

# ATTACHMENT A

**COV - Victorville Wellness Center**  
**Quotation # 2022-139534v3**

**Prepared By Logicalis for:**  
**City of Victorville**

*To the attention of :  
Matthew Pugh  
City of Victorville  
14343 Civic Dr  
Victorville, CA 92392-2303  
Tel: (760) 955-5069  
Email: [mpugh@victorvilleca.gov](mailto:mpugh@victorvilleca.gov)*

July 27, 2022

## Executive Summary

On behalf of Logicalis, please find our proposed solution for your project.

Logicalis, Inc. will pay prevailing wages per the State of California Department of Industrial Relations' Prevailing Wage Laws for Public Work Projects for all work that is done on-site.

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## Pricing Summary

The following is a price summary of Logicalis' proposed solution.

Price Summary	Amount
Hardware	\$223,174.00
Software	\$8,198.06
Hardware Maintenance	\$10,241.84
Professional Services	\$38,941.25
<b>Grand Total</b>	<b>\$301,198.75</b>

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COV - Victorville Wellness Center  
Quotation # 2022-139534v3

Customer Name & Address	Logicalis Account Executive
Matthew Pugh City of Victorville 14343 Civic Dr Victorville, CA 92392-2303 (760) 955-5069 mpugh@victorvilleca.gov	Jesse Zepeda Corona, CA 90602 +1 9513932313 jesse.zepeda@us.logicalis.com
Bill To Address	Ship to Address
City of Victorville 14343 Civic Dr Victorville, CA 92392-2303	City of Victorville 14343 Civic Drive Victorville, CA 92393

Quotation expiration date: August 30, 2022

This Quotation adheres to the pricing requirements of the NASPO ValuePoint Master Agreement #AR3227, Cisco Participating Addendum CA #7-20-70-47-01 contract.

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
<b>Products</b>							
1	1	<b>Fiber Patch Cables</b>	<b>Fiber Patch Cables</b>			<b>Subtotal:</b>	<b>\$300.20</b>
2	20	N370-01M	TRIPP LITE : 1M Duplex Singlemode 8.3/125 Fiber Optic Patch Cable LC/LC 3ft 1 Meter	\$25.60	41.37%	\$15.01	\$300.20
3	1	<b>UPS</b>	<b>UPS</b>			<b>Subtotal:</b>	<b>\$9,398.13</b>
4	1	SRT5KRMXLT-5KTF	APC BY SCHNEIDER ELECTRIC : APC Smart-UPS On-Line;4250 Watts /5000 VA;Input 208V /Output 120V; 208V; Interface Port Contact Closure; RJ-45 10/100 Base-T; RJ-45 Serial; Smart-Slot; USB; Extended runtime model; Rack Height 5 U	\$10,030.00	34.28%	\$6,591.93	\$6,591.93
5	3	SMT1500RM2UC	APC BY SCHNEIDER ELECTRIC : APC Smart-UPS 1500VA LCD RM 2U 120V with SmartConnect	\$1,440.00	35.04%	\$935.40	\$2,806.20

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
6	1	<b>Aggregation Switch</b>	<b>Aggregation Switch</b>			<b>Subtotal:</b>	<b>\$16,339.40</b>
7	1	MS425-16-HW	Meraki MS425-16 L3 Cld-Mngd 16x 10G SFP+ Switch	\$18,547.64	48.00%	\$9,644.77	\$9,644.77
8	1	LIC-MS425-16-1YR	Meraki MS425-16 Enterprise License and Support; 1YR	\$974.43	48.00%	\$506.70	\$506.70
9	1	MA-CBL-TA-1M	Meraki 10 GbE Twinax Cable with SFP+ Modules; 1 Meter	\$130.06	48.00%	\$67.63	\$67.63
10	10	MA-SFP-1GB-LX10	Meraki 1000Base LX10 Single-Mode	\$1,176.98	48.00%	\$612.03	\$6,120.30
11	1	<b>Community Buildings</b>	<b>Community Buildings</b>			<b>Subtotal:</b>	<b>\$72,125.36</b>
12	8	MS250-48FP-HW	Meraki MS250-48FP L3 Stck Cld-Mngd 48x GigE 740W PoE Switch	\$13,804.27	48.00%	\$7,178.22	\$57,425.76
13	8	LIC-MS250-48FP-1YR	Meraki MS250-48FP Enterprise License and Support; 1YR	\$738.20	48.00%	\$383.86	\$3,070.88
14	8	MA-PWR-1025WAC	Meraki 1025WAC PSU	\$2,141.85	48.00%	\$1,113.76	\$8,910.08
15	4	MA-CBL-40G-50CM	Meraki 40GbE QSFP Cable; 0.5 Meter	\$130.06	48.00%	\$67.63	\$270.52
16	4	MA-SFP-1GB-LX10	Meraki 1000Base LX10 Single-Mode	\$1,176.98	48.00%	\$612.03	\$2,448.12
17	1	<b>Industrial Switches</b>	<b>Industrial Switches</b>			<b>Subtotal:</b>	<b>\$108,588.41</b>
18	7	GLC-LX-SM-RGD=	1000Mbps Single Mode Rugged SFP	\$1,335.28	48.00%	\$694.35	\$4,860.45
19	14	IE-4010-4S24P	IE4010 with 24GE Copper PoE+ ports and 4GE SFP uplink ports	\$9,529.43	48.00%	\$4,955.30	\$69,374.20
20	14	CON-SNT-IE40104S	SNTC-8X5XNBD IE4010 4x 1G SFP; 24	\$892.15	18.00%	\$731.56	\$10,241.84
21	28	PWR-RGD-AC-DC-250	Higher PoE; 250W PSU for IE4010/5000; 100-240VAC/ 100-250VDC	\$1,656.04	48.00%	\$861.14	\$24,111.92
22	14	IOT-OTHER	Not related to an IoT Solution; For tracking only.	\$0.00	0.00%	\$0.00	\$0.00

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
23	14	NO-IOT-SOLUTION	Not related to an IoT Solution; For tracking only.	\$0.00	0.00%	\$0.00	\$0.00
24	14	IE4010_SW	Software for IE4010 rugged series switch	\$0.00	0.00%	\$0.00	\$0.00
25	1	<b>Wireless Access Points</b>	<b>Wireless Access Points</b>			<b>Subtotal:</b>	<b>\$12,878.64</b>
26	12	MR46-HW	Meraki MR46 Wi-Fi 6 Indoor AP	\$1,886.71	48.00%	\$981.09	\$11,773.08
27	12	LIC-ENT-1YR	Meraki MR Enterprise License; 1YR	\$177.17	48.00%	\$92.13	\$1,105.56
28	1	<b>Firewall</b>	<b>Firewall</b>			<b>Subtotal:</b>	<b>\$5,942.44</b>
29	1	MX95-HW	Meraki MX95 Router/ Security Appliance	\$5,908.52	48.00%	\$3,072.43	\$3,072.43
30	1	LIC-MX95-SEC-1Y	Meraki MX95 Advanced Security License and Support; 1YR	\$5,519.25	48.00%	\$2,870.01	\$2,870.01
31	1	<b>Outdoor WAPs</b>	<b>Outdoor WAPs</b>			<b>Subtotal:</b>	<b>\$9,936.57</b>
32	7	MR76-HW	Meraki MR76 Wi-Fi 6 Outdoor AP	\$2,081.88	48.00%	\$1,082.58	\$7,578.06
33	7	LIC-ENT-1YR	Meraki MR Enterprise License; 1YR	\$177.17	48.00%	\$92.13	\$644.91
34	14	MA-ANT-20	Meraki Dual-band Omni Antennas	\$235.39	48.00%	\$122.40	\$1,713.60
35	1	<b>Voice</b>	<b>Voice</b>			<b>Subtotal:</b>	<b>\$5,979.75</b>
36	25	CP-8841-3PCC-K9=	Cisco IP Phone 8841 with Multiplatform Phone firmware	\$597.98	60.00%	\$239.19	\$5,979.75
37	1	<b>MISC</b>	<b>MISC</b>			<b>Subtotal:</b>	<b>\$125.00</b>
38	1	MISCHDWE	Misc. Hardware Kit (Velcro and Mounting Hardware)	\$125.00	0.00%	\$125.00	\$125.00
<i>Products Subtotal</i>							\$241,613.90
<b>Services - Fixed Fee</b>							
39	1	PS	Project Initiation	\$47,211.63	58.76%	\$19,470.63	\$19,470.63
40	1	PS	Project Completion	\$47,211.63	58.76%	\$19,470.62	\$19,470.62
<i>Services Fixed Fee Subtotal</i>							\$38,941.25

Grand Total	
Products and Services Subtotal:	\$280,555.15
Sales Tax (estimated):	\$20,643.60
<b>Grand Total:</b>	<b>\$301,198.75</b>

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## Services Statement of Work

### Communication & Network Services - Webex Calling Implementation

#### Tasks and Activities

- 1 Plan
  - 1.1 Implementation Planning
    - 1.1.1 Review and validation of the project implementation strategy
    - 1.1.2 Data gathering meeting with Customer to include network infrastructure, dial plan, voice gateway, migration, training, and cutover planning
    - 1.1.3 Data gathering for site with 1-25 users
    - 1.1.4 Low Level Design Document (LLD) creation and technical review
    - 1.1.5 Conduct a Customer review meeting for approval of the implementation plan, test plan and fallback plan
- 2 Implement
  - 2.1 Implementation Configuration
    - 2.1.1 Configure Webex Calling in Control Hub
    - 2.1.2 Configure cloud connected PSTN
    - 2.1.3 Basic Webex calling feature set. (2) auto attendants, (2) hunt groups, (1) paging group, call pickup, and call park
    - 2.1.4 Configure up to (50) users with devices for Webex Calling
    - 2.1.5 IP Phone deployment (25)
- 3 Validate
  - 3.1 System Cutover
    - 3.1.1 Feature validation and Testing
    - 3.1.2 Execution of test plan following cutover
- 4 Support
  - 4.1 Knowledge Transfer
    - 4.1.1 Provide up to (4) hours of system administrator knowledge transfer
  - 4.2 Support
    - 4.2.1 Provide up to (4) hours of day-1 support either onsite or remote

### Communication & Network Services - Route /Switch

#### Tasks and Activities

- 1 Plan
  - 1.1 Implementation Planning for Installation
    - 1.1.1 Gather solution requirements for project implementation
    - 1.1.2 Create a high-level timeline
    - 1.1.3 Develop the informal implementation plan
    - 1.1.4 Conduct a Customer review meeting for approval of the implementation plan
- 2 Implement
  - 2.1 Device Staging
    - 2.1.1 Unbox, power on and verify hardware integrity
    - 2.1.2 Contact the vendor for replacement if the equipment is damaged or faulty
  - 2.2 Install Switches
    - 2.2.1 Rackmount and configuration of one (1) new Meraki MS425-16 switch, including installation of transceivers and patch cables
    - 2.2.2 Rackmount and configuration of eight (8) new Meraki MS250-48FP switches, including installation of transceivers and patch cables
    - 2.2.3 Rackmount and configuration of fourteen (14) new IE-4010-4S24P switches, including installation of transceivers and patch cables
  - 2.3 UPS Units
    - 2.3.1 Installation of (4) UPS Units

- 3 Validate
  - 3.1 Testing
    - 3.1.1 Test switches to verify connectivity
    - 3.1.2 Save switch configurations upon successful test results
  - 3.2 Cutover
    - 3.2.1 Cutover equipment into production
- 4 Support
  - 4.1 Day One Support
    - 4.1.1 Provide one (1) hour of remote first business day support
  - 4.2 Documentation
    - 4.2.1 Provide as build documentation

## **Communication & Network Services - WiFi**

### **Tasks and Activities**

- 1 Plan
  - 1.1 Implementation Planning for Installation
    - 1.1.1 Gather solution requirements for project implementation
    - 1.1.2 Create a high-level timeline
    - 1.1.3 Develop the informal implementation plan
    - 1.1.4 Conduct a Customer review meeting for approval of the implementation plan
- 2 Implement
  - 2.1 Device Staging
    - 2.1.1 Unbox and verify hardware integrity
    - 2.1.2 Contact the vendor for replacement if the equipment is damaged or faulty
  - 2.2 Install Access Points
    - 2.2.1 WAP installation up to twelve (12) new Meraki MR46 wireless access points
    - 2.2.2 WAP installation up to seven (7) new Meraki MR76 wireless access points
    - 2.2.3 Documenting placed access points : serial numbers, MAC address , Location description
    - 2.2.4 Configure new Meraki wireless cloud based controller
    - 2.2.5 Configure up to nineteen (19) new Meraki wireless access points on new cloud controller
- 3 Validate
  - 3.1 Testing
    - 3.1.1 Verify that all newly installed access points are reachable through the wireless controller
    - 3.1.2 Test wireless connectivity and throughput on each SSID
    - 3.1.3 Save configurations and perform a backup
  - 3.2 Cutover
    - 3.2.1 Cutover equipment into production
- 4 Support
  - 4.1 Day One Support
    - 4.1.1 Provide one (1) hour of remote first business day support
  - 4.2 Documentation
    - 4.2.1 Provide as build documentation

## **Communication & Network Services - Security**

### **Tasks and Activities**

- 1 Plan
  - 1.1 Implementation Planning for Installation
    - 1.1.1 Gather solution requirements for project implementation
    - 1.1.2 Create a high-level timeline
    - 1.1.3 Develop the informal implementation plan
    - 1.1.4 Conduct a Customer review meeting for approval of the implementation plan

- 2 Implement
  - 2.1 Device Staging
    - 2.1.1 Unbox, power on and update software as needed on all equipment
    - 2.1.2 Contact the vendor for replacement if the equipment is damaged or faulty
  - 2.2 Install Firewall
    - 2.2.1 Install and configure one (1) new Meraki MX95 firewall appliance with basic features
    - 2.2.2 Configure other parameters as necessary for proper operation
- 3 Validate
  - 3.1 Testing
    - 3.1.1 Test to verify network connectivity
    - 3.1.2 Save configurations and perform a backup
  - 3.2 Cutover
    - 3.2.1 Cutover equipment into production
- 4 Support
  - 4.1 Day One Support
    - 4.1.1 Provide two (2) hours of first business day support
  - 4.2 Documentation
    - 4.2.1 Provide as build documentation

## Deliverables

- Implementation Plan
- Informal Recording of Knowledge Transfer
- As-built documentation

## Project Management

The assigned Logicalis Project Manager will be responsible for providing the following services:

### ***Project Management (Medium Rigor)***

#### **Planning**

- Project kick-off call agenda & notes
- Project kick-off call facilitation
- Identify project team and define roles & responsibilities
- Resource Scheduling
- Project Work Breakdown Structure (WBS) & Gantt creation
- Supplemental project information management

#### **Execution**

- Product tracking, if applicable
- Project status call agenda & notes
- Weekly project status call facilitation
- Weekly project status report, consisting of:
  1. Overall Health Status
  2. Schedule, Risk & Budget Key Performance Indicator (KPI) Reporting
  3. Percentage Complete
  4. Project Phase
  5. High Level Accomplishments
  6. Current Activities / Upcoming Activities
  7. Past Due Activities
  8. Project Issues
  9. Financial & Hours Summary, applicable to T&M projects
- Resource management & allocation
- Project WBS & milestone management

- Project escalations

**Monitoring & Controlling**

- Project Deliverable review and delivery, as applicable
- Scope management
- Document Project Change Requests (PCRs), if applicable
- Timeline & budget monitoring
- Project performance measurement
- Risk monitoring

**Closing**

- Project closure call
- Project Closure and Acceptance processing

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## Assumptions / Customer Responsibilities

- Site power and grounding meets hardware manufacturer requirements
- Customer will be responsible for all electrical work required to supply the appropriate input power to all new networking equipment. This may include new electrical breakers, new receptacles and/or wiring pigtails and miscellaneous supplies that may be necessary before and/or after the installation has been completed
- Logicalis assumes all access point install locations are reachable with a 10ft ladder
- Quote does not include lift services
- Quote does not include ethernet or fiber patch cables
- Customer will be responsible for supplying all patch cables needed
- Quote does not include services for running any type of new cabling
- Quotes does not include services for any rack installations

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## Terms and Conditions

### Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

### Terms Applicable for Product Sales

1. To the extent applicable, the terms of the NASPO ValuePoint Master Agreement #AR3227, Cisco Participating Addendum CA #7-20-70-47-01 are incorporated herein by reference. For all other terms not addressed in the previously stated contract, Logicalis Terms of Sale, found on our website at [www.us.logicalis.com/tcsales](http://www.us.logicalis.com/tcsales) apply and are incorporated herein by reference.
2. Any variation in quantity or requested delivery may result in price changes.
3. Prices are subject to change without notice in the event the Product's manufacturer/distributor changes the price to Logicalis.
4. Shipping and taxes are added at time of invoice. Shipping charges are subject to handling fees for specifying carriers and same day shipments.
5. Logicalis collaborates with the OEM/distributor to schedule delivery to Customer's loading dock; inside delivery is available upon request and may increase the cost of delivery.
6. To the extent this Quotation includes Cisco Cloud Services, the following link shall apply: [www.cisco.com/c/en/us/about/legal/cloud-and-software/cloud-terms.html](http://www.cisco.com/c/en/us/about/legal/cloud-and-software/cloud-terms.html). "Cisco Cloud Services" shall mean any of the offerings described on the aforementioned link. If Customer does not issue a purchase order to Logicalis or otherwise accept a Logicalis quotation to renew such Cisco Cloud Services, or does not otherwise provide written notice of non-renewal, at least forty-five (45) days prior to the end of the then-current subscription term thereof, then the Cisco Cloud Services shall automatically renew and Customer agrees to pay Logicalis for such renewed subscription term at the rates charged by Logicalis therefor.

### Terms Applicable for Services Sales

1. Logicalis' Terms and Conditions of Sale, found at [us.logicalis.com/tcsales](http://us.logicalis.com/tcsales), are incorporated herein by reference.
2. In the event Customer reschedules delivery of Services within fourteen (14) calendar days of a scheduled delivery date, Logicalis reserves the right to charge Customer \$1600 per day for each scheduled resource, plus any additional travel or other out of pocket expenses incurred as a result of the delay.
3. General customer responsibilities, project assumptions, change management processes, and other terms applicable to the delivery and receipt of services (as applicable to this Quotation), found at [us.logicalis.com/gcr](http://us.logicalis.com/gcr), are incorporated herein by reference.
4. Unless otherwise mutually agreed upon, reasonable travel expenses will be tracked separately and billed directly to Customer. Travel expenses will include cost incurred from travel (airfare, rental, car, mileage, tolls, and lodging). Meals, if any, will be billed at the per diem rate of \$65.

5. Logicalis will provide insurance that meets Customer's insurance requirements set forth in Exhibit A, attached below.

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## Quotation Acceptance

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# **THE CITY OF VICTORVILLE INSURANCE REQUIREMENTS**

## **For General Services Provider Agreements**

### **COVERAGES REQUIRED:**

<b>GENERAL LIABILITY</b> (Section 15 a. of Agreement)	<b>\$1,000,000 Million Dollars each Occurrence</b> <b>\$2,000,000 Million Dollars per Aggregate</b>
<b>AUTOMOBILE</b> (Section 15 b. of Agreement)	<b>\$1,000,000 Million Dollars Combined Single Limit</b>
<b>WORKER'S COMPENSATION</b> (Section 16 of Agreement)	<b>\$1,000,000 Million Dollars Each Accident</b> <b>(This is a Statutory Limit required by the State of California)</b>
<b>EXCESS LIABILITY</b>	<b>This coverage is only required if the Primary Policy does not meet our Standard Minimum Limits of Liability Criteria.</b>

### **WAIVERS AND ENDORSEMENTS REQUIRED:**

1. **Additional Insured Endorsement** (Ref.: Section 20 of Agreement).

The City will accept a blanket endorsement, but prefers a **separate endorsement** adding the City of Victorville and its officers, employees, servants, volunteers, and agents and independent contractors, including without limitation, the City Attorney, to be named as **Additional Insured's**. Statements to that effect on a Certificate of Insurance do not alter the insurance policies and are unenforceable, therefore, **actual endorsements are required**

Endorsement **must** be provided for both the GENERAL LIABILITY and AUTOMOBILE Policies of the Vendor.

2. **Waiver of Subrogation Endorsement** (Ref.: Section 19 of the Agreement)

Service Provider shall require the carriers of all required insurance policies to waive all rights of subrogation against the City and its officers, volunteers, employees, contractors, and subcontractors. Each policy of insurance shall be endorsed to reflect such waiver.

- (a) General Liability Policy
- (b) Automobile Liability Policy
- (c) Workers' Compensation

3. **Primary and Non-contributory endorsements for the GL and Auto policies.** (Ref.: Section 20 e. of the Agreement).

**Note:** Statements to that effect on a Certificate of Insurance do not alter the insurance policies and are unenforceable, thus **actual endorsements are required**

4. **Notice of Cancellation for Non-Payment** (Ref.: Section 20 b. of the Agreement)

TEN (10) day advance written Notice of Cancellation for Non-payment of premium must be added to the above policies. While actual endorsements providing notice of cancellation are preferred, wording to that effect on the Certificate of Insurance would be acceptable given the difficulty at times in obtaining actual endorsements.

5. **Certificate Holder**

City of Victorville  
14343 Civic Drive  
Victorville, CA 92392