



ComSource

# ERATE24 Yonkers PS - Network Refresh 470 240015344

Quote # 014702  
Version 2

**Prepared for:**  
Yonkers CSD

**Prepared by:**  
Mike Stepkoski

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**ComSource, Inc.**

500 Plum St Suite 400 Syracuse, NY 13204  
[www.comsourceny.com](http://www.comsourceny.com)

**Thursday, April 04, 2024**

Yonkers CSD  
Chris Carvalho  
1 Larkin Center 2nd floor  
Yonkers, NY 10701  
ccarvalho@yonkerspublicschools.org

Dear Chris,

Please find our response to E-Rate 470 240015344  
ComSource SPIN #: 143049421  
SPI Billing Accepted

ComSource is pleased to offer you and Yonkers Public Schools the following quote.

ComSource, Inc has been in business for 30+ years and supports education customers across New York State and the Northeast. We have experienced design and implementations engineer in technologies spanning:

1. **Data Center and Cloud, including data protection**
2. **Enterprise Networking, including wireless and SD-WAN**
3. **Cyber Security**
4. **Video/Voice Collaboration**

Our technical expertise will ensure your project gets installed correctly but our focus on the customer experience is what drives our customers to come back time and time again.

We are thrilled to announce that we have invested in our growth with talented employees and local office space to support the Hudson Valley. Our new local office is located at:

**ComSource, Inc**  
**520 White Plains Road**  
**Suite 500**  
**Tarrytown, NY 10591**

Please don't hesitate to reach out with any questions you may have on this solution, or on any future projects that we can help you with.

Thank you Chris. We appreciate and thank you for your business.



Mike Stepkoski  
Account Executive  
ComSource, Inc.

## Promark NCPA 01-96: APs

Part Number	Product Description	List Price	Price	Qty	Ext. Price
	<b>Access Point(s)</b>				
C9136I-B-EDU	Cisco Catalyst 9136I Series, Internal Antennas,-B Regulator	\$3,009.98	\$1,342.45	600	\$805,470.00
AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)	\$0.00	\$0.00	600	\$0.00
<b>Subtotal:</b>					<b>\$805,470.00</b>

## Promark NCPA 01-96: Licensing

Part Number	Product Description	List Price	Price	Qty	Ext. Price
	<b>Access Point(s)</b>				
AIR-DNA-EDU	EDU CISCO DNA for Wireless - CHOOSE ONLY QTY 1 HERE	\$0.00	\$0.00	1	\$0.00
EDU-DNA-E-3Y	Wireless Cisco DNA On-Prem Essential,3Y Term, EDU Lic	\$266.15	\$118.70	600	\$71,220.00
AIR-DNA-NWSTACK-E	Wireless DNA Perpetual Network Stack - Essentials	\$0.00	\$0.00	600	\$0.00
<b>Subtotal:</b>					<b>\$71,220.00</b>

## TD Synnex GSA 47QTCA21D00BD: Pro Services

Part Number	Product Description	List Price	Price	Qty	Ext. Price
54151S	Implementation of Cisco Wireless as per SOW	\$252.96	\$230.68	59	\$13,610.12
54151S	Project Management	\$150.00	\$135.00	12	\$1,620.00
<b>Subtotal:</b>					<b>\$15,225.00</b>

## Statement of Work - Overview

### Introduction

This Statement of Work outlines the agreed upon services to be performed by ComSource, Inc. ("Seller") for Yonkers CSD ("Customer").

Covered in this document are project and technical assumptions, the responsibilities of Yonkers CSD, scope of services provided by ComSource and defined criteria for successful project completion.

### Project Overview

ComSource appreciates the opportunity to deliver industry leading professional services for your ERATE24 Yonkers PS - Network Refresh 470 240015344 project. Below is a high-level overview of the tasks that ComSource has included in their scope of work. Additional detail for each of these tasks can be found under the "ComSource Scope" section of this document.

1. Configuration of (600) Cisco access points

### Locations

ComSource will complete implementation services at the following location(s) :

Site Name	Site Address
Yonkers CSD	Yonkers, NY

## Statement of Work - Assumptions

### Project Assumptions - Fixed Fee

The following items are agreed upon expectation between ComSource, Inc and Yonkers CSD on the logistics of the project.

1. This scope of work has been priced as "Fixed Fee Pricing".
2. All professional services will be completed during normal business hours (8AM - 5PM Monday thru Friday), excluding national holidays, unless otherwise noted in this statement of work. Any work that has been scoped for off-hours will be completed during a time mutually agreed upon by ComSource and the Customer.
3. Configuration changes that will impact production systems will be communicated with the customer and scheduled appropriately.
4. ComSource can not be held responsible for the availability of products. ComSource, Inc will attempt to escalate shipment of products but items on back-order or discontinued may delay the project.
5. Any packages opened by the Customer increase the risk of not being returnable. It is recommended the Customer allow ComSource to open and inventory all equipment and software. If a RMA is required after the Customer opens a package an additional cost may be incurred.
6. Any professional services requested of ComSource which are not covered in this statement of work may require a change order. The details of that process can be found in the "Change Control" section of this statement of work.

### Customer Responsibilities

ComSource believes that a clear understanding of responsibilities is critical to the success of the project. As such, the following high level tasks are understood to be the responsibility of Yonkers CSD. There may be additional customer responsibilities listed under each of the technology scopes further below in the SOW.

1. Participate in design sessions with ComSource and assist with gathering required system information in a timely manner.
2. Provide a workspace for ComSource engineers to perform work while on-site. This workspace will require physical space to configure the equipment being installed, access to 110v/120v power, network connectivity, and access to the internet.
3. Provide VPN connectivity (preferred) or a Remote Desktop session to ComSource to allow remote work.
4. Provide credentials and authorization to access existing equipment that is needed to successfully complete the project.
5. Provide a technical resource for any systems not included in the ComSource scope of work but required to complete the project. This can be a customer resource or a third party that is contracted by the Customer.
6. Provide resources and/or criteria for test plans. ComSource recommends that test plans be executed during major changes in the environment.
7. Provide ComSource access to existing maintenance contracts for equipment being configured as part of the project.
8. Schedule all internal resources or third party contractors required to complete Customer responsibilities. This excludes any third party contractors which are provided by ComSource and documented in our scope of work.
9. Required rack space, power, and cooling for all equipment being installed as part of this project.
10. Physical removal and disposal of existing equipment, unless documented in the ComSource scope of work.
11. Provide copper and fiber patch cords required for the completion of the project and not included in the ComSource bill of material.
12. Installation and modification of all structural wiring, equipment racks, and cable management not specified in the ComSource scope of work.
13. Notify ComSource of any project-impacting schedule change at least seventy-two (72) hours prior to the originally scheduled task date.
14. Complete the project complete form after the verification of all success criteria

## Statement of Work - Technologies

### Technology - Wireless - Cisco

#### A. Technical Assumptions

1. Pre and/or Post site-surveys are not included as part of this scope
2. The controllers are running a software version that supports the access points being purchased
3. The existing SSIDs are functioning as desired. Changes to SSIDs is not included in this engagement
4. The switches have adequate PoE for the new access points

#### B. Customer Responsibility

1. Configuration of endpoints that will utilize the wireless network
2. Physical installation of all access points

#### C. ComSource Scope of Work

1. Design
  - i. Participate in (1) design session with the customer to review the environment and implementation
2. Implementation
  - i. Configuration of up to (600) access points within the Cisco controllers, including:
    - a. Configuration of AP name based on agreed upon syntax
    - b. Configuration of corresponding policy, site and RF tags
  - ii. Physical Mounting of (0) access points on drop ceilings
  - iii. Testing of connectivity, including:
    - a. (1) client associates with each SSID in each building and receives the correct access
  - iv. Technical assistance during (1) phased cut-overs of APs (customer hanging access points)
  - v. Up to (0) post-installation physical site surveys, including:
    - a. Walk through of site using a professional grade wireless survey kit
    - b. Documentation of wireless coverage, including: signal strength, channel overlaps, interference and areas of poor wireless experience
3. Training
  - i. Up to (2) hours of administrator training on wireless management
4. Support
  - i. Support will be provided for up to (2) business days following the first phased cut-over
5. Success Criteria
  - i. Controllers are configured as per the workbook
  - ii. SSIDs show connected clients with proper access privileges
  - iii. Successfully completed test plan
6. Deliverables
  - i. Completed configuration workbook

## Statement of Work - Project Management & Billing

### Project Management

Project Management is provided by ComSource as part of this engagement to ensure the project's milestones are staying on schedule and meeting the expectations defined in this statement of work. The ComSource project manager is responsible for the following tasks:

1. Fulfill the role as the primary point of contact for ComSource during the project
2. Review this statement of work with the project stake holders at the onset of the project
3. Develop a project plan which includes activities, critical milestones, and assigned responsibilities
4. Track project status and provide updates to stakeholders
5. Document and monitor issues identified during the project
6. Ensure project success criteria is met and deliverables are completed prior to project closeout

### Change Control

A change control process will be utilized to evaluate any additional work, changes or exceptions that are not otherwise detailed in this Statement of Work. Examples, but not limited to, of exceptions, are :

1. Incomplete customer responsibilities/prerequisite tasks
2. Delays in implementation that are outside of the control of the ComSource project team and are not reported 72 hours in advance as outlined in this Statement of Work

The details of this change control process are as follows:

1. A change to the Statement of Work may be requested at any time by either party
2. A Project Change Request (PCR) will be the method for communicating any requested/required changes
3. The PCR will describe the scope of the change, associated costs, and the rationale behind it. Both parties will need to review all change requests to evaluate the change's impact on the project schedule, project risk, project quality, project resources, and project cost/credit
4. A signed PCR will be considered an addendum to this Statement of Work and is required for any changes and for the issuance of a Purchase Order or Credit Memo

### Milestone Billing

ComSource will invoice based on the following schedule:

1. Bi-weekly based on a measurable percentage of work completed
2. Remaining balance at the completion of the project

## ERATE24 Yonkers PS - Network Refresh 470 240015344



Prepared by:  
**ComSource, Inc.**  
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 mstepkoski@comsourceny.com

Prepared for:  
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 Yonkers, NY 10701  
 Chris Carvalho  
 (914) 376-8000  
 ccarvalho@yonkerspublicschools.org

Quote Information:  
**Quote #: 014702**  
 Version: 2  
 Delivery Date: 04/04/2024  
 Expiration Date: 06/30/2024

### Quote Summary


Description	Amount
Promark NCPA 01-96: APs	\$805,470.00
Promark NCPA 01-96: Licensing	\$71,220.00
TD Synnex GSA 47QTCA21D00BD: Pro Services	\$15,225.00
<b>Total:</b>	<b>\$891,915.00</b>

*ComSource can offer a wide range of Financial, Professional, and Managed Services for your organization.*

Pricing does not include taxes, freight or installation, if applicable, unless otherwise stated. Payment Terms – Net 30. Pricing is valid for 30 days, unless otherwise stated. Invoice payments are accepted via Check, ACH, or Wire Transfer. We do not accept credit card payments. We reserve the right to withdraw or modify this proposal at any time due to tariff or manufacturer related price increases. Sales tax rates are subject to change. Purchases will be taxed at the rate effective at the time of billing. We reserve the right to cancel orders arising from pricing or other errors.

### ComSource, Inc.

### Yonkers CSD

Signature:   
 Name: Mike Stepkoski  
 Title: Account Executive  
 Date: 04/04/2024

Signature: \_\_\_\_\_  
 Name: Chris Carvalho  
 Date: \_\_\_\_\_