



# Proposal

**Prepared for:**

City of Billings  
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**Prepared by:**

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**Date prepared:**

March 23, 2016

**Proposal Name:**

Wireless Proposal

## Wireless Proposal

### Extreme Wireless Hardware

Qty	Item	Description	Price	Ext. Price
3	30135	WS-C35 WLAN Appliance. Manages 50 Access Points, expandable to 125 in 1 or 16 AP increments. Requires Regulatory Domain Key	\$2,698.00	\$8,094.00
83	WS-AP3825i	Dual radio 11ac / 11gn 3X3:3 MIMO indoor access point with integrated antennas and 2xE/N active/active data ports (requires V9 or higher)	\$472.00	\$39,176.00
12	31012	WS-AP3935i-FCC (US Puerto Rico Colombia) - Dual Band Radio 802.11 ac/abgn 4x4:4 MIMO Indoor Wave 2 Access Point with Eight Internal Antenna Array & Active/Active E/N Data Ports (Requires V10.01 or higher)	\$592.00	\$7,104.00
17	WS-AP3805I	Extreme Networks Dual Radio 802.11 ac/abgn, 2x2:2 MIMO (on 5GHz) Indoor Access Point s/ 4 Interanal Antenna Array & Integrated Clips for Flush Rail Drop Ceiling Mounting	\$348.00	\$5,916.00
3	WS-REG9P-NAM	V9 Regulatory Domain Key for the FCC domain. Enables WLAN appliances and access points with appropriate RF settings for associated countries.	\$0.00	\$0.00
3	97004-30135	ExtremeWorks NBD support for WS-C35	\$310.00	\$930.00
			<b>Subtotal:</b>	<b>\$61,220.00</b>

### Netsight Advanced

Qty	Item	Description	Price	Ext. Price
1	NMS-ADV-25	NetSight Advanced License for up to 25 devices and 250 thin Aps	\$4,199.00	\$4,199.00
1	97003-S20149	NetSight Advanced - Annual Support	\$2,723.00	\$2,723.00
			<b>Subtotal:</b>	<b>\$6,922.00</b>

### Implementation

Qty	Item	Description	Price	Ext. Price
1	PROSERVE-PKG	High Point Networks Professional Services	\$7,200.00	\$7,200.00
			<b>Subtotal:</b>	<b>\$7,200.00</b>

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**Prepared for:**

**City of Billings**

Attn: David Watterson  
210 N. 27th Street IT Division  
Billings, MT 59102

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**Extreme Networks State Contract - AR-1470**

## Quote Summary

Description	Amount
Extreme Wireless Hardware	\$61,220.00
Netsight Advanced	\$6,922.00
Implementation	\$7,200.00
<b>Total:</b>	<b>\$75,342.00</b>

For questions related to your quotation, please contact us using the information above. By signing below, the undersigned accepts High Point Networks Master Service Agreement and represents that he or she is authorized to execute the agreement on behalf of the customer. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. All IP Telephony and projects exceeding 10 hours of service will require a 50% down payment of the total project due upon acceptance of the quotation and the remainder due within 30 days of completion. Payment for all other orders are due in 30 days subject to credit approval. Credit card usage as a form of payment may be accepted on pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

# Wireless Proposal



## Summary

High Point Networks is happy to be providing City of Billings a proposal for an Extreme wireless solution. Our solution details around the professional services associated with this proposal are defined below. If there are any questions or concerns please let us know.

**Completion Date:** To Be Determined

**P.O.C(s):** Deb Schmitt

**Site Address:** City of Billings

**Project Brief:** City of Billings will be implementing a new Extreme wireless solution to replace a legacy Avaya wireless solution. The new wireless will be implemented methodically over a period of time in order to minimize impact on end users. Netsight software will be implemented to provide reports, maps, and troubleshooting tools.

### Scope of Work:

- **HPN Responsibilities:**
  - Configure Extreme wireless controllers
  - Initial 2 areas of deployment will include pre/post install survey of wireless coverage.
  - Work with City of Billings IT staff to develop duplicate SSIDs from existing wireless solution to new Extreme solution.
  - Train City of Billings staff on Extreme wireless management via Netsight Advanced.
  - Provide detailed documentation on final design.
  
- **Client Responsibilities:**
  - Mounting of all APs
  - New cabling drops, as necessary.
  - Provide necessary network POE switches.

### Change Control:

It may become necessary to amend the Scope of Work for reasons including, but not limited to, the following:

- For the avoidance of doubt, High Point Networks is not responsible for providing any services or tasks, hardware, materials or licensing not specifically set forth in this Scope of Work.
- Discretionary changes to the project schedule.
- Requested changes to the work hours of High Point Networks personnel
- Non-availability of products or services that are beyond High Point Networks' control
- Environmental or architectural impediments not previously identified
- Problems associated with the ordering, provisioning, or troubleshooting of goods or services provided by 3rd parties, such as but not limited to: Telco's, ISPs, software vendors, electricians, etc.
- Lack of access to client personnel, data or facilities necessary to complete project

In the event that it is necessary to change this Scope of Work, High Point Networks will initiate contact with the Company Point of Contact to work out these details and any impact to schedules and/or financial commitments.