

### FORM 213 - Resource Request

<b>1. Incident Name</b>	Covid-19				
<b>2. To</b>	EOC Chief Saldana				
<b>3. From</b>	Edna Kirby				
<b>4. Message:</b>	Emergency Purchase Notification	<b>5. Date</b>	11/19/20	<b>6. Time</b>	2:05PM

**7. State the reason for your emergency request**

Public WIFI (County-wide)

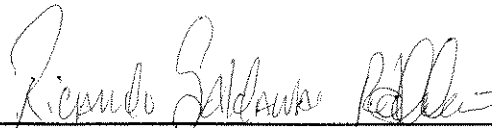
**8. List and describe the items and quantities (supplies/resources) being requested to procure**

PO# 820109

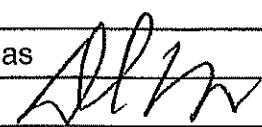
Change Request # 6

(1) Materials/Equipment Ruckus/Mimosa/Alfo Plus/Misc Materials

(1) Professional Services Installation and Configuration of all equipment

*Approved*   
*ENC 11-20-20*

**9. Acknowledged by**

<b>Name</b>	Daniel Salinas
<b>Signature</b>	
<b>Position/Title</b>	Director of Information Technology
<b>Date</b>	11/19/2020

Insight Public Sector Inc  
 6820 South Hart Avenue  
 Tempe, AZ 85283



Account Exec : Steve Capps  
 956-266-3867  
[Steven.Capps@insight.com](mailto:Steven.Capps@insight.com)



Associate AE: Jason Sawyers  
 Phone: 480-366-7154  
 Fax: 480-760-6232  
[jsawyers@insight.com](mailto:jsawyers@insight.com)

Change Request #6:  
 Public Wi-Fi 2020 - Wi-Fi Expansion  
 Omnia/USC Contract 4400006644

Sales Quote: Q11192020MM  
 Date: 11/19/2020  
 Shipping Terms:  
 Payment Terms:  
 Sales Quote is valid for 30 days

Buyer: Hidalgo County  
 Name: Daniel Salinas  
 Phone: 956-292-7070  
 Email: [Daniel.Salinas@co.hidalgo.tx.us](mailto:Daniel.Salinas@co.hidalgo.tx.us)

Regarding tariff impacts on IPS contract quotes, Insight is communicating with the contract holder to minimize the impact of these tariffs to our clients.

Part Number	Description	Insight List Price	Discount Off List	Extended Price
Materials/Equipment	Ruckus/Mimosa/Alfo Plus/Misc Materials	\$431,420.80	44.52%	\$239,371.95
Professional Services	Installation and Configuration of all equipment	\$445,753.30	27.27%	\$324,180.56
		\$0.00	\$	-
THE TERMS AND CONDITIONS AND RETURN POLICY AND PROCEDURES SET FORTH ON <a href="https://www.insight.com/en_US/help/product-returns-terms-and-conditions.html">https://www.insight.com/en_US/help/product-returns-terms-and-conditions.html</a> ARE SPECIFICALLY INCORPORATED HEREIN.				

The U.S. government has imposed tariffs on technology-related goods. Many of Insight's OEM and distribution partners have notified Insight that these tariffs will result in frequent and significant price increases. Some of our major partners have already provided Insight with cost increases, in some instances multiple times per day, while other providers are still assessing their situations. Due to the situation it is possible this quote may be subject to cost changes for Insight which will necessitate changes to the quoted pricing or withdrawal of the quote.

TOTAL \$563,552.51

CHANGE REQUEST FORM CHANGE REQUEST # 22997		
<b>Client</b>	<b>Original Project Name</b>	<b>Original SOW Number</b>
Hidalgo County	Public WIFI 2020	16803
<b>Insight Services Manager</b>	<b>Client Project Sponsor</b>	<b>Request Date</b>
John Brooks	Daniel Salinas	November 19, 2020
<b>Purchase Order to Apply to Changes</b>		
PO # 820109		
<b>State/Federal Contract Reference</b>		
OMNIA Partners-IT Products & Services-4400006644-61001284		
<b>Change Request Summary</b>		
<b>Original Scope Task</b>	<p><b>Wireless Network Design Phase - RF Field Site Survey</b></p> <p>The purpose of this phase is to validate the network architecture developed during the Planning Phase and collect data regarding mounting assets and locations. During this stage, Insight will perform the following work:</p> <ul style="list-style-type: none"> <li>• Perform requested site surveys to validate selection of mounting assets, and issues with assets (e.g. power), no assets available, and interference problems</li> <li>• Conduct basic analysis of access coverage, backhaul/capacity links, redundancy, and hop counts</li> <li>• Identify and document mounting solutions at each surveyed location</li> <li>• Conduct an RF sweep at each AP location</li> <li>• Conduct an RF drive sweep of the coverage area</li> <li>• Confirm any scope and materials changes with the client via written approval prior to moving to the Installation Phase per precinct</li> <li>• Client will sign off on the Design per precinct plans               <ul style="list-style-type: none"> <li>○ Any material changes will be approved by Client</li> <li>○ Insight will provide the precinct district designs and present to Client</li> </ul> </li> </ul>	
	<p><b>Wireless Network Installation</b></p> <p>Upon completion of review of the design phase, Insight will work with the Client to deploy the wireless network. During this phase, Insight will provide the following services:</p> <ul style="list-style-type: none"> <li>• Configure and test Management Platform</li> <li>• Configure and test all wired and wireless radio equipment included in the bill of materials</li> <li>• Install all mounting hardware for radio equipment</li> <li>• Install and align all directional antennas</li> <li>• Install grounding wire, surge protection and weatherproof all connectors on outdoor radio equipment with external antennas</li> <li>• Move wireless equipment to production</li> <li>• Perform post installation point coverage test using AirMagnet or similar software for radio service areas</li> <li>• Document the final implementation</li> </ul>	
	<p><b>Maintenance and Support Phase</b></p> <p>Insight will provide ongoing maintenance and support for Year 1 for the specific equipment installed within this scope of work that includes the following:</p> <ul style="list-style-type: none"> <li>• WiFi Access Point (AP) Support includes SmartWAVE cloud controller services, data analytics reporting, network monitoring, network optimization, software revision upgrades, remote support, manufacturer software support, and technician dispatch</li> </ul>	

	<ul style="list-style-type: none"> <li>• Provide configuration, optimization and software revision services, remote support, and manufacturer software support, and technician dispatch for network core and access equipment</li> <li>• Point to Point and Point to Multipoint Radio Support Includes network monitoring, network optimization, software revision upgrades, remote support, and technician dispatch and/or Tower Climbs as necessary to support the installed system</li> <li>• Insight will provide 8x5xNBD response to county support requests, to include 5-day repair/replacement (requires purchase of spare APs and limited to Spares available)</li> <li>• Insight will optimize the network based on changes in the RF environment</li> <li>• Price includes replacement of surge protection units as needed</li> <li>• This does not include network surveys, application research and development, changes to the existing configuration, or other professional services, other than as required to maintain and optimize the wireless network</li> <li>• This does not include relocation of wireless hardware, or repair as a result of force majeure or other acts beyond our control</li> </ul>
<p><b>Reason for Change</b></p>	<p>Client has requested to add more equipment with design, installation, testing, and support to the project. This will add 136 APs to the project.</p>
<p><b>Description of Change</b></p>	<p>The Scope and Approach Section will be added to as follows:</p> <ul style="list-style-type: none"> <li>• Addition of 136 APs</li> </ul> <p>The additional 136 APs will be added to the project's scope details stated here:</p> <p><b>Wireless Network Design Phase - RF Field Site Survey</b></p> <p>The purpose of this phase is to validate the network architecture developed during the Planning Phase and collect data regarding mounting assets and locations. During this stage, Insight will perform the following work:</p> <ul style="list-style-type: none"> <li>• Perform requested site surveys to validate selection of mounting assets, and issues with assets (e.g. power), no assets available, and interference problems</li> <li>• Conduct basic analysis of access coverage, backhaul/capacity links, redundancy, and hop counts</li> <li>• Identify and document mounting solutions at each surveyed location</li> <li>• Conduct an RF sweep at each AP location</li> <li>• Conduct an RF drive sweep of the coverage area</li> <li>• Confirm any scope and materials changes with the client via written approval prior to moving to the Installation Phase per precinct</li> <li>• Client will sign off on the Design per precinct plans             <ul style="list-style-type: none"> <li>◦ Any material changes will be approved by Client</li> <li>◦ Insight will provide the precinct district designs and present to Client</li> </ul> </li> </ul> <p><b>Wireless Network Installation</b></p> <p>Upon completion of review of the design phase, Insight will work with the Client to deploy the wireless network. During this phase, Insight will provide the following services:</p> <ul style="list-style-type: none"> <li>• Configure and test Management Platform</li> <li>• Configure and test all wired and wireless radio equipment included in the bill of materials</li> <li>• Install all mounting hardware for radio equipment</li> <li>• Install and align all directional antennas</li> <li>• Install grounding wire, surge protection, and weatherproof all connectors on outdoor radio equipment with external antennas</li> <li>• Move wireless equipment to production</li> </ul>

	<ul style="list-style-type: none"> <li>Perform post installation point coverage test using AirMagnet or similar software for radio service areas</li> <li>Document the final implementation</li> </ul> <p><b>Maintenance and Support Phase</b></p> <p>Insight will provide ongoing maintenance and support for Year 1 for the specific equipment installed within this scope of work that includes the following:</p> <ul style="list-style-type: none"> <li>WIFI Access Point (AP) Support includes SmartWAVE cloud controller services, data analytics reporting, network monitoring, network optimization, software revision upgrades, remote support, manufacturer software support, and technician dispatch</li> <li>Provide configuration, optimization and software revision services, remote support, and manufacturer software support, and technician dispatch for network core and access equipment</li> <li>Point to Point and Point to Multipoint Radio Support includes network monitoring, network optimization, software revision upgrades, remote support, and technician dispatch and/or Tower Climbs as necessary to support the installed system</li> <li>Insight will provide 8x5xNBD response to county support requests, to include 5-day repair/replacement (requires purchase of spare APs and limited to spares available)</li> <li>Insight will optimize the network based on changes in the RF environment</li> <li>Price includes replacement of surge protection units as needed</li> <li>This does not include network surveys, application research and development, changes to the existing configuration, or other professional services, other than as required to maintain and optimize the wireless network</li> <li>This does not include relocation of wireless hardware, or repair as a result of force majeure or other acts beyond our control</li> </ul>																				
<b>Project Schedule</b>	There are no changes to the project schedule.																				
<b>Project Pricing</b>	<p>The increase of 136 APs to the original scope, as described in the CR section(s) above, results in a total increase of \$563,552.51 as shown in the table below.</p> <table border="1" data-bbox="459 1226 1446 1423"> <thead> <tr> <th>Services Category</th> <th>Insight List Price</th> <th>Min. Contract Discount</th> <th>Maximum Contract Price</th> <th>Actual Fixed Fee</th> </tr> </thead> <tbody> <tr> <td>Material/Equipment</td> <td>\$431,420.80</td> <td>15%</td> <td>\$366,707.68</td> <td>\$239,371.95</td> </tr> <tr> <td>Professional Services</td> <td>\$445,753.30</td> <td>15%</td> <td>\$378,890.31</td> <td>\$324,180.56</td> </tr> <tr> <td><b>Services Total</b></td> <td><b>\$877,174.10</b></td> <td><b>15%</b></td> <td><b>\$745,597.99</b></td> <td><b>\$563,552.51</b></td> </tr> </tbody> </table>	Services Category	Insight List Price	Min. Contract Discount	Maximum Contract Price	Actual Fixed Fee	Material/Equipment	\$431,420.80	15%	\$366,707.68	\$239,371.95	Professional Services	\$445,753.30	15%	\$378,890.31	\$324,180.56	<b>Services Total</b>	<b>\$877,174.10</b>	<b>15%</b>	<b>\$745,597.99</b>	<b>\$563,552.51</b>
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<b>Deliverables</b>	There are no changes to the Deliverables.																				
<b>PO in Lieu of Signature</b>																					

The receipt and acceptance of PO # \_\_\_\_\_ acknowledges and binds Client to the provision of services as described in this CR, the SOW, and the terms and conditions of the Agreement. This acknowledgement and agreement is in lieu of a signature by the respective parties. The CR number must be referenced on the PO document or email acceptance. Unless otherwise agreed, in the event of any conflict between the CR and the Agreement, the parties agree the Agreement will govern with respect to such conflict.

**SAM Search Results**  
**List of records matching your search for :**

**Search Term : INSIGHT PUBLIC SECTOR, INC.\***  
**Record Status: Active**

<b>ENTITY:</b> Insight Public Sector, Inc.	Status: Active
DUNS: 117326289 +4:	CAGE Code: 8GD21 DoDAAC:
Expiration Date: 11/02/2021	Has Active Exclusion?: No Debt Subject to Offset?: No
Address: 6820 S HARL AVE City: TEMPE ZIP Code: 85283-4318	State/Province: ARIZONA Country: UNITED STATES
<b>ENTITY:</b> Insight Public Sector, Inc.	Status: Active
DUNS: 827968483 +4:	CAGE Code: 575H6 DoDAAC:
Expiration Date: 11/02/2021	Has Active Exclusion?: No Debt Subject to Offset?: No
Address: 22425 E Appleway Blvd Ste 2 City: Liberty Lake ZIP Code: 99019-8508	State/Province: WASHINGTON Country: UNITED STATES
<b>ENTITY:</b> Insight Public Sector, Inc.	Status: Active
DUNS: 114719003 +4:	CAGE Code: 0ZY83 DoDAAC:
Expiration Date: 11/02/2021	Has Active Exclusion?: No Debt Subject to Offset?: No
Address: 2250 Pinehurst Blvd Ste 200 City: Addison ZIP Code: 60101-6112	State/Province: ILLINOIS Country: UNITED STATES
<b>ENTITY:</b> Insight Public Sector, Inc.	Status: Active
DUNS: 884347568 +4:	CAGE Code: 3DLL3 DoDAAC:
Expiration Date: 11/02/2021	Has Active Exclusion?: No Debt Subject to Offset?: No
Address: 13755 SUNRISE VALLEY DR STE 750 City: HERNDON ZIP Code: 20171-4608	State/Province: VIRGINIA Country: UNITED STATES

ENTITY	INSIGHT PUBLIC SECTOR, INC.		Status: Active
DUNS: 159776806	+4:	CAGE Code: 06ZC1	DoDAAC:
Expiration Date: 11/02/2021	Has Active Exclusion?: No	Debt Subject to Offset?: No	
Address: 14520 Avion Pkwy Ste 310		State/Province: VIRGINIA	
City: Chantilly		Country: UNITED STATES	
ZIP Code: 20151-1114			