

Mt.

Prepared by Logicalis for  
Vernon Community School Corporation

# Proposal for Network Infrastructure Upgrade Equipment FCC 470 # 210003549

Proposal\_MTVE3063827A  
SPIN: 143004779  
Contract/Funding Year: 2021

December 4, 2020



Contents

Logicalis Overview ..... 4

Company Overview ..... 4

Our Solutions & Services ..... 5

Certifications and Contracts ..... 5

Detailed Quote ..... 6

Appendices..... 7

December 4, 2020

Greg Rollo, Director of technology  
Mt. Vernon Community School Corporation  
1806 W State Road 234  
Fortville, IN 46040

Dear Greg:

On behalf of Logicalis, please find enclosed our proposal for Mt. Vernon Community School Corporation – Network Infrastructure Upgrade Equipment in response to your Request for Proposal (RFP) FCC 470 # 210003549. We are confident that Logicalis can effectively assist Mt. Vernon Community School Corporation in its improvements to business processes.

We have received the RFP in detail and our attached response confirms that we have the industry knowledge and resource to provide the solution products requested on this RFP.

- Logicalis is a Cisco/Meraki Gold Plus Partner and has been selling Cisco equipment for over 20 years.
- We have attached a document showing certifications and connections.

Our proposal encompasses the requirements in your RFP with a solution incorporating robust products. I look forward to speaking with you regarding this proposal.

Please feel free to contact me directly with any questions.

Thank you for the opportunity to help you with your current business needs.

Sincerely,

Leslie Kern, Account Executive – GovEd  
O: 317-853-1924  
M: 317-696-7054  
Leslie.Kern@us.logicalis.com

# Logicalis Overview

## Company Overview

Logicalis is an international solution provider helping shape, support and implement our customers' digital transformation. We embrace change, help our customers adapt to change, and lead the change.

***We are Architects of Change.***

## Our Mission

We strive to make technology a business asset, not a business problem, by simplifying solutions and driving business transformation that delivers extraordinary user experience and value.

## Logicalis Approach

### Local Support

- Logicalis U.S. (New York Headquarters)
- \$400 million in revenue
- 830+ employees
- Offices in 21 cities
- 3 cloud data centers
- 3 managed service provider centers

- **Practices and Offerings**
- Cloud-Data Center
- Security
- IoT & Analytics
- Networking
- Collaboration

Logicalis designs, supports, and executes on our customers' digital transformation by blending their vision with our technological expertise and industry insights.

## How We Engage with Customers

- Point of View – 1-hour cloud overview
- Executive Briefing – 1-day overview of Logicalis offerings
- Workshops – 1-day customized deep dive
- Planning & Road Mapping – Consultative strategy-building session
- Demonstrations – Deep dive into specific technologies
- Consulting – Project-based planning and implementation

## Services for Business Growth

- Consulting – Alignment of technology with business goals
- Strategy – Results-driven strategy refinement and design
- Technology – Solution design with today's leading technologies
- Professional – Solution implementation via certified expert engineers
- Managed – Day-to-day operational support of hybrid cloud solutions
- End-User – Service desk, adoption, collaboration, and other support

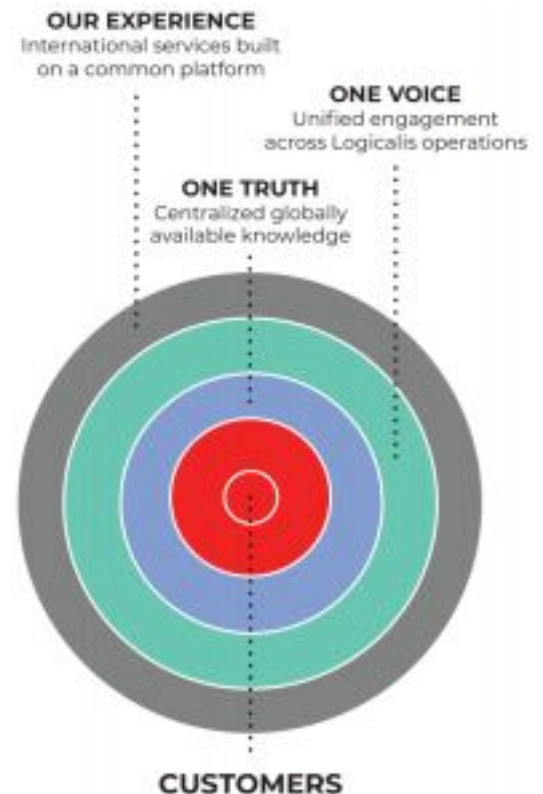
## Vertical Expertise

We serve all industries and have made significant investments in:

- Healthcare
- Education
- State & Local Government
- Industrial

## Committed to Customer Success

We improve the value that customers receive from our solutions and services and believe that our business will grow when we help their business grow.



## Our Solutions & Services

Logicalis offers a range of extensible services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. Below is an overview of our focus areas. All of our focus solutions provide a full range of assessments and health checks, perfect for those who need help determining what the next steps are.



## Certifications and Contracts

### CISCO SYSTEMS

- CCIE (Internetworking Expert)
- CCNA (Network, Wireless, Security Associate)
- CCNP (Routing, Switching, Collaboration Professional)
- CCDA (Design Associate)
- CCDP (Design Professional)
- CCVP (Voice Professional)
- CSE (Sales Expert)

### STATE CONTRACT

- State of Indiana - Data Communications Network Hardware #QPA 12921

### 1GPA CONTRACTS

- 1GPA-16-04P-09 (Security)
- 1GPA-19-07PV-03 (Internal Connections)
- 1GPA-16-11PV-12 (Technology and Audio-Visual Solutions)

### SPIN NUMBER

- 143004779

## Detailed Quote

- ξ Taxes are exempt.
- ξ Shipping is free.
- ξ Logicalis, Inc. can accept SPI or BEAR Billing.
- ξ Reimbursement amount for SKU's could be affected by USAC policy.
- ξ Please see detailed quote below.

**Y21 - eRate - 210003549 - Cisco**  
**Quotation # 2020-102967v1**

**Prepared By Logicalis for:**  
**Mt. Vernon Community School**  
**Corporation**

To the attention of :  
Greg Rollo  
Mt. Vernon Community School Corporation  
1806 W State Road 234  
Fortville, IN 46040-9563  
Tel: (317) 485-3100  
Email: greg.rollo@mvcsc.k12.in.us

November 24, 2020

**Pricing Summary**

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

Hardware	\$85,329.41

#### Estimated E-rate Funding Amounts

USAC Portion	\$85,329.41
Non USAC Portion	\$0.00



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at [www.us.logicalis.com](http://www.us.logicalis.com)

To address your most pressing challenges during COVID-19, Logicalis has instituted Rapid Deployment Services designed to support your needs to deploy remote workers, maintain security and infrastructure readiness, and provide supplemental IT staff support. All services are designed to be delivered remotely by a Logicalis Engineer. Find out more at <http://bit.ly/3b6Gnzp>

November 24, 2020

Page 2 Logicalis, Inc. Quotation # 2020-102967v1



**Y21 - eRate - 210003549 - Cisco**  
**Quotation # 2020-102967v1**

Customer Name & Address	Logicalis Account Executive
Greg Rollo Mt. Vernon Community School Corporation 1806 W State Road 234 Fortville, IN 46040-9563 (317) 485-3100 greg.rollo@mvcsc.k12.in.us	Leslie Kern +1 3178531924 leslie.kern@us.logicalis.com
Bill To Address	Ship to Address
Mt. Vernon Community School Corporation 1806 W State Road 234 Fortville, IN 46040-9563	

Quotation expiration date: September 30, 2021

This Quotation adheres to the pricing requirements of the IN QPA #12921 contract.

SPIN: 143004779, Funding Year: 2021 / Year 24

Products					
1	22	EDU-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W; 2 x 10G SFP +; LAN Base K12	\$3,309.60	\$72,811.20
2	22	PWR-CLP	Power Retainer Clip For 3560-C; 2960-L & C1000 Switches	\$0.00	\$0.00
3	22	CAB-16AWG-AC	AC Power cord; 16AWG	\$0.00	\$0.00
4	21	C2960X-STACK=	Catalyst 2960-X FlexStack Plus Stacking Module optional	\$497.87	\$10,455.27
5	21	CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	\$0.00	\$0.00
6	11	GLC-SX-MMD=	1000BASE-SX SFP transceiver module; MMF; 850nm; DOM	\$187.54	\$2,062.94
Products Subtotal					\$85,329.41

Products Subtotal:	\$85,329.41
<b>Grand Total:</b>	<b>\$85,329.41</b>

Mt. Vernon Community School Corporation

## **Terms and Conditions** Terms

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 IN QPA #12921 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.

## Quotation Acceptance



Mt. Vernon Community School Corporation

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By: Logicalis, Inc.

Accepted By:  
Mt. Vernon Community School  
Corporation

Signature

Signature

Printed Name

Printed Name

Title

Title

Date

Date

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Mt. Vernon Community School Corporation  
Mt. Vernon Community School Corporation

## Appendices

Appendix A. Terms & Conditions

Appendix B. References Appendix C.

General Information

Mt. Vernon Community School Corporation

#### **Appendix A. Terms & Conditions**

To the extent applicable, the terms of the applicable Cisco QPA Contract (State of Indiana) (the "Contract") are incorporated herein by reference. For all other terms not addressed in the Contract, Logicalis' Terms and Conditions of Sale, found on our website at <http://www.us.logicalis.com/tcsales> apply and are incorporated herein by reference.

Mt. Vernon Community School Corporation

## **Appendix B. References**

The following references have been provided for Mt. Vernon Community School Corporation to contact to discuss services provided by Logicalis, Inc. Logicalis, Inc. requests that the Mt. Vernon Community School Corporation work with Leslie Kern, Account Executive, to facilitate all reference calls as a respect to these customers.

Customer Name: Hamilton Heights School Corporation  
Address: 410 W. Main Street, Arcadia, IN 46030  
Contact Person: Dave Slabe, IT Operations Manager  
Phone Number: 317-984-3538  
Resources Provided: Networking & Collaboration

Customer Name: Indianapolis Public Schools  
Address: 120 E Walnut Street, Indianapolis, IN 46204  
Contact Person: Luther Bowens, Manager of IT Operations  
Phone Number: 317-226-4000  
Resources Provided: Data Center, Switching, & Wireless

Customer Name: School City of Hammond  
Address: 5727 Sohl Avenue, Hammond, IN 46320  
Contact Person: Brian W. Tucker, Network Manager  
Phone Number: 219-933-2421  
Resources Provided: Networking & Collaboration

Mt. Vernon Community School Corporation

## Appendix C. General Information

### Contacts

<b>Local Contact</b>	Leslie Kern, Account Executive 9225 Priority Way West Drive, Suite 115 Indianapolis, IN 46240 Tel: (317) 853-1924 Leslie.Kern@us.logicalis.com
<b>Legal Notices</b>	Logicalis, Inc. ATTN: Legal Services 2600 Telegraph Road, Suite 200 Bloomfield Hills, MI 48302

#### Document Information

	Proposal_MTVE3063827
	November 30, 2020
	December 4, 2020

#### Document Status

This document is issued as draft and subject to final agreement of terms and conditions intended to be ratified during the process of contract negotiation. Until such time as this process is complete, the sole purpose of this document is to provide information, protected by copyright and confidentiality. This document neither in whole or part forms any binding contract for the services described. The contents of a final Statement of Work and final contractual terms are subject to due diligence and successful contract negotiation.

#### Copyright Information

© 2020 Logicalis, Inc. All trademarks are acknowledged. All rights reserved.

#### Freedom of Information

Many of Logicalis' customers are in the public sector and Logicalis is well aware of the obligations imposed on its public sector customers by the United States Freedom of Information Act ('FOIA'). Logicalis' policy is to co-operate with its public sector customers to assist them in meeting their obligations under the FOIA.

Logicalis considers that the following sections of this Response are confidential or commercially sensitive and that disclosure of all or part of the information contained in these sections may harm Logicalis' commercial interests:

**Solution Design:** The solution has been derived from the intellectual effort, knowhow and expertise of Logicalis staff and consultants and may contain proposals that are original or innovative. The disclosure of this information to Logicalis' competitors may give them an unfair advantage in competing with Logicalis in future similar projects.

**Costs Section:** Disclosure of Logicalis' costs to competitors is likely to give those competitors an unfair advantage in competing against Logicalis in future bids and may reduce the competitiveness of future tenders.

**Customer References:** Information relating to customers is frequently protected by confidentiality obligations where disclosure is permitted only for specified purposes, such as providing details to potential new customers. Disclosure of this information to others may be in breach of these confidentiality obligations and disclosure of this information to competitors may harm Logicalis' commercial interests by assisting competitors to compete for business from those customers.