdiction and Venue
United States, Latin America or the Caribbean	State of California, United States of America	Federal District Court, Northern District of California or Superior Court of Santa Clara County, California
Canada	Province of Ontario, Canada	Courts of the Province of Ontario, Canada
Europe (excluding Italy), Middle East, Africa, Asia or Oceania (excluding Australia)	Laws of England	English Courts
Japan	Laws of Japan	Tokyo District Court of Japan
Australia	Laws of the State of New South Wales	State and Federal Courts of New South Wales
Italy	Laws of Italy	Court of Milan
China	Laws of the People's Republic of China	Hong Kong International Arbitration Center
All other countries or territories	State of California	State and Federal Courts of California

EXHIBIT A – CISCO ENHANCED LIMITED LIFETIME HARDWARE WARRANTY AND 3-YEARS TECHNICAL SUPPORT

The parties specifically disclaim the application of the UN Convention on Contracts for the International Sale of Goods. In addition, no person who is not a party to the EULA shall be entitled to enforce or take the benefit of any of its terms under the Contracts (Rights of Third Parties) Act 1999. Regardless of the above governing law, either party may seek interim injunctive relief in any court of appropriate jurisdiction with respect to any alleged breach of such party's intellectual property or proprietary rights.

Return Material Authorizations

To Receive a Return Materials Authorization (RMA) Number:

- Please contact the party from whom you purchased the product.
- If you purchased the product directly from Cisco, call Cisco TAC by phone to start a validation of your warranty claim.

To obtain a directory of toll-free Cisco TAC telephone numbers for your country, go to this URL:

<https://www.cisco.com/go/DirTAC>.

If you are instructed to return your product under the terms of your warranty and issued an RMA Number, follow these steps:

- Return the unit to Cisco or your network supplier as instructed.
- Your unit will be replaced per the applicable warranty guidelines.
- If you cannot locate your network supplier, you may return the unit to Cisco.

Important Note – All material returned to Cisco must be accompanied by a Return Material Authorization (RMA) number. This number is necessary so that the factory can ensure proper tracking and handling of returned material.

If you do not have an RMA number, Cisco reserves the right to refuse receipt of returned units.

Important Claim Information

Complete the form below and keep for ready reference.

Product purchased from:	
Their telephone number:	
Product Model and Serial number:	
Maintenance Contract number:	

Service Assistance

If you have a Cisco SMART Net Total Care service program or other maintenance agreement, request service under your agreement. You can purchase maintenance contracts from your local network supplier or from Cisco directly.

Call the Cisco TAC line if you have contracted for this service. TAC support is not available as part of warranty alone.

To obtain a directory of toll-free Cisco TAC telephone numbers for your country, go to this URL.

<https://www.cisco.com/go/DirTAC>.

EXHIBIT A – CISCO ENHANCED LIMITED LIFETIME HARDWARE WARRANTY AND 3-YEARS TECHNICAL SUPPORT

Online Resources

Cisco End User License Agreement (EULA)

The Cisco End User License Agreement (EULA) governing software use is available at the following URL:

<https://www.cisco.com/go/softwareterms>.

Warranty Online

Product warranty terms and other information applicable to Cisco products are available at the following URL:

<https://www.cisco.com/go/warranty>.

Consult the above website or your Cisco Sales and Service Representative for a complete listing of Cisco products and applicable warranties.

Obtaining Documentation

For information on obtaining documentation, submitting a service request, and gathering additional information, see the monthly What's New in Cisco Product Documentation, which also lists all new and revised Cisco technical documentation, at: <https://www.cisco.com/en/US/docs/general/whatsnew/whatsnew.html>.

Document ID: EDCS-11619108

Version: 1




Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV
Amsterdam, The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at <https://www.cisco.com/go/offices>.

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Printed in USA

C99-740616-00 04/18

Exhibit B – Cisco K12 Bundled Warranty

U.S. K-12 Bundled Warranty Offer

Available to all Cisco U.S. K-12 and library customers, this program offers discounts on E-rate-eligible products, and provides 12 months of access to Cisco's Technical Assistance Center (TAC), software updates, and Cisco.com, plus up to three years of advance hardware replacement, with annual service renewal.

Exhibit C – Cisco Limited Lifetime Warranty



Cisco Limited Lifetime Hardware Warranty

WARR-LTD-LIFE-HW

Updated: October 2017

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Cisco Limited Lifetime Hardware Warranty Terms

The following are terms applicable to your hardware warranty. Your embedded software is subject to the Cisco EULA (link available below) and/or any SEULA or specific Software warranty terms for additional software products loaded on the device.

Duration of Hardware Warranty: Lifetime

*Contingent that original end user continues to own or use the product. In the event of discontinuance of product manufacture, Cisco hardware warranty support will be discontinued on the Last Date of Support (LDoS) published in the product End of Life Announcement.

Replacement, Repair or Refund Procedure for Hardware: Cisco or its service center will use commercially reasonable efforts to ship a replacement part within ten (10) working days after receipt of the RMA request. Actual delivery times may vary depending on Customer location.

Cisco reserves the right to refund the purchase price as its exclusive warranty remedy.

Limited Hardware Warranty

Hardware. Cisco Systems, Inc., or the Cisco Systems, Inc. subsidiary selling the Product ("Cisco") warrants that commencing from the date of shipment to Customer (and in case of resale by a Cisco reseller, commencing not more than ninety (90) days after original shipment by Cisco), and continuing for a period of the longer of (a) ninety (90) days or (b) as otherwise set forth at <https://www.cisco.com/go/warranty>, the Hardware will be free from defects in material and workmanship under normal use. The date of shipment of a Product by Cisco is set forth on the packaging material in which the Product is shipped. This limited warranty extends only to the original user of the Product. Customer's sole and exclusive remedy and the entire liability of Cisco and its suppliers under this limited warranty will be, at Cisco's or its service center's option, shipment of a replacement within the warranty period and according to the replacement process described in the warranty card (if any), or if no warranty card, as described on the Cisco Product Warranties web page <https://www.cisco.com/go/warranty> or a refund of the purchase price if the Hardware is returned to the party supplying it to Customer, freight and insurance prepaid. Cisco replacement parts used in Hardware replacement may be new or equivalent to new. Cisco's obligations hereunder are conditioned upon the return of affected Hardware in accordance with Cisco's or its service center's then-current Return Material Authorization (RMA) procedures.

Restrictions. This limited warranty does not apply if the Hardware (a) has been altered, except by Cisco or its authorized representative, (b) has not been installed, operated, repaired, or maintained in accordance with instructions supplied by Cisco, (c) has been subjected to abnormal physical or electrical stress, abnormal environmental conditions, misuse, negligence, or accident; or (d) is licensed for beta, evaluation, testing or demonstration purposes.

EXHIBIT C – CISCO LIMITED LIFETIME WARRANTY

DISCLAIMER OF WARRANTY

EXCEPT AS SPECIFIED IN THIS LIMITED WARRANTY, ALL EXPRESS OR IMPLIED CONDITIONS, REPRESENTATIONS, AND WARRANTIES INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTY OR CONDITION OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON-INFRINGEMENT, SATISFACTORY QUALITY, NON-INTERFERENCE, ACCURACY OF INFORMATIONAL CONTENT, OR ARISING FROM A COURSE OF DEALING, LAW, USAGE, OR TRADE PRACTICE, ARE HEREBY EXCLUDED TO THE EXTENT ALLOWED BY APPLICABLE LAW AND ARE EXPRESSLY DISCLAIMED BY CISCO, ITS SUPPLIERS AND LICENSORS. TO THE EXTENT AN IMPLIED WARRANTY CANNOT BE EXCLUDED, SUCH WARRANTY IS LIMITED IN DURATION TO THE EXPRESS WARRANTY PERIOD. BECAUSE SOME STATES OR JURISDICTIONS DO NOT ALLOW LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS, THE ABOVE LIMITATION MAY NOT APPLY. THESE WARRANTIES GIVE CUSTOMER SPECIFIC LEGAL RIGHTS, AND CUSTOMER MAY ALSO HAVE OTHER RIGHTS WHICH VARY FROM JURISDICTION TO JURISDICTION. This disclaimer and exclusion shall apply even if the express warranty set forth above fails of its essential purpose.

Limitations and Exclusions of Liability. In no event will Cisco or its licensors be liable for the following, regardless of the theory of liability or whether arising out of the use or inability to use the Hardware or otherwise, even if a party been advised of the possibility of such damages: (a) indirect, incidental, exemplary, special or consequential damages; (b) loss or corruption of data or interrupted or loss of business; or (c) loss of revenue, profits, goodwill or anticipated sales or savings. All liability of Cisco, its affiliates, officers, directors, employees, agents, suppliers and licensors collectively, to Customer, whether based in warranty, contract, tort (including negligence), or otherwise, shall not exceed the license fees paid by Customer to any Approved Source for the Hardware that gave rise to the claim. This limitation of liability for Hardware is cumulative and not per incident. Nothing in this limited warranty limits or excludes any liability that cannot be limited or excluded under applicable law.

Governing Law, Jurisdiction and Venue

If Customer acquired the Product in a country or territory listed below, as determined by reference to the address on the purchase order the Approved Source accepted, this table identifies the law that governs this limited warranty (notwithstanding any conflict of laws provision) and the specific courts that have exclusive jurisdiction over any claim arising under this limited warranty.

Country or Territory	Governing Law	Jurisdiction and Venue
United States, Latin America or the Caribbean	State of California, United States of America	Federal District Court, Northern District of California or Superior Court of Santa Clara County, California
Canada	Province of Ontario, Canada	Courts of the Province of Ontario, Canada
Europe (excluding Italy), Middle East, Africa, Asia or Oceania (excluding Australia)	Laws of England	English Courts
Japan	Laws of Japan	Tokyo District Court of Japan
Australia	Laws of the State of New South Wales	State and Federal Courts of New South Wales
Italy	Laws of Italy	Court of Milan
China	Laws of the People's Republic of China.	Hong Kong International Arbitration Center
All other countries or territories	State of California	State and Federal Courts of California

EXHIBIT C – CISCO LIMITED LIFETIME WARRANTY

The parties specifically disclaim the application of the UN Convention on Contracts for the International Sale of Goods. In addition, no person who is not a party to the EULA shall be entitled to enforce or take the benefit of any of its terms under the Contracts (Rights of Third Parties) Act 1999. Regardless of the above governing law, either party may seek interim injunctive relief in any court of appropriate jurisdiction with respect to any alleged breach of such party's intellectual property or proprietary rights.

Return Material Authorizations

To Receive a Return Materials Authorization (RMA) Number:

- Please contact the party from whom you purchased the product.
- If you purchased the product directly from Cisco, call Cisco TAC by phone to start a validation of your warranty claim.

To obtain a directory of toll-free Cisco TAC telephone numbers for your country, go to this URL:

<https://www.cisco.com/go/OurTAC>.

If you are instructed to return your product under the terms of your warranty and issued an RMA Number, follow these steps:

- Return the unit to Cisco or your network supplier as instructed.
- Your unit will be replaced per the applicable warranty guidelines.
- If you cannot locate your network supplier, you may return the unit to Cisco.

Important Note - All material returned to Cisco must be accompanied by a Return Material Authorization (RMA) number. This number is necessary so that the factory can ensure proper tracking and handling of returned material.

If you do not have an RMA number, Cisco reserves the right to refuse receipt of returned units.

Important Claim Information

Complete the form below and keep for ready reference.

Product purchased from:	
Their telephone number:	
Product Model and Serial number:	
Maintenance Contract number:	

Service Assistance

If you have a Cisco SMART Net Total Care service program or other maintenance agreement, request service under your agreement. You can purchase maintenance contracts from your local network supplier or from Cisco directly.

Call the Cisco TAC line if you have contracted for this service. TAC support is not available as part of warranty alone.

To obtain a directory of toll-free Cisco TAC telephone numbers for your country, go to this URL:

<https://www.cisco.com/go/OurTAC>.

Online Resources

Cisco End User License Agreement (EULA)

The Cisco End User License Agreement (EULA) governing software use is available at the following URL:

<https://www.cisco.com/go/softwareterms>.

Warranty Online

Product warranty terms and other information applicable to Cisco products are available at the following URL:

<https://www.cisco.com/go/warranty>.

Consult the above website or your Cisco Sales and Service Representative for a complete listing of Cisco products and applicable warranties.

Obtaining Documentation

For information on obtaining documentation, submitting a service request, and gathering additional information, see the monthly What's New in Cisco Product Documentation, which also lists all new and revised Cisco technical documentation, at: <https://www.cisco.com/en/US/docs/general/whatsnew/whatsnew.html>.

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YCS Wireless Project

Company	Bid Cost	Additional Costs	Total Cost	Approx E-Rate Discount	Approx District Expense	Notes
Sentinel	\$250,444.35	\$71,771.00	\$322,215.35	\$225,425.40	\$96,789.95	Includes Alt 6, Alt 8, Alt 3 Meraki
Sentinel	\$250,444.35	\$38,375.00	\$288,819.35	\$197,038.80	\$91,780.55	Includes Alt 7 Prime, Alt 6, Alt 8
InaComp	\$294,452.31	\$3,036.81	\$297,489.12	\$194,453.29	\$103,035.83	Includes Alt 3

The E-Rate bid that closed this year is intended to replace the aging wireless infrastructure in the district. This project will replace 228 wireless access points and add an additional 48 strategically throughout each building in the district. This will allow for greater bandwidth and wireless coverage for our classrooms. This also includes new switches to accommodate those additional access points.

We received bids from 2 companies and one of the bids offers multiple alternatives. InaComp offers similar or like but current Cisco equipment as replacements. Sentinel offers the new equipment utilizing the same or like current Cisco equipment that is also updated. Both have a 3 year standard Cisco warranty. The alternative from Sentinel is a newer cloud managed solution with Cisco Meraki access points with 10 years of subscription and warranty.

Technology recommends Sentinel with the Meraki equipment, for easier wireless management and better lifecycle coverage (10 years). Schools like Saline and Dexter have already integrated this solution into some of their buildings with the intent to eventually replace all their buildings with Meraki. We have a demonstration unit on hand to ensure it works with our current network environment and have tested most of our equipment on it with no issues.

The calculation of costs is based off of what our pass E-Rate discount and reimbursement numbers have been and represents only an estimate.

YPSILANTI COMMUNITY SCHOOLS

*Administration Building, Professional Development Room * 1885 Packard Rd.; Ypsilanti, MI 48197*

MINUTES: REGULAR MEETING OF THE BOARD OF EDUCATION

Monday, March 9, 2020

The meeting was called to order by President Dr. Celeste Hawkins at 6:31 p.m. The Pledge of Allegiance was recited, led by Washtenaw International Middle Academy (WIMA) students and Principal Nhu Do.

MEMBERS OF THE BOARD OF EDUCATION PRESENT

President Dr. Celeste Hawkins, Vice-President Brenda Meadows, Secretary Maria Sheler-Edwards (6:41 arrival), Treasurer Gillian Ream Gainsley, Trustee Sharon Lee, Trustee Meredith Schindler

MEMBERS OF THE BOARD OF EDUCATION ABSENT

Trustee Ellen Champagne

ACHIEVEMENTS, AWARDS AND RECOGNITION

WIMA Points of Pride included: 1) Black History Month Celebration & Participation; 2) EMU Mentoring Partnership; 3) Place Out of Time Partnership with the University of Michigan; 4) WIMA & WIHI Annual Career Day; 5) WIMA Field Trips for All Grade Levels; 6) Healthy Schools Own-A-Bike Program, and; 7) Design Technology Submissions Beyond the Walls of WIMA.

Acknowledgement: Superintendent Alena Zachery-Ross honored each Board member with a carnation. The flower was in recognition of Women's History Month. Zachery-Ross recognized the Board's tenacity, dedication, leadership, support and dedication.

ACCEPTANCE OF "AMENDED" AGENDA: Accepted as Amended

Motion by Lee, supported by Schindler

Action Recorded: 5/Yes; 0/No

(Sheler-Edwards arrival)

PRESENTATIONS

Read by Grade 3, An Overview of the Law: Assistant Superintendent Dr. Carlos Lopez gave an overview of the "Read by Grade Three" law, including the five components of this law. This legislation, passed in Michigan in 2016, is Public Act 306. Lopez provided the following information/packets: 1) Read by Grade Three (RBG3) Introduction; 2) RBG3, Board Presentation; 3) RBG3 M-Step Criteria; 4) RBG3 Facts for Families, and; 5) RBG3 Facts, Good Cause Exemption. There was also dialogue on a RBG3 family letter, which was distributed to parents on Friday.

Request for Proposal (RFP): Director of District Operations Aaron Rose, at the request of the Board of Education subcommittee, explored cost savings opportunities for energy performance. Currently, there are 14 buildings in the District that we are managing, including five different platforms (some which come as a result of the Willow Run:Ypsilanti Public consolidation). Rose gave a presentation regarding the results of the RFP for our energy management system. He requested this item be considered as an action item later in the agenda due to the timeline in order to have the work completed prior to summer work. An approval by the Board tonight, will result in Rose working with Thrun Law Firm to develop the agreement; the agreement would be presented to the vendor so that work may begin in early April.

PUBLIC COMMENTS #1

Debra Stevens commented on summer school.

CONSENT AGENDA

MOTION TO approve the: 1) February 17, 2020 Regular Meeting Minutes; 2) February 17, 2020 Closed Session Meeting Minutes, and ... 3) personnel matters as per the attached list dated March 2, 2020: Retirees, New Hires & Resignations.

Motion by Gainsley, supported by Schindler

Action Recorded: 6/Yes; 0/No

PUBLIC COMMENTS #2: None

ACTION ITEMS, Student Affairs

Grant Award: College Football Playoff Foundation | MAC 2019/20 School Grants

MOTION TO accept a \$5,000 2019/20 school grant award from the College Football Playoff Foundation | Mid American Conference.

Motion by Meadows, supported by Schindler

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Donation: District, Donor – Unite Church

MOTION TO accept an anticipated \$2,000 cash donation from Unite Church on behalf of the District for the 2020 Family and Community Empowerment (F.A.C.E.) Conference.

Motion by Meadows, supported by Lee

Action Recorded: 6/Yes; 0/No

Donation: District, Donor - NAMI

MOTION TO accept an anticipated \$1,000 cash donation from the National Alliance on Mental Illness on behalf of the District for the 2020 Family and Community Empowerment (F.A.C.E.) Conference.

Motion by Schindler, supported by Meadows

Action Recorded: 6/Yes; 0/No

Donation: District, Donor – Chartwells Schools Dining Services

MOTION TO accept an anticipated \$2,000 cash donation from Chartwells Schools Dining Services on behalf of the District for the 2020 Family and Community Empowerment (F.A.C.E.) Conference.

Motion by Lee, supported by Schindler

Action Recorded: 6/Yes; 0/No

ACTION ITEMS, Business/Finance

RFP Recommendation: Energy Management System

MOTION TO approve the bid award to Trane Inc. to serve as the District's Energy Management System Contractor.

Motion by Meadows, supported by Lee

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Lease: Hope Community Church

MOTION TO approve the lease with Landlord Hope Community Church, 2100 Ellsworth – Ypsilanti, MI 48197, and YCS as Tenant at this building for a lease period of October 11, 2020 – October 10, 2021.

Motion by Meadows, supported by Lee

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Lease: Frank Norton #1 of 2, Chapelle Rooms 146 & 148

MOTION TO approve the lease with Frank Norton III, for room rentals at Chapelle Business Center, for a lease period of February 1, 2020 – January 31, 2021.

Motion by Schindler, supported by Gainsley

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Lease: Frank Norton #2 of 2, Room #116

MOTION TO approve the Chapelle Business Center lease with Frank Norton III, for a lease period of January 1, 2020 – December 31, 2020.

Motion by Schindler, supported by Meadows

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Lease: Mentor 2 Youth

MOTION TO approve the lease with Mentor 2 Youth at the Chapelle Business Center, with a lease period of December 1, 2019 – November 30, 2020.

Motion by Meadows, supported by Schindler

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

OTHER

- *Sheler-Edwards* referenced old lease contracts. *Zachery-Ross*: old contracts on way out. Migrating toward boiler plate agreements; not all leases are aligned at this time.
- *Schindler* was grateful for the donors. She referenced a coronavirus message she sent *Zachery-Ross* today.
- *Multiple Board members* acknowledged the multiple donors and Communications/Marketing Coordinator *Taryn Willis* and Assistant Superintendent *Dr. Carlos Lopez* for their work on the FACE conference. *Willis* shared there are 650 people registered for the conference, plus there is a waiting list; with vendors/volunteers – there will be about 1,000 people in the building.
- *Sheler-Edwards* spoke of the recent realtor breakfast, commenting on hearing our story being told.
- *Board/Superintendent* dialogue on coronavirus/COVID-19 concerns, including our pandemic guidelines (thank you, *Dr. Lopez*). Other dialogue included the extra sanitizing efforts, worse case scenarios, online schooling/instructional models, internet access, update meetings with YCS/WISD/Health Department administration and others, and spring break travel. We are being proactive; not reactive. There are plans in place, which will be updated as we move forward.
- *Gainsley* commented on those we feed. *Zachery-Ross* shared our Director of Food Service *Tiffany Houston* is applying for an emergency grant.
- *Zachery-Ross* commented on a recent hand sanitizer distribution to buildings. Approximately 3,000 travel size bottles were donated/distributed. Lastly, reminder of the March 19th WASB M. L. King event.

BOARD/SUPERINTENDENT COMMENTS

- *Taryn Willis* (Communications/Marketing Coordinator) commented on the Teacher of the Year/E3 award.

REQUEST FOR CLOSED SESSION – Section 8 (a) OMA, Employee Requested

MOTION TO convene in closed session under Section 8(a) of the OMA: Employee- Requested Session.

Motion by Lee, supported by Meadows

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

The meeting was called to closed session at 8:18 p.m. The meeting reconvened to open session at 8:38 p.m.

Added Item: REQUEST FOR CLOSED SESSION – Section 8 (h) OMA, Attorney/Client Privilege

MOTION TO convene in closed session under Section 8(h) of the OMA: Attorney/Client Privilege.

Motion by Lee, supported by Schindler

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

The meeting was called to closed session at 8:40 p.m. The meeting reconvened to open session at 8:53 p.m.

ACTION ITEM/Employment Consideration (Potential New Hire: Approval of Employment)

MOTION TO approve the employment of the presented food service candidate.

Motion by Schindler, supported by Sheler-Edwards

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Added Item: ACTION ITEM/Delegate Authority to Superintendent (to sign a Separation Agreement for Release to Superintendent or her Designee)

MOTION TO delegate authority to sign a separation agreement for release to the Superintendent or her designee.

Motion by Lee, supported by Schindler

Roll Call Vote: 6/0 Yes

Yes: Meadows, Gainsley, Schindler, Sheler-Edwards, Lee, Hawkins

Meeting Adjourned: 8:56 p.m.

Minutes Prepared by: Paula Gutzman

Date Approved: _____

Sharon Lee, Secretary
Board of Education
Ypsilanti Community Schools

Amended

Rev 3/23/20

Name	Location	Position	New Position Replacement
New Hire			
Bashara, Jennifer	YIES - Ford	ELL Teacher	Replacement

Note this list is subject to change. If there are any changes, an updated version will be shared before the board meeting.

2019-2020 Chocolate Milk: Nature's Sports Drink Grant

MEMORANDUM OF UNDERSTANDING TEAM MEMBERS = 26 TO 75 ATHLETES

Ypsilanti High School - Boys Track & Field (school and sport) has been selected to receive the **Chocolate Milk: Nature's Sports Drink Grant** for the 2019-2020 school year. This Memorandum of Understanding outlines the responsibilities to be assumed by American Dairy Association of Michigan DBA: UDIM (listed from now on as UDIM) and the awarded school to ensure success with the implementation this grant.

UDIM AGREES TO PROVIDE Ypsilanti High School (school):

- **\$2,000 cash** to purchase chocolate milk and/or a refrigeration unit for your team to fuel up after practices and games during the season.
- Prizes to use for the promotion of **Chocolate Milk: Nature's Sports Drink** including promotional items, posters, and nutrition education materials, as selected by UDIM.

GRANT COMMITMENT INCLUDES:

- School must agree to hang the chocolate milk banner provided by UDIM at all home games for the awarded team.
- School will use \$2,000 to purchase chocolate milk for the team, working with Food Service Director or another vendor to obtain milk. A portion of the funds can be used towards a cooler and/or refrigeration unit IF needed
- School must work with athletic boosters, PTA/PTO or other group to sustain **Chocolate Milk: Nature's Sports Drink** for team practices and at games in future seasons.
- School must participate in one webinar and complete a short evaluation form provided by UDIM.

OUTREACH:

- School team is willing to participate in a community service project to help raise money for milk for their local food bank. Support kit will be provided.

OR

- School team is willing to participate in an educational activity within their school to share with their peers why chocolate milk makes sense! Support kit will be provided.

The signatures below indicate that UDIM and Ypsilanti High School (school) accept the responsibilities outlined above and will make every effort to make sure their athletes are powering up with low-fat chocolate milk.

UDIM REPRESENTATIVE

By Melissa Gerharter, MS, RD, CSSD Title Director of Sports Nutrition Marketing
Signature Melissa Gerharter Date 2/25/20

CHOCOLATE MILK: NATURE'S SPORTS DRINK GRANT CONTACT

By william walters Title Track & Field Coach
Print Name
Signature william a walters Date Feb 19, 2020

MAKE CHECK PAYABLE TO: Ypsilanti Community Schools
Checks cannot be made out to an individual.

MAIL CHECK TO:
School Ypsilanti Community Schools Attention Lawrence Reeves
Street 1885 Packard Road City Ypsilanti MI Zip 48197
Email Address lreeves9@ycschools.us School Phone Number (734)221008