

# SERVICES PROPOSAL

## PROJECT FUNDAMENTALS

<b>Project Name:</b>	Silverwood ES – LV Cabling and Hardware Install R.2	<b>Requested By (Sales):</b> Jeff Mitchell 916-337-4717 jeffmit@cdw.com
<b>Customer Name:</b>	Mt Diablo Unified SD	
<b>Provider Name:</b>	EKC Enterprises Inc	
<b>CDW Affiliate:</b>	CDW Logistics, Inc.	<b>Submitted By (SA/ISA):</b> Luis Garcia
<b>Effective Date:</b>	February 13, 2024	
<b>Version:</b>	1	

## CUSTOMER-DESIGNATED LOCATIONS

Location(s)	Service(s)
Silverwood Elementary School 1649 Claycord Ave Concord, CA 94521	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design

## PROJECT SCOPE

Work with CDWG to install category 6a cabling, customer supplied fiber cabling, cabinets/racks, access points, UPS, IP paging, IP camera, and IP phones at Silverwood ES for Mt. Diablo Unified School District.

Subject to the other provisions of this SOW, Provider will perform the following services:

### **Silverwood ES**

1. Provide and install (293) category 6a data drops as specified. Installation includes: cable, jacks, surface mount box, patch panel, patch cords, raceway, and j-hook cable supports as needed.
2. Install (3) 18U wall mount cabinets. Installation includes: ¾ plywood backboard and misc. mounting hardware.
3. Install (3) 3U wall mount cabinets. Installation includes: ¾ plywood backboard and misc. mounting hardware.
4. Install (1) 12U wall mount cabinet. Installation includes: ¾ plywood backboard and misc. mounting hardware.
5. Install (1) floor standing cabinet. Installation includes: misc. mounting hardware and wall to rack kit.
6. Install (7) preterminated MPO 12-strand OS2 single-mode fiber optic cabling as specified.
7. Install (30) Aruba AP-635 Access Points and mounts or equal. CDW#:
8. Install (4) Aruba AP-655 Access Points and mounts or equal. CDW#:
9. Install (43) Atlas IP-SDMF PoE+ Indoor Wall Mount IP Speaker or equal. CDW#:
10. Install (43) Atlas IP-SEST-SD Surface Mount or equal. CDW#:
11. Install (6) Atlas IP-HVP Vandal & Weather resistant wall mount IP speaker or equal. CDW#:
12. Install (6) Atlas IP-SEST-HVP Surface Mount or equal. CDW#:
13. Install (10) Axis P3727-PLE Camera or equal. CDW#:
14. Install (3) Axis P4707-PLVE Camera or equal. CDW#:
15. Install (8) Axis T91H61 or equal. CDW#:
16. Install (8) Axis T94N01D or equal. CDW#:
17. Install (9) Axis T91A64 or equal. CDW#:
18. Install (2) Axis T94N02D or equal. CDW#:
19. Install (39) Poly Phones or equal. CDW#:
20. Install (10) UPS and mounts or equal. CDW#:
21. Uninstall (5) existing network cabinets.
22. Uninstall (LOT) all existing category cabling associated with each specified existing network cabinet.

## PROVIDER RESPONSIBILITIES

Provider is responsible for the following:

1. Above scope of work.
2. Copper/fiber cable certifications.
3. As-builts.
4. Set aside all uninstalled equipment/cabinets/etc. at customer specified onsite location.

## CUSTOMER RESPONSIBILITIES

Customer is responsible for the following:

1. All hardware to be delivered to site prior to installation date.
2. Supply all wall mount cabinets.
3. Supply floor standing cabinet.
4. Supply preterminated fiber optic cabling, rack mount fiber enclosures, and fiber adapter panels.
5. EKC will require access to all MDF/IDF locations prior to installation date.

6. EKC requires floor plan of specified site(s).
7. Supply network switch port ID list prior to project start.
8. Configure network switch ports for specified IP system prior to project start.

## PROJECT ASSUMPTIONS

1. All existing conduits have pull string or mule tape and have sufficient space to add specified cabling.
2. Installation and documentation of district supplied asset tag for above equipment.
3. Installation will proceed consecutively from the start of the job to the completion of the job without work stoppages.
4. All work shall take place as indicated in the project schedule. The EKC normal working hours are Monday through Friday, from 7:00 am – 4:00 pm
5. Manpower scheduling shall be made at least ten (10) business days in advance.
6. This project will be complete in approx. 90-100 days.

## OUT OF SCOPE

Tasks outside this SOW include, but are not limited to:

1. Providing any Atlas materials.
2. Providing any Aruba materials.
3. Providing any Axis materials.
4. Providing any UPS materials.
5. Providing any programming/configurations.
6. Providing any smart hand support.
7. Providing any Wall Mount cabinets.
8. Providing any Floor standing cabinets.
9. Providing any fiber optic cable, fiber rack enclosures, and fiber adapter panels.
10. Providing any trenching/boring.
11. Providing any underground/rooftop conduit.
12. Roof penetrations.
13. Core drilling.
14. Paint/Patching of any kind.
15. Providing any grounding/bonding.
16. Providing any electrical.

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

## ITEM(S) PROVIDED TO CUSTOMER

Table 1 – Item(s) Provided to Customer

Item	Description	Format
Click to list an item; e.g. report, map, etc.	Click here to enter the description of the item.	Click here to enter a file format; e.g. Word doc.

## PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

## TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

## SERVICES FEES

Services Fees hereunder are FIXED FEES, meaning that the amount invoiced for the Services will be \$926,056.00.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone, as specified in Table 2.

Table 2 – Services Fees

<b>Project Milestones</b>	<b>Percentage</b>	<b>Fees</b>
Project Kickoff	25%	\$ 231,514.00
50% Completion of Work	25%	\$231,514.00
75% Completion of Work	25%	\$231,514.00
100% Completion of Work	25%	\$231,514.00
<b>Totals</b>	<b>100%</b>	<b>\$ 926,056.00</b>

## EXPENSES

Neither travel time nor direct expenses will be billed for this project.

The parties agree that there will be no travel required for this project.

If an additional exhibit is necessary, insert it here, either by customizing the sample building block provided through this dropdown or selecting this orange swath and pasting in the content. If no additional exhibit is necessary, delete this section.

## NOT FOR SIGNATURE

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