



AMS.NET
Technology Solution Provider

PROPOSAL FOR:

**Livermore Valley Joint Unified School District
95310**

E-RATE FY22 (2022-2023)

Request for Proposal

470 # 220008157

Network Electronics

Original

PREPARED BY: Dave Zieker, Senior Account Manager, AMS.NET



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Section 1



**Livermore Valley Joint U.S.D.
E-Rate 25 - FY22 470 # 220008157
Network Electronics – 95310**

AMS.NET is proposing the exact Cisco solution as described in RFP E-Rate Category 2 Proposal Form 470 # 220008157

AMS.NET is an established certified Cisco Gold Partner specializing in K12 in California, and has been dedicated to providing flexible, scalable and cost-effective solutions for our K12 education partners for over three decades. AMS has been fortunate to work with education partners all throughout California, each presenting their own unique set of challenges from an infrastructure and budgetary standpoint. Our goal is to deliver the same level of success to each partner, in every deployment, regardless of the challenges.

- AMS guarantees pricing assurance for Twelve (12) months from delivery of the bid response. AMS also respects that the award of this bid is contingent upon approved E-Rate funding awarded by the Schools and Libraries Division (SLD) and the Universal Service Administrative Company (USAC).
- AMS will deliver a completed project before the contract expiration date on the Form 486 and the contract expiration date filed with the SLD.
- AMS has been a E-Rate Service Provider with SPIN #143005880 for over 20 years and has an excellent track record of delivering projects on-time and on budget. AMS currently has Green Light status with the SLD and has never been in Red Light status for any rule's infractions.
- AMS.NET has read, understands, and will comply with all the terms set forth in the RFP as well as the rules and regulations set forth by USAC and the FCC. AMS.NET holds an FCC Green Light status and our response is submitted to address all aspects of the abovementioned RFP.
- AMS has read, understands, and will comply with all the terms set forth in the 470 # 210015467 as well as the rules and regulations set forth by the USAC.



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The relevant staff for this project will be:

Dave Zieker
Sr. Account Manager
dzieker@ams.net

Jordan Moomau
VP of Operations
jtmoomau@ams.net

Diana Monaghan
Secretary
dmonaghan@ams.net

We trust Livermore Valley Joint U.S.D. will find our response clear, concise and that we meet all the requirements set forth in the RFP. We welcome any questions or concerns and greatly look forward to the opportunity to provide Livermore Valley Joint U.S.D. with the products and services to enable a more efficient and effective 21st Century learning environment.

Sincerely,

Diana Monaghan

Secretary

dmonaghan@ams.net

(925) 245-6100

Contractor License #763508 (C7 Low Voltage)

SPIN #143005880



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Technology Solution Provider

Section 2



AMS.NET
Technology Solution Provider

AMS.NET, Inc.
Headquarters
502 Commerce Way
Livermore, CA 94551
925-245-6100
925-245-6150 Fax
www.ams.net

Description of Firm – AMS.NET

AMS.NET is an innovative technology solution provider delivering business outcomes to K12 organizations for more than 30 years. The company was established more than three decades ago to provide technical support to local school districts in California. With a consultative approach, consideration is taken to understanding technology requirements, existing equipment, industry, growth plan and budget. Leveraging proven and emerging technologies through leading manufacturers, AMS.NET's certified engineers' architect a solution that supports your initiatives and allows for future growth.

- **Headquarters:** 502 Commerce Way, Livermore, CA 94551-7812
- Type: Delaware Corporation
- **E-Rate:** SPIN 143005880
- **FCC RN:** 0012300554
- **Tax ID:** 94-3291626
- Principal Owner: Robert Tocci
- Years in Business: 32 Years
- Number of Employees: 125
- Website: www.ams.net
- **Sacramento Regional Office:** 1200 Creekside Drive Folsom, CA 95630 Phone 800-893-3660
- **Central Valley Regional Office:** 1155 East North Avenue, Suite 106 Fresno, CA 93725, Phone 559-733-1641
- **Southern California Regional Offices:** 12405 East Slauson Ave, Unit K, Whittier, CA 90606, Phone 800-893-3660
- **DIR#:** 1000001046 Expires 6/30/22
- **Contractor License C-7:** 763508 Expires 4/30/22



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AMS.NET, Inc.

Headquarters
502 Commerce Way
Livermore, CA 94551
925-245-6100
925-245-6150 Fax

www.ams.net

AMS has been a trusted partner to LVJUSD since 2010 and in the past years has provided many successful projects. All the recent projects have been legally bid honoring State procurement guidelines to provide Network Infrastructure, Wireless Infrastructure, VoIP and Wi-Fi E-Rate eligible products and services to California public school districts, county offices of education and community colleges.

AMS Certifications and Specializations:

Cisco Gold Certified Partner

Cisco Meraki Partner

Aruba HPE Platinum Partner, HPE Silver Partner,

Cisco Specializations:

- **Advanced Data Center Architecture**
- **Advanced Collaboration Architecture**
- **Advanced Security**
- **Advanced Enterprise Network Architecture**
- **Collaboration SaaS Authorization**
- **Customer Satisfaction Excellence**



About Us

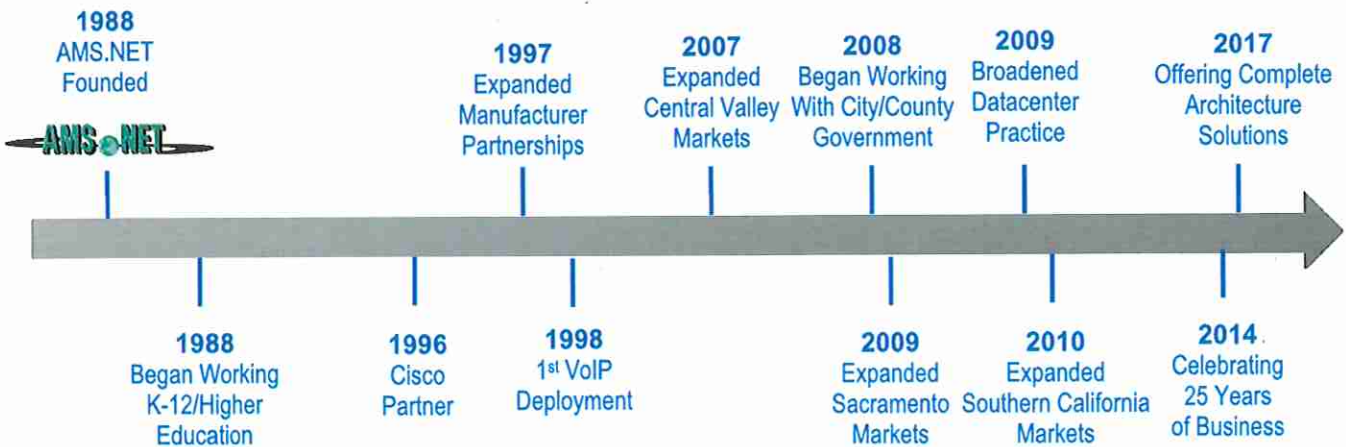
AMS.NET is an innovative technology solution provider delivering business outcomes to organizations for more than 30 years. The company was established more than two decades ago to provide technical support to local school districts in California. Today, AMS.NET provides education, local government and businesses a comprehensive technology solution including design, implementation and support services.

With a consultative approach, consideration is taken to understanding technology requirements, existing equipment, industry, growth plan and budget. Leveraging proven and emerging technologies through leading manufacturers, AMS.NET's certified engineers' architect a solution that supports your initiatives and allows for future growth.

Prior to implementation, we can provide complete structured wiring services and post deployment, a host of managed services and maintenance plans to ensure your network and equipment are running at optimum performance.

Many financing options are available. With experience in the public sector around procurement vehicles, E-rate expertise and leasing options, we can make recommendations specific to your industry and technology solution.

Our extensive reference list is a tribute to our ability to successfully design, manage and implement technology solutions that support your initiatives. With more than 30 years of successfully providing technology solutions, you can be assured that we have the capability, experience and stability to be your trusted partner. And we'll be here for future needs!



Celebrating More Than **30** Years



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Cisco

CCIE (4)- Certified
Internetwork Expert
CCNP (6)- Certified
Networking Professional
CCDA (3)- Certified
Design Associate
CCNA (12)- Certified
Network Associate
CCENT- Certified
Entry Networking
Technician
Cisco AMP Endpoint
Associate
Cisco IronPort WSA

HP/Aruba Wireless Expertise

ACMP (3)- Certified
Mobility Professional
ACSP (3)- Certified
Switching Professional
ACCP (2)- Certified
Clearpass Professional
ATP FlexNetwork
Solutions Certification
ATP Hybrid IT Solutions
Solutions Certification

VMware

VCP (4)- Certified
Professional
VTSP (Many)- Technical
Sales Professional

Western Digital/Tegile

TCIE- Certified
Implementation Engineer

Multi- Vendor Expertise

Dell/EMC

EMCIE- Implementation
Engineer
- Clariion
- VNX (2)
- Celerra
- RecoverPoint (2)

Microsoft

MCP- Certified Professional
MCSA Certified Solutions
Associate-
2000, 2003, 2008,
Windows Server 2012,
Office 365
MCSE Certified Solutions Expert
- 2000 + Messaging,
Private Cloud, Cloud
Platform & Infrastructure,
2003
MCSA Certified Solutions
Associate- Office 365
MCITP Certified IT Professional
Certification- 2008

Palo Alto Networks

PCNSE (3)- Certified
Network Security Engineer
ACE (2)- Accredited
Configuration Engineer
SE Traps Professional

Veeam

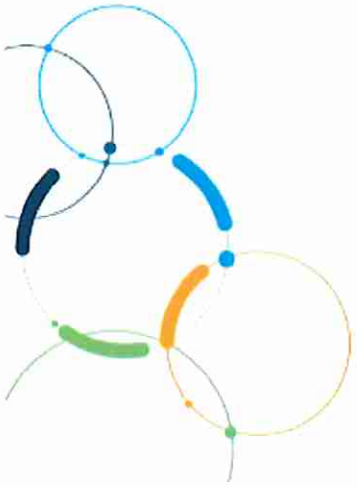
VMCE (2)- Certified Engineer

Ruckus Wireless

ICX Implementer (2)
CWNA – Certified
Wireless Network
SmartZone SE
Cloudpath SE
WiSE

Others

Various other sales and
engineering certifications



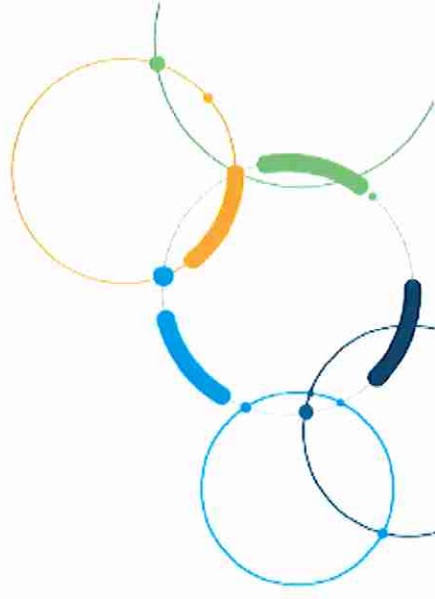
AMS
CISCO
Partner

Gold Integrator

Awarded to: AMS.NET

Country: USA

Valid Until: January 24, 2023



Validate this certificate by searching company name and location at
cisco.com/go/partnerlocator.

Certificate generated on January 19, 2022



AMS.NET, INC.

UNITED STATES

Qualifies as a Platinum Partner in the Aruba Partner Ready for Networking Program for HPE Fiscal Year 2021

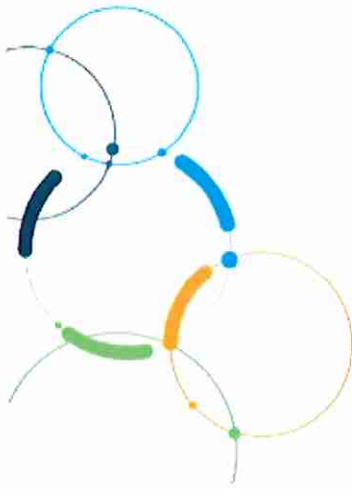
Specializations

Wireless LAN
Switching

Competencies

ClearPass Policy Management

Jim Harold
Vice President
North America Aruba
Channel

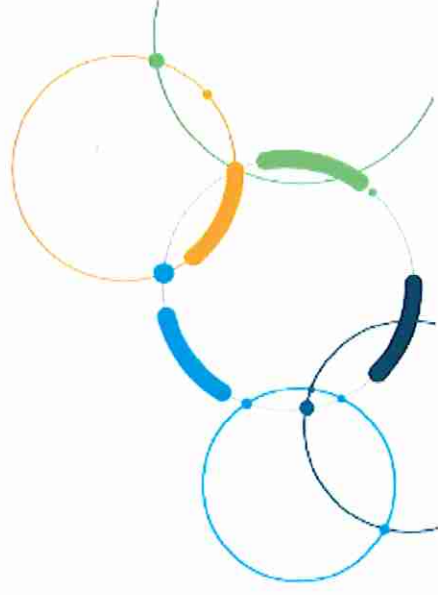


Advanced Data Center Architecture Specialized

Awarded to: AMS.NET

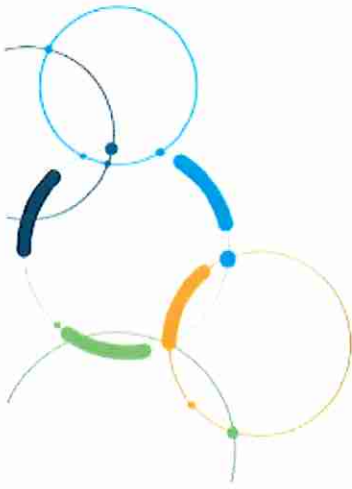
Country: USA

Valid Until: March 19, 2023



Validate this certificate by searching company name and location at
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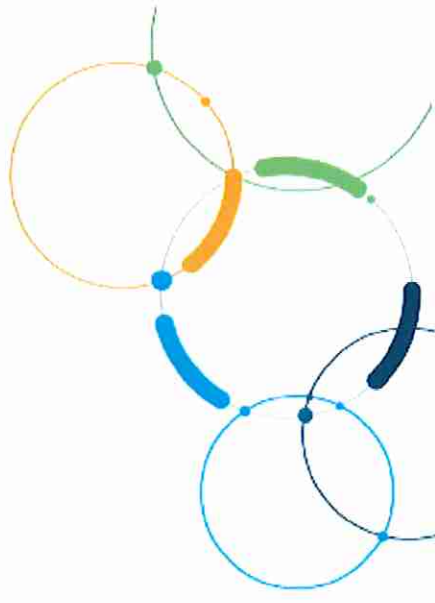


Advanced Collaboration Architecture Specialized

Awarded to: AMS.NET

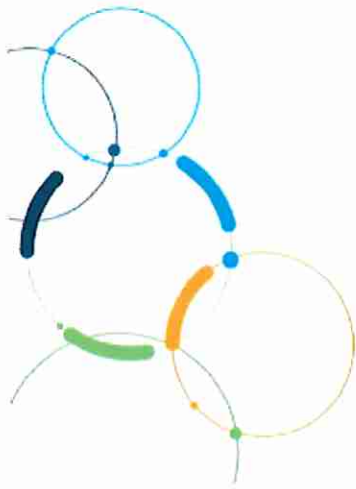
Country: USA

Valid Until: June 5, 2022



Validate this certificate by searching company name and location at:
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Certificate generated on January 7, 2022

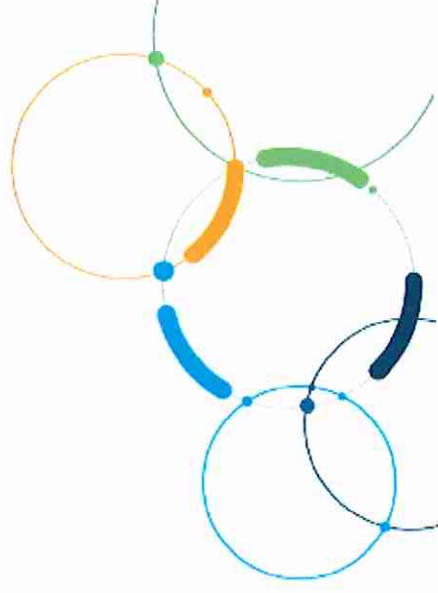


Advanced Security Architecture Specialized

Awarded to: AMS.NET

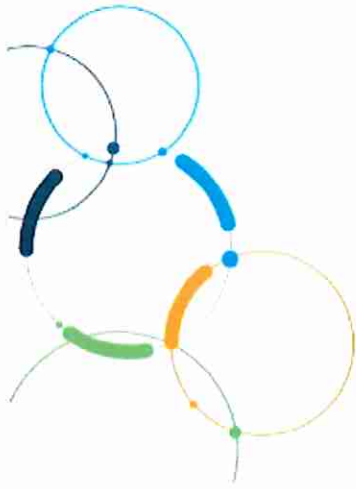
Country: USA

Valid Until: July 20, 2022



Validate this certificate by searching company name and location at
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Certificate generated on January 7, 2022

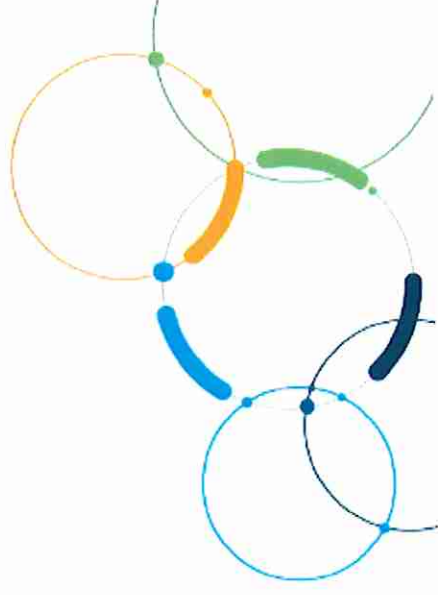


Advanced Enterprise Networks Architecture Specialized

Awarded to: AMS.NET

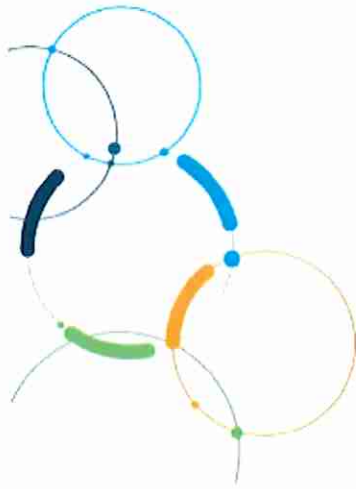
Country: USA

Valid Until: July 20, 2022



Validate this certificate by searching company name and location at
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Certificate generated on January 7, 2022

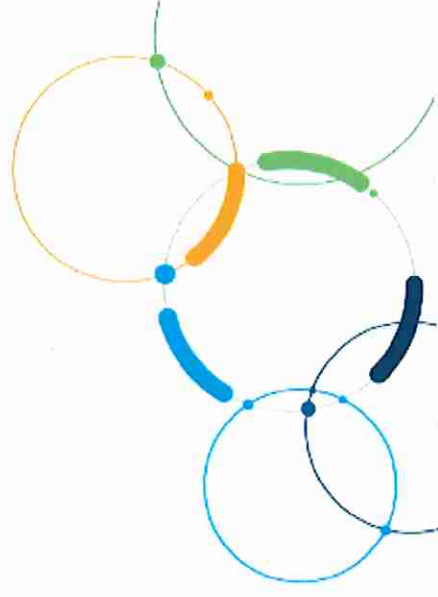


Collaboration SaaS Specialized

Awarded to: AMS.NET

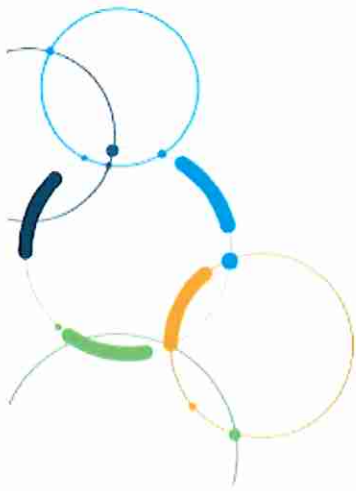
Country: USA

Valid Until: January 23, 2023



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Certificate generated on January 7, 2022

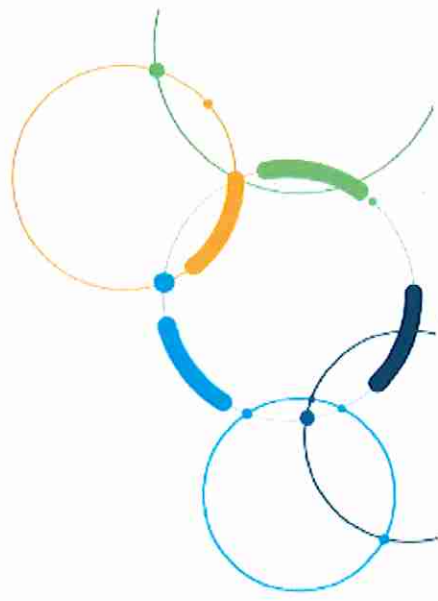


Customer Experience Specialized

Awarded to: **AMS.NET**

Country: **USA**

Valid Until: **June 22, 2022**



Validate this certificate by searching company name and location at
cisco.com/go/partnerlocator.

Certificate generated on January 7, 2022



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CONTRACTORS C-7 INFORMATION

C-7 Contractors License

STATE OF CALIFORNIA dca DEPARTMENT OF CONSUMER AFFAIRS	CONTRACTORS STATE LICENSE BOARD ACTIVE LICENSE	
License Number	763508	Entity CORP
Business Name	AMS.NET INC	
Classification(s)	C-7	
Expiration Date	04/30/2022	 www.cslb.ca.gov

C-7 Responsible Managing Officer

BOND OF QUALIFYING INDIVIDUAL

1. The Responsible Managing Officer (RMO) TOCCI ROBERT MICHAEL certified that he/she owns 10 percent or more of the voting stock/equity of the corporation. A bond of qualifying individual is not required.
Effective Date: 04/12/2000



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CONTRACTORS C-7 INFORMATION

C-7 Contractors Bond - Continued

Business Information

AMS.NET INC
502 COMMERCE WAY
LIVERMORE, CA 94550
Business Phone Number:(925) 245-8100

Entity Corporation
Issue Date 05/24/1999
Reissue Date 04/12/2000
Expire Date 04/30/2022

License Status

This license is current and active.

All information below should be reviewed.

Classifications

C-7 - LOW VOLTAGE SYSTEMS

Bonding Information

Contractor's Bond

This license filed a Contractor's Bond with [HANOVER INSURANCE COMPANY](#).

Bond Number: 1031231

Bond Amount: \$15,000

Effective Date: 01/01/2016

Contractor's Bond History

Bond of Qualifying Individual

The qualifying individual ROBERT MICHAEL TOCCI certified that he/she owns 10 percent or more of the voting stock/membership interest of this company; therefore, the Bond of Qualifying Individual is not required.

Effective Date: 04/12/2000



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EVIDENCE OF COVERAGE

Client#: 443449 AMSNEINC DATE (MM/DD/YYYY) 2/01/2021

ACORD CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh & McLennan Agency LLC Marsh & McLennan Ins Agency LLC 1340 Treat Blvd #250 Walnut Creek, CA 94597	CONTACT NAME: Felicia McArroy PHONE (A/C, No., Ext): 925 482-9337 E-MAIL ADDRESS: Felicia.McArroy@MarshMMA.com	TAX (A/C, No.): 925 482-9390
INSURED AMS.NET, INC 502 Commerce Way Livermore, CA 94551-7812	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: Atlantic Specialty Insurance Company	27154
	INSURER B: Republic Indemnity Company of America	22179
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE	TYPE OF INSURANCE	ADDITIONAL NR INVD	POLICY NUMBER	POLICY EFF. (MM/DD/YYYY)	POLICY EXP. (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER		7110086830015	08/24/2020	08/24/2021	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (if a commercial) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> Comp/Call: \$1,000 Ded.		7110086830015	08/24/2020	08/24/2021	COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		7110086830015	08/24/2020	08/24/2021	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	16099218	02/01/2021	02/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
A	Property of Others		7110086830015	08/24/2020	08/24/2021	\$100,000 Limit

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedules, may be attached if more space is required)
 RE: Evidence of Insurance.

CERTIFICATE HOLDER Evidence of Coverage	CANCELLATION \$HOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Felicia McArroy</i>
--	--

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ACORD 25 (2016/03) 1 of 1 The ACORD name and logo are registered marks of ACORD WBFZM
 #57013450/M7013368



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DEPARTMENT OF INDUSTRIAL RELATIONS

AMS.NET's Department of Industrial Relations

SB 854, a budget trailer bill that was signed into law on June 20, 2014, and became effective immediately, made several significant changes to laws pertaining to the administration and enforcement of prevailing wage requirements by the Department of Industrial Relations (DIR). Among other things, SB 854 established a new public works contractor registration program to replace prior Compliance Monitoring Unit (CMU) and Labor Compliance Program (LCP) requirements for bond-funded and other specified public works projects. AMS.NET is a DIR registered contractor (DIR #1000001046).

Department of Industrial Relations System View

State of California

Department of Industrial Relations

Contractor Information

Legal Entity Name
AMS.NET, INC.
Legal Entity Type
Corporation
Status
Active
Registration Number
1000001046
Registration effective date
07/01/19
Registration expiration date
06/30/22
Mailing Address
502 COMMERCE WAY LIVERMORE 94551 CA United States of America
Physical Address
502 COMMERCE WAY LIVERMORE 94551 CA United States of America
Email Address
dmonaghan@ams.net
Trade Name/DBA
License Number (s)
CSLB:763508

Legal Entity Information

Corporation Entity Number:	097642448
Federal Employment Identification Number:	943291626
President Name:	ROBERT TOCCI
Vice President Name:	JOSEPH MOOMAU
Treasurer Name:	ROBERT TOCCI
Secretary Name:	ROBERT TOCCI
CEO Name:	ROBERT TOCCI

Agency for Service:

Agent of Service Name:	DJANA MONAGHAN
Agent of Service Mailing Address:	502 COMMERCE WAY LIVERMORE 94551 CA United States of America



Service Provider Annual Certification (SPAC)

A service provider must submit a Service Provider Annual Certification (SPAC) (Form 473) to USAC each funding year to certify that it will comply with program rules. Below is proof captured from the SLD website.

Purpose of Form: Form 473 is used by the service provider each funding year to certify that it will comply with FCC rules concerning invoicing and documentation. The certifications apply to the entire funding year and are required before USAC will pay invoices. A service provider may submit one Form 473 for all Service Provider Identification Numbers (SPINs) assigned to it.

SLD SPAC Filing Proof

SPIN	Service Provider Name	Doing Business As	Contact Name	Contact Address	Contact Phone	Form 499 Filer	SPAC Filed
143005880	AMS.NET, Inc.	AMS.NET, Inc.	Robert Tocci	502 Commerce Way , Livermore, CA 94551	925245-6100		1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021



AMS.NET E-RATE BILLING PROCESS

AMS.NET, Inc. (also to be referenced as the Service Provider) has developed processes to bill E-Rate projects that best suits their customer needs. We are set up to accommodate both SPI and BEAR billings.

SPI billings will occur on a regular basis and AMS.NET, Inc. will invoice the SLD their portion of committed amount and the customer their portion.

AMS.NET, Inc. agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from the USAC via the Form 474 Service Provider (SPI). The customer will only be responsible for paying its non-discounted share of the costs and does not intend to use the BEAR process (Form 472). The maximum percentage the customer will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a funding commitment decision letter from the SLD and submission and certification of Form 486, the customer shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the company decide that it is in the best interests of the company to file a Form 472, the customer will inform AMS.NET, Inc. of its intent.

All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the customer will only be responsible for paying its non-discounted share.

AMS.NET, Inc. will bill your company directly for a BEAR billing. Companies will pay the full amount of the invoice until all steps of the discount process below have taken place:

- A. **You must have received your FCDL (Funding Commitment Decision Letter) from the SLD / E-Rate people.**
- B. **You must file your Form 486.** [The form 486 lets the E-Rate people know that the services have begun and that they may begin paying the invoices. The SLD cannot process a payment related to a Funding Request Number (FRN) unless a properly completed Form 486 has been submitted by the Library and approved by the SLD for that FRN]
- C. **The form 486 must be approved by the SLD before AMS.NET, Inc. can apply the discount and credit your bill.** When AMS.NET, Inc. is notified by the SLD that your form 486 has been approved, AMS.NET, Inc. will credit your bill with your approved funding. It takes two billing periods for the discount to appear on your bill. Depending on timing of your 486 approval, it could be the next month or two months later that you see your discount on your AMS.NET, Inc. bill.

AMS.NET, Inc. bills the total monthly charges and the E-Rate discount which does net to the discounted amount, but we do not bill just the discounted amount. It takes two billing periods for the discounts to appear so depending on timing, it could be the next month or two months later.

A Note regarding BEAR Forms: Companies who prefer to pay their invoices and file BEAR forms for reimbursement – can continue to do so; however, a company cannot both file a BEAR form and request a billing discount on the same FRN in the same funding year. That is, you will either file BEAR forms for reimbursement – or – request a billing discount; but not both.



AMS.NET

Technology Solution Provider

CISCO WARRANTIES FOR K-12

Cisco offers a range of comprehensive warranties that can help you protect your technology investment. Use the table below to understand how Cisco Warranties work with Cisco's K-12 offerings.

	U.S. K-12 Bundled Warranty	EDU SKUs	Basic Maintenance	Cisco Smart Net Total Care Service
SKU name	Services entitled with CON-SW service SKUs* and K-12 Bundled Warranty incentive	SKUs with the EDU prefix or suffix EDU-XXX or XXX-EDU	CON-SW (also known as Smart Net, no RMA)	CON-SNT or CON-SNTC
Products covered/ included	E-rate eligible products	60+ switching SKUs	All hardware	All hardware and operating systems
Services duration	1 year	3 years	1 year	Renewable 1-, 3-, or 5-year contracts, depending on product families
Hardware replacement	3 years advanced hardware replacement included in bundle- up to 10-business-day RMA**	Lifetime next-business-day (NBD) hardware replacement included with SKU	No	NBD hardware replacement
Technical assistance (TAC)	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU (phone-only TAC access)	Yes	Yes
Software updates	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included on switching SKUs only	Yes	Yes
Cisco.com access	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU	Yes	Yes
E-rate eligibility***	100 percent	100 percent	100 percent	Partially eligible-cost allocation is required (use cost allocation worksheet here: www.ciscoerate.com)

*Basic maintenance service SKUs may be CON-ECMU in some cases.

**Requires renewal of CON-SW in years 2 and 3.

***Note that a service's E-rate eligibility depends on the eligibility of the product it covers. For example, a CON-SW SKU mapping to a 100 percent E-rate eligible product is 100 percent E-rate eligible; a CON-SW SKU mapping to a 90 percent E-rate eligible product is 90 percent E-rate eligible.



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Section 3



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www.ams.net

PERSONNEL – AMS.NET

AMS Team Members:

Jordan Moomau / VP of Operations

Jordan has been with AMS.NET in various technical, sales and project management roles since 2007. In 2011 Jordan joined the project management team and has since earned some of the industry's most valued certifications such as PMP, BISC RTPM and ITIL Foundation. His experience as well as continued education made him the right candidate for our PMO Manager position that he holds today. Jordan is responsible for the PMO team along with the development of project management best practices and deliverables. He oversees the implementations of projects large and small to ensure that they meet customer expectations.

1. Tahoe Truckee Unified School District
2. County of Los Angeles Public Library
3. San Luis Coastal Unified School District

John Stott / Vice President of Engineering

John has more than 26 years of technology and network experience in both network design and implementation. He holds a Bachelor of Science degree in Computer Information Systems from California State University Hayward. John continually expands his technical and engineering resources with continuing education and has achieved numerous Cisco certifications including his CNMA, and most notably, his CCIE. As AMS.NET's first Network Engineer, John should be commended for his efforts in building the skilled technical team we have today.

1. West Hills Community College District
2. San Leandro Unified School District
3. County of Napa

Christian Weisse / CCIE Senior Systems Engineer

Christian Weisse has more than 18 years' experience in technology with network design and implementation. Christian's career with AMS.NET began 16 years ago as a Systems Engineer and as a result of his impeccable work and additional certifications, Christian is now a Senior Systems Engineer. He holds numerous Cisco certifications including his CCNA, CCNP and remarkably his double CCIE (Switching/Routing & Security).



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AMS.NET Technical Experience:

Christian has significant technical expertise with the design and implementation of Core, WAN, LAN, Backbone, Security, Network Security, Firewalls, Intrusion Prevention, Network Access Control, Wireless and more. He has lead teams of 2 to 6-8 engineers in a multi-site rollout. His largest projects were with San Jose Unified School District which included backbone, core and IDF refresh of more than 40 sites and Cabrillo College for the wide range of technologies implemented including core and IDF refresh, wireless and IP telephony. He has been the lead engineer in multiple city network refresh projects covering multiple products and vendor platforms.

Certifications (Partial List)-

- CCNA- Cisco
- CCNP- Cisco
- CCIE- Cisco Switching/Routing and Cisco Security

Derek Ramirez / Technical Support Manager

Derek Ramirez has more than 20 years' experience in network design and implementation. He began his AMS.NET career as a technical assistant and has since been promoted to System Engineer, Manager of Unified Communications & Applications, Senior System Engineer, Data Center Practice Manager and Technical Support Manager. His career path at AMS.NET is a testament to his high level of skills and work ethic. Derek holds several certifications including the Cisco CCDA, Microsoft MCP, MCSA 2000, MCSE 2000, MCSE 2003, MCSA 2003, MCSA 2008, MCITP 2008, VMware VCP, EMCIE RecoveryPoint, EMCIE-VNX, EMCIE Clariion, EMCIE Celerra and Western Digital/Tegile TCIE.

1. Oakley Union Elementary School District
2. San Rafael City Schools
3. John Swett Unified School District
4. Antioch Unified School District

AMS can assure and guarantee that all personnel used to deliver this project will be full-time employees. No sub-contractors of any kind will be used for this project. All engineering staff are currently Cisco certified in Advanced Enterprise Network Architecture and we plan to assign a lead engineer that is CCIE certified on this project.



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EXECUTIVE BIOS

Executive

Brief Biography

Robert Tocci

Founder, Owner,
President

The visionary and founder of AMS.NET, Robert Tocci established AMS.NET in 1988 and remains at the helm today. Robert has more than 30 years of technology and business management experience. Although his role has somewhat changed throughout the years, Robert remains the President of AMS.NET performing R&D, setting business strategy and technical direction, managing financial resources, and overseeing the overall operations.

Robert has completed extensive coursework in Computer Science and has earned advanced certifications with Cisco, HP and Novell. Throughout his career he has held up to 40 Cisco certifications in varied technologies and today draws on that technical knowledge and his years of experience as he continues to discover and architect technical solutions.

As an entrepreneur and futurist, Robert is a leader in virtual computing and was at the forefront of the IP Convergence revolution. He has established a core team made up of information-age experts as well as seasoned telecommunications professionals. Robert continually invests and increases resources to offer proven and emerging technologies that support a physical and virtual infrastructure along with business enhancing applications.

Diana Monaghan

Vice President of
Administration

Diana brings more than 33 years of experience in the telecommunication field in the areas of Administration, Human Resources and IT Management making her the perfect blend of technology and administration for her role at AMS.NET. She began her career at AMS.NET more than 20 years ago and today holds the title of Vice President of Administration managing finance, facilities, corporate administration, human resources, and marketing.

One of Diana's roles at AMS.NET is to provide the highest level of professionalism in the areas of human resources and corporate administration. A major function therein is to identify legal requirements and government reporting regulations and to maintain corporate compliance in those areas. Diana is also responsible for overseeing finance and marketing including training and events. Diana continually takes human resources and management courses and maintains her membership in the Society for Human Resources Management.



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EXECUTIVE BIOS

Executive

Brief Biography

Jordan Moomau

Vice President of
Operations

Jordan brings a diverse skill set to the AMS.NET team from technical, sales, project and business management. Jordan began his career with AMS.NET more than 14 years ago and has been promoted several times most recently to the Vice President of Operations. He holds a Master's of Science degree in Management and Leadership, Bachelor of Science in Business Management, Business Administration and Management and certifications such as PMP, BISC RTMP and ITIL Foundation. Jordan implements and oversees AMS.NET processes and procedures and manages the daily affairs in Operations and Project Management.

John Stott

Vice President of
Engineering

John has more than 28 years of technology and network experience in both network design and implementation. He holds a Bachelor of Science degree in Computer Information Systems from California State University Hayward. John continually expands his technical and engineering resources with continuing education and has achieved numerous Cisco certifications including his CNMA, and most notably, his CCIE. As AMS.NET's first Network Engineer, John should be commended for his efforts in building the skilled technical team we have today.

Tom Vasconi

Vice President of Sales

Tom brings more than 22 years of sales and management industry experience to the AMS.NET team. He holds a Bachelor's of Science Degree from California State East Bay along with manufacturer sales certifications. Tom began his career with AMS.NET in 2002 as an Account Manager and through hard work and complete dedication to his customers; he was promoted to Senior Account Manager, Public Sector Sales Manager, and Director of Sales and most recently to Vice President of Sales.

Customer testimonials attest to Tom's total commitment to AMS.NET and most importantly to the success of AMS.NET's customers. Tom's sales approach involves first a thorough discovery process to uncover the customer issues and requirements followed by a solution to address those issues. Tom also brings a partnership approach to our manufacturers. AMS.NET relies on our manufacturer partners for the latest cutting-edge technology and our partners depend on AMS.NET to provide strong implementation and support services for those technology solutions.



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PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
Jocelyn Ambrose PMO Manager	Jocelyn brings more than 13 years of experience in IT project management to her role as the AMS.NET PMO Manager. She has expertise in infrastructure and networking across many industries. Her experience working in private and public sectors with their unique requirements and regulations has given her the tools to navigate roadblocks, streamline processes, strategically manage risk, while driving productivity to deliver quality results. She understands how to effectively guide a project through the milestones until completion. Jocelyn draws upon that diverse knowledge and experience for AMS.NET customers and to lead her team of project managers.	<ol style="list-style-type: none">1. California Health Sciences University2. Hanford Elementary School District3. Madera Unified School District4. Shasta College
David Stoutenburg Senior Project Manager	David has more than 35 years of experience in the information technology field in networking, construction, and project management. David's expertise managing IT projects at a large software company, construction contractor and elsewhere allow him to apply his knowledge to AMS.NET technology implementations large or small. He understands technology, the requirement of the customer and how to guide a project through the milestones until completion. David holds a professional designation as Registered Communications Distribution Designer (RCDD). He is also a certified Extron AV Associate (EAVA).	<ol style="list-style-type: none">1. Napa Valley College2. Napa Valley Unified School District



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PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
Joseph Costa Project Manager	Joseph brings more than 18 years of project management and operations experience to AMS.NET. His background includes extensive experience in operations at an education facility along with college coursework. With roles at AMS.NET as a Project Assistant, Project Coordinator and Project Manager, Joseph understands our proven project management process and has applied this methodology to several large-scale projects of varied industries. Joseph continues to expand his education with project management training and classes.	<ol style="list-style-type: none">1. Oakley Union Elementary School District2. Alameda Unified School District3. Judicial Council of California - AOC
Overlin Zamora Engineering Operations Manager	Overlin has more than 22 years' experience in the information technology and network industry. He began his career with AMS.NET 18 years ago as a Systems Engineer and since then has been promoted to Operations Manager. His remarkable portfolio of certifications includes the CCNP, CCNA, CCDA, Cisco Utility Design Specialist, Cisco Customer Success Manager DTCSM, Certified Associate in Project Management (CAPM) and VMware Certified Professional (VCP).	<ol style="list-style-type: none">1. Alameda Unified School District2. San Luis Coastal Unified School District3. County of Kern- Department of Child Support Services
John Stott Vice President of Engineering	John has more than 28 years of technology and network experience in both network design and implementation. He holds a Bachelor of Science degree in Computer Information Systems from California State University Hayward. John continually expands his technical and engineering resources with continuing education and has achieved numerous Cisco certifications including his CNMA, and most notably, his CCIE. As AMS.NET's first Network Engineer, John should be commended for his efforts in building the skilled technical team we have today.	<ol style="list-style-type: none">1. West Hills Community College District2. San Leandro Unified School District3. County of Napa



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PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
Christian Weisse Senior System Engineer	Christian Weisse has more than 19 years' experience in technology with network design and implementation. Christian's career with AMS.NET began 17 years ago as a Systems Engineer and as a result of his impeccable work and additional certifications, Christian is now a Senior System Engineer. He holds numerous Cisco certifications including his CCNA, CCNP and remarkably his double CCIE (Switching/Routing & Security).	<ol style="list-style-type: none">1. Oakley Union Elementary School District2. Cabrillo College3. City of Oakland
Derek Ramirez Data Center Practice Manager	Derek Ramirez has more than 17 years' experience in network design and implementation. He began his AMS.NET career as a technical assistant and has since been promoted to System Engineer, Manager of Unified Communications & Applications, Senior System Engineer and Data Center Practice Manager. His career path at AMS.NET is a testament to his high level of skills and work ethic. Derek holds several certifications including the Cisco CCDA, Microsoft MCP, MCSA 2000, MCSE 2000, MCSE 2003, MCSA 2003, MCSA 2008, MCITP 2008, VMware VCP, EMCIE RecoveryPoint, EMCIE-VNX, EMCIE Clariion, EMCIE Celerra and Western Digital/Tegile TCIE.	<ol style="list-style-type: none">1. Oakley Union Elementary School District2. San Rafael City Schools3. Antioch Unified School District
Anthony Bastian Product Sales Specialist	Anthony has more than 29 years of technology and network experience in network implementation and 18 years of surveillance experience in design and implementation. Anthony continually expands his technical and engineering resources through continuing education and has achieved numerous certifications from Avigilon, Milestone, Exacq Vision, and Qognify. He has worked for AMS.NET for 27 years and has been a valuable asset to our team.	<ol style="list-style-type: none">1. City of Yorba Linda2. Tracy Unified School District3. City of Brentwood



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PROJECT TEAM MEMBERS

Team Member	Brief Biography	Recent Projects
Raymond Valine Cabling Operations Manager	Raymond Valine brings to every project more than 27 years' experience in the cabling industry, 19 of those with AMS.NET. Ray joined AMS.NET in 2002 as a technician and has since been promoted to a senior technician and cabling operations manager in 2008. Ray is responsible for the overall operation and management of the cabling department including the procurement of cabling materials and the day-to-day management and supervision of 40 or more field cabling employees. He has completed training with leading cabling manufacturers including Panduit, Leviton, Berk-Tek Oasis, Siemon, Valcom and others. He also has earned safety certifications such as the Click Safety C2 Leads Hazards Certificate, Asbestos Level III Operations and Maintenance Certification, RGA Environmental Fit Test Certificate, Renovator Toxic Substances Lead Based Paint Certificate and CPR and First Aide Training.	<ol style="list-style-type: none">1. Manteca Unified School District2. Lake Tahoe Community College3. Reef-Sunset Unified School District4. City of Yorba Linda
Mike Malone Purchasing Manager	Mike joined AMS.NET in 2003 as the Superintendent responsible for managing 18 or more cable technicians. Since then he has been promoted to Inside Cabling Operations Manager, Cabling Logistics Manager and most recently to Purchasing Manager. In his current role, Mike handles the purchasing of all technology equipment along with managing supplier relationships. Mikes 26 years of industry network and cabling experience and his strong management skills give him the tools to successfully procure technology at fair prices for our customers.	



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Section 4



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Capacity / Methodology / Communications Management Plan

Livermore Valley Joint U.S.D.



Prepared for
Livermore Valley Joint U.S.D.
January 7, 2022

Prepared by
JT Moomau



Introduction

This Communications Management Plan sets the communications framework for **RFP E-Rate Category 2 Proposal Form RFP FY22 470 # 220008157 Network Electronics project**. It will serve as a guide for communications throughout the lifecycle of the project and will be updated as communication needs change. This plan identifies and defines the roles of persons involved in this project. It also includes a communications matrix which maps the communication requirements of this project. An in-depth guide for conducting meetings details both the communications rules and how the meetings will be conducted, ensuring successful meetings. A project team directory is included to provide contact information for all stakeholders directly involved in the project.

Communications Management Approach

The Project Manager will take a proactive role in ensuring effective communications on this project. The communications requirements are documented in the Communications Matrix presented in this document. The Communications Matrix will be used as the guide for what information to communicate, who is to do the communicating, when to communicate it and to whom to communicate.

As with most project plans, updates or changes may be required as the project progresses or changes are approved. Changes or updates may be required due to changes in personnel, scope, budget, or other reasons. Additionally, updates may be required as the project matures and additional requirements are needed. The project manager is responsible for managing all proposed and approved changes to the communications management plan. Once the change is approved, the project manager will update the plan and supporting documentation and will distribute the updates to the project team and all customer stakeholders.

AMS.NET Communications Management Policy

All project communication activities will occur within the project's approved budget, schedule, and resource allocations. The project manager is responsible for ensuring that communication activities are performed by the project team. Communication activities will occur in accordance with the frequencies detailed in the Communication Matrix in order to ensure the project adheres to schedule constraints. Any deviation of these timelines may result in excessive costs or schedule delays and must be approved by **Livermore Valley Joint U.S.D.**

AMS.NET organizational policy states that where applicable, standardized formats and templates must be used for all formal project communications. The details of these policy requirements are provided in the section titled "Communication Standards" in this document.

AMS.NET organizational policy also states that only a Vice President or Operations Manager level employee may authorize the distribution of confidential information. The project manager is responsible for ensuring that approval is requested and obtained prior to the distribution of any confidential information regarding this project.

Requirements

Communication Requirements

As part of identifying all project stakeholders, the project manager will communicate with **Livermore Valley Joint U.S.D.** in order to determine their preferred frequency and method of communication. Standard project communications will occur in accordance with the Communication Matrix; however, depending on the identified stakeholder communication requirements, individual communication is acceptable and within the constraints outlined for this project.

Customer

Livermore Valley Joint U.S.D. as the customer representative who will be accepting the final deliverable of this project, and the identified stakeholders in your organization, will be informed of the ongoing project status including potential impacts to the implementation schedule. You will be included in all communications regarding any aspect of the project. Our goal is to provide you the best overall communication experience for the duration of the project lifecycle. It is extremely important that all requests for information by **Livermore Valley Joint U.S.D.** be responded to quickly, accurately, and efficiently.

Project Manager

The Project Manager has overall responsibility for all communication related actions of the project. The Project Manager works with the Engineering Operations Manager and Senior Engineering to schedule day to day resources, provide project guidance, and document project status. The Project Manager also monitors and reports on the projects metrics as defined in the scope. The Project Manager is the primary communicator for the project, distributing information according to this Communications Management Plan.

Project Team

The Project Team is comprised of all AMS.NET employees who have a role performing work on the project. The project team needs to have a clear understanding of the work to be completed and the framework in which the project is to be executed. Since the Project Team is responsible for completing the work for the project, they will play a key role in developing the implementation plan including defining its schedule and work packages. The Project Team requires a detailed level of communications which is achieved through day to day interactions with the Project Manager and other team members along with scheduled team meetings.

Technical Lead

The Technical Lead is a Senior Engineer on the Project Team who is designated to be responsible for ensuring that all technical aspects of the project are addressed and that the project is implemented in a technically sound manner. The Technical Lead is responsible for all technical designs, overseeing the implementation of the designs and developing as-built documentation. The Technical Lead requires close communications with the Project Manager and the Engineering Operations Manager

Project Team Directory

The following table presents contact information for all persons identified in this communications management plan. The email addresses and phone numbers in this table will be used, in addition to the Project Chatter Group to communicate with these people.

Project Team Directory					
Role	Name	Title	Organization/ Department	Email	Phone
Customer					
Engineering Manager					
Project Manager					
Technical Lead					

Methodology

Communication Methods and Technologies

The project team will determine, in accordance with AMS.NET organizational policy, the communication methods and technologies based on several factors to include: customer communication requirements, available technologies (internal and external), and organizational policies and standards.

AMS.NET maintains a Salesforce Project Chatter Group platform within the PMO which all projects use to provide updates, archive various reports, and conduct project communications. This platform enables the project team, as well as customer contacts access to project data and communications at any point in time. The Project Chatter Group also provides the ability for the customer and project team members to collaborate on project work and communication. Access to the Project Chatter Group will be controlled with a username and password. The project manager is responsible for ensuring all project agendas, meeting minutes and documentation are copied to the Project Chatter Group.

AMS.NET maintains software licenses for MS Project software should you wish to utilize that format for timelines and scheduling build outs. All project teams are responsible for developing, maintaining, and communicating schedules using this software and/or basic Microsoft Office templates based on customer preference and overall project requirements.

Communications Matrix

The following table identifies the communications requirements for this project.

Communications Matrix						
Communication Type	Objective of Communication	Medium	Frequency	Audience	Owner	Deliverable
Kickoff Meeting	Introduce the project team and the project. Review project objectives and management approach.	<ul style="list-style-type: none"> • Face to Face • Conference Call/WebEx 	Once	<ul style="list-style-type: none"> • Customer • Project Team 	Project Manager	<ul style="list-style-type: none"> • Agenda • Meeting Minutes
Project Team Meetings	Review and update status of the project with the team.	<ul style="list-style-type: none"> • Conference Call/WebEx 	TBD	<ul style="list-style-type: none"> • Project Team • EOM 	Project Manager	<ul style="list-style-type: none"> • Agenda • Meeting Minutes • Project schedule
Technical Design Meetings	Discuss and develop technical design solutions for the project.	<ul style="list-style-type: none"> • Face to Face • Call WebEx 	As Needed	<ul style="list-style-type: none"> • Sr. Engineer • EOM 	Technical Lead	<ul style="list-style-type: none"> • Agenda • Meeting Minutes
Project Status Meetings	Report the status of the project including activities, progress, change management, issues, risks, and action items	<ul style="list-style-type: none"> • Conference Call/WebEx 	Weekly or Bi-Weekly	<ul style="list-style-type: none"> • Customer • Project Team 	Project Manager	<ul style="list-style-type: none"> • Project Controls Register • Project schedule • Meeting Minutes
Virtual Site Walk Process	Remote WebEx meeting to provide objective evidence of project implementation and to review slide presentation/photographs of completed work. Punch list creation	<ul style="list-style-type: none"> • Web Ex - Recorded 	Once	<ul style="list-style-type: none"> • Customer • Project Manager • Sr. Engineer 	Project Manager	<ul style="list-style-type: none"> • Power Point • Meeting Minutes

Guidelines for Meetings

Meeting Agenda

Meeting Agendas will be distributed in advance of meeting. The Agenda should identify the presenter for each topic along with a proposed time limit for that topic. The first item in the agenda should be a review of action items from the previous meeting.

Meeting Minutes

Meeting minutes will be distributed within 2 business days following the meeting. Meeting minutes will include the status of all items from the agenda along with new action items and the Parking Lot list.

Action Items

Action Items are recorded in the Project Controls Register as well as minutes from which they were brought up. Action items will include both the action item along with the assigned owner of that specific task. Meetings will start with a review of the status of all action items from previous meetings and end with a review of all new action items resulting from the meeting. The review of the new action items will include identifying the owner for each action item.

Project Manager – Meeting Facilitator

The Project Manager is responsible for distributing the meeting agenda, facilitating the meeting and distributing the meeting minutes. The Project Manager will ensure that the meeting starts and ends on time and that all presenters adhere as much as possible to their allocated time frames.

Parking Lot List

The Parking Lot List is a tool used by the Project Manager to record and defer items which aren't on the meeting agenda; however, merit further discussion at a later time or through another forum. A parking lot record should identify an owner for the item as that person will be responsible for ensuring follow-up. The Parking Lot list is to be included in the meeting minutes.

Communication Standards

For this project, AMS.NET will utilize standard organizational formats and templates for all formal project communications. Formal project communications are detailed in the project's communication matrix and include:

Kickoff Meeting – Project team will utilize AMS.NET's standard templates for meeting agenda and meeting minutes. Additionally, any slides presented will use the AMS.NET standard slideshow template.

Technical Design Meetings - Project team will utilize AMS.NET standard templates for technical data gathering and meeting minutes.

Project Status Meetings - Project team will utilize AMS.NET standard templates for meeting agenda and meeting minutes. Project Controls Register will be utilized to track and assign Action Items.

Informal project communications should be professional and effective but there is no standard template or format that must be used. AMS.NET prefers anything directly affecting overall project success or of historical value be relayed utilizing the Project Chatter Group. Your project related email and phone contacts will of course be responded to quickly by the Project Manager.

Communication Escalation Process

Efficient and timely communication is the key to successful project completion. As such, it is imperative that any disputes, conflicts, or discrepancies regarding project communications are resolved in a way that is conducive to maintaining the project schedule, ensuring the correct communications are distributed, and preventing any ongoing difficulties. In order to ensure projects, stay on schedule and issues are resolved, AMS.NET will use its standard escalation model to provide a framework for escalating any project related issues. The table below defines the priority levels, decision authorities, and timeframes for resolution.

Communication Escalation Process			
Priority	Definition	Decision Authority	Timeframe for Resolution
Priority 1	Major impact to project or business operations. If not resolved quickly there will be a significant adverse impact to revenue and/or schedule.	Engineering Management or higher	Within 4 hours
Priority 2	Medium impact to project or business operations which may result in some adverse impact to revenue and/or schedule.	Project Manager	Within one business day
Priority 3	Slight impact which may cause some minor scheduling difficulties with the project but no impact to business operations or revenue.	Project Manager	Within two business days
Priority 4	Insignificant impact to project but there may be a better solution.	Project Manager	Work continues and any recommendations are submitted via the standard communication plan process

** NOTE: Any communication including sensitive and/or confidential information will require escalation to Management level or higher for approval prior to external distribution.

Glossary of Communication Terminology

Glossary of Communication Technology	
Term	Definition
Communication	The effective sending and receiving of information. Ideally, the information received should match the information sent. It is the responsibility of the sender to ensure this takes place.
Customer Stakeholder	Individuals or groups within customer organization in the project or whose interests may be affected by the project's execution or outcome.
Communications Management Plan	AMS.NET provided document which details how project communications will be conducted, who will participate in communications, frequency of communications, and methods of communications.
Escalation	The process which details how conflicts and issues will be passed up the management chain for resolution as well as the timeframe to achieve resolution.



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Section 5



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Past Performances / References

Pleasanton Unified School District

Amy Nichols
Senior Director of Procurement and Technology
925-596-9660
anichols@pleasantonusd.net
4750 First Street
Pleasanton, CA 94566

With a E-Rate 22 and Bond Measure funded project, AMS completed a \$4.4M project consisting of a Brocade 40G backbone upgrade along with a fiber backbone upgrade to Singlemode fiber at all 15 school sites in July 2019.

Next, with E-Rate 23 and Bond measure funding, AMS completed a \$8.3M project 2020 leveraging remaining E-Rate funds on Meraki wireless network upgrade. The bond funds covered the C7 low voltage project to upgrade the copper plant districtwide, Brocade network upgrades, Cisco UC voice deployment and a major E911 notification system thru the Speaker/Clock network improvements. All projects were delivered on time and on budget.

.....

Tracy Unified School District

Tom Quiambao
CTO
(209) 830-3282 ext. 1940
tquiambao@tusd.net
315 East 11th Street
Tracy, CA 95376

With E-Rate 21 funding, AMS completed a \$1.2M E-Rate funded projects resulting in the deployment of a 10G Cisco backbone upgrades. The upgrades included Cisco Cat3K switch upgrades and Cisco 3800 wireless WAP upgrades district wide. AMS also performed all the low voltage C7 work to support the new CAT6 copper data drops for all the wireless endpoints. All projects were delivered on time and on budget.



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Brentwood Union School District

Robert Remley

(925) 513-6341

rremley@brentwood.k12.ca.us

255 Guthrie Lane

Brentwood, CA 94513

In 2018 AMS completed a \$1.5M E-Rate 20 funded project including a Cisco 3850 switch network refresh to support 10G backbone speeds from core MDF to edge IDF. Next we upgraded all the wireless access points to the Cisco 3802's with new HA controllers. Lastly, Cisco 4K ISR routers were part of the upgrade and APC Smart UPS's

See detailed Education Reference list on next page....



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Section 6

CUSTOMER SERVICE COMMITMENT

AMS.NET is an innovative technology solution provider delivering business outcomes to K12 organizations for more than 30 years. The company was established more than three decades ago to provide technical support to local school districts in California.

With a consultative approach, consideration is taken to understanding technology requirements, existing equipment, industry, growth plan and budget. Leveraging proven and emerging technologies through leading manufacturers, AMS.NET's certified engineers' architect a solution that supports your initiatives and allows for future growth.

Key's to our success and all successful projects:

- Communication between Project Manager, Operations Team and the main customer contacts on a daily and weekly basis.
- AMS project management utilizes a proven and methodical system to deliver technology solutions. While we follow an established 5 stage project lifecycle, our PMO will adapt to your unique project and organizational requirements. Our experienced and customer-focused team of project managers collaborate with key project stakeholders throughout the project, provide risk management and conduct ongoing project auditing to ensure the project meets milestones and follows the agreed upon project plan.
 - **DISCOVERY & PREPARATION** - During the first project stage, AMS.NET will identify the current infrastructure along with define technology requirements and key performance indicators. Our pre-sales engineers, account team, project managers and customer experience team are aligned and have a hand-off process to ensure the successful execution of your technology solution.
 - **DESIGN & PLANNING** - Milestones and the project plan are built for your unique technology implementation. Our PMO develops detailed documentation of project tasks and dates to ensure a smooth technology implementation. Project managers will also work with you on risk management to identify risks and advise you of your options to mitigate those risks.
 - **EXECUTION** - The project manager manages the coordination of all AMS.NET engineers, cabling team, any third party vendors and key customer stakeholders to meet milestones defined in the project plan. The project is closely monitored and stakeholders are provided with regular updates.
 - **PROJECT CLOSEOUT** - At project closeout, AMS.NET provides complete documentation of the project's technical implementation.
 - **WARRANTY & MAINTENANCE** - After deployment, AMS.NET PMO will introduce our support team for the 30-day warranty period. AMS.NET also offers a host of maintenance plans and managed services to ensure the solution continues to perform at optimum levels.



AMS.NET

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AMS Certifications and Specializations:

- Cisco Gold Certified Partner
- Cisco Meraki Partner
- Aruba HPE Platinum Partner, HPE Silver Partner,

Cisco Specializations:

- Advanced Data Center Architecture
- Advanced Collaboration Architecture
- Advanced Security
- Advanced Enterprise Network Architecture
- Collaboration SaaS Authorization

C7 Low Voltage Specializations:

- On staff RCDD
- DIR registered contractor (DIR #1000001046)
- C7 Contractors License – 763508 / Exp. 04/30/2022
- Panduit, Leviton, Chatsworth, Ortronics, Hubbell, Belden, Berk-Tek certificates
- AMS.NET's FCC Green Light Display System Status
- Insured and bonded

Key Officers of AMS.NET:

- Robert Tocci – CEO (925) 245-6107 rtocci@ams.net
- Jordan Moomau – VP of Operations – (559) 547-2854 jtroomau@ams.net
- Diana Monaghan – VP of Finance – (925) 245-6101 dmonaghan@ams.net
- John Stott – VP of Technical Services – (925) 245-6104 jstott@ams.net
- Tom Vasconi – VP of Sales – (925) 245-6128 tvasconi@ams.net
- Jocelyn Ambrose – PMO Manager – (559) 547-2864 jambrose@ams.net

AMS.NET versus the Competition

- Established proven partner in your vertical
- 120+ employees throughout the state of California
- Multi-vendor network support
- Complete architecture solutions
- Elite manufacturer partnerships– Cisco Gold Partner since 2007
- Skilled and Certified Engineers- CCIE's in networking, security, voice
- Advanced manufacturer technology specializations
- Structured cabling- C-7 Contractor and RCCD Certified
- Certified project management – PMP Certification
- Executive management accessibility regardless of the customer size



AMS.NET
Technology Solution Provider

PROJECT OUTLINE

Project Outline of Tasks

Discovery & Preparation Phase

- Broaden Understanding of Core Business
- Identify Business Requirements
- System Evaluation and Readiness Assessment
- High-Level Technology Solution Design

Design & Planning Phase

- Assign Project Management Team
- Kick-Off Meeting
 - Review Scope of Work
 - Discuss Equipment Delivery, Asset Tagging and Change Management
 - Review Timeline
 - Identify Customer Expectations
 - Schedule Site Walks
 - Schedule Technical Meeting
- Detailed Site Walk Through
 - Obtain Site Maps
 - Review MDFs, IDF, and MPOEs
 - Verify Devices
- Technical Workshop
 - Review Site Walks and Generate Necessary Change Orders
 - GAP Analysis
 - Present AMS/Manufacturer Best Practices
 - Develop Installation Strategy For New Core Components
 - Develop Installation Strategy For Integration Into Existing Network
 - Discuss/Schedule Data Gathering Meetings
 - Discuss/Schedule Further Network Design Meetings
 - Coordinate/Schedule Equipment Delivery
 - Coordinate/Schedule Deployment
 - Coordinate/Schedule Training
 - Schedule Cutover Dates
 - Schedule Weekly Project Meetings
 - Setup Timeline
 - Complete VoIP Questionnaire
- Project Workshop/Data Gathering Meetings
 - Review All Current Connectivity
 - Coordinate Any Dial Tone Changes With Carrier
 - Design Call Flow Per Phone
 - Cut-Sheet Development Per Site
 - Note All Phone Users/Extensions On Maps



Design & Planning Phase *(Continued)*

- Network Design Meetings
 - Discuss All Network Configurations
 - Generate Configurations for New and Existing Equipment
 - Determine IP Addressing Scheme
 - LAN/WAN-Shared Applications (Exchange, Databases)
- Detailed Visio Drawings
- Migration/Integration Strategy
- Deployment Plan
- Day 2 Support Plan
- Training Plan
- Solution Review
- Solution Acceptance

Implementation Phase

- Coordination of Cabling, Circuits and Equipment
- Coordinate Asset Tagging
- Pre-Configuration of Equipment Prior to Delivery
- On-Site Configuration and Installation of Backbone/Equipment
- System Integration
- Programming Per Cut-Sheet
- System Acceptance Testing
- Cutover
- On-Site Help Desk (First Business Day After Migration)
- On-Site Greeting Training and Hands-On Assistance (First Business Day After Migration)
- Help Desk For User and Configuration Issues (First Week After Migration)
- Final Site Acceptance Walks
- Completion Statement Sign-Off
- Documentation Delivery
 - Call Tree/Call Flow
 - Router Configuration
 - IP Addressing Scheme
 - Visio Diagram of the Network (Logical)
 - Site Directory
 - Training Manuals

Training Phase

- System Administrator Training & End-User Training

Support Phase

- Maintenance Agreements & Professional Services



AMS.NET
Technology Solution Provider

Section 7

AMS.NET INC.
Balance Sheet
 As of December 31, 2020
Dec 31, 20

ASSETS

Current Assets

Checking/Savings

1007 · Fremont Bank Business Lockbox	284,557.96
1009 · ING Forfeiture One	9,932.81
1015 · Fremont Bank-Analyzed	3,474,680.65
1017 · Payroll Cash Account	<u>-2,235.84</u>

Total Checking/Savings 3,766,935.58

Accounts Receivable

1020 · Accounts Receivable - Trade	13,064,366.45
1022 · A/R - Trade - Retention	524,722.47
1028 · Accounts Receivable-Employee	<u>3,000.00</u>

Total Accounts Receivable 13,592,088.92

Other Current Assets

1026 · Advances to Employees	42,909.09
1029a · Pre-Paid Exp-Cloud Subscription	7,786,263.61
1032 · Work in Process - Networking	698,311.81
1050 · Deposits	<u>7,658.00</u>

Total Other Current Assets 8,535,142.51

Total Current Assets 25,894,167.01

Fixed Assets

1160 · Machinery & Equipment	141,700.03
1162 · Furniture & Fixtures	754,202.78
1164 · Computer Equipment	426,772.77
1166 · Service Cars & Trucks	1,429,095.83
1168 · Leasehold Improvements	2,675,449.21
1260 · Accum.Deprec.-Machinery & Equip	-123,076.64
1262 · Accum.Deprec.-Furniture	-444,399.44
1264 · Accum.Deprec.-Computer Equipmen	-464,974.12
1266 · Accum.Deprec.-Svs.Cars & Trucks	-792,000.20
1268 · Leasehold Amortization	-244,310.04
1300 · Organization Costs	1,577.00
1301 · Amortization -Organization Cost	<u>-1,577.00</u>

Total Fixed Assets 3,358,460.18

TOTAL ASSETS 29,252,627.19

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2020 · Accounts Payable - Trade	8,235,350.31
---------------------------------	--------------

Total Accounts Payable 8,235,350.31

Credit Cards

2032 · Amer Express-cr.card payable	112.01
2033 · Visa - Cr. Card Payable	4,609.97
2034 · Chase MasterCard	<u>341.00</u>

AMS.NET INC.
Balance Sheet
As of December 31, 2020
Dec 31, 20

Total Credit Cards	5,062.98
Other Current Liabilities	
2050 · Commissions Payable	254,915.00
2051 · Accrued Income & Franchise Tax	18,232.00
2060 · Accrued Expenses	205,509.63
2064 · Accrued Cost-Subcontracts	6,875.00
2065 · Accrued Costs of Sales	287,010.60
2066 · Accrued Cost-Subs Retention	20,192.20
2075 · 401k Plan	-15,235.01
2200 · Sales Tax Payable	383,123.03
2300 · Deferred Revenue-AMS Managed	456,577.45
2301 · Deferred Revenue - Cloud Subscr	9,843,982.67
2302 · Deferred Revenue - Shafter Ofc	55,723.20
2303 · Deferred Revenue - CARES ACT	395,928.61
2408 · Fremont Bank - Loan 3244324	2,396,500.00
2706 · Notes Pay-2016 Ford Tran 1- ST	470.12
2723 · Notes Pay-2016 Ford Tran 6-ST	29.13
2727 · Notes Pay -2013 Ford E-350 - ST	-15.14
2732 · Notes Payable-2017 Ford Van ST	118.04
2734 · Notes Payable-2017 Ford Tran-ST	21.18
2738 · Notes Payable-2018 Ford Tran-ST	-819.59
2739 · Notes Payable-2018 Ford Fusi-ST	-474.52
2748 · Notes Pyble-2020 Lincoln Nav-ST	-2,608.13
2840 · Deferred Taxes - current	29,539.00
Total Other Current Liabilities	14,335,594.47
Total Current Liabilities	22,576,007.76
Long Term Liabilities	
2606 · Notes Pay-2016 Ford Tran 1- LT	2,375.71
2607 · Notes Pay -2016 Ford Tran 2- LT	2,375.71
2608 · Notes Pay - 2016 Ford Tran 3-LT	2,375.71
2609 · Notes Pay-2016 Ford Tran 4-LT	2,375.71
2622 · Notes Pay-2016 Ford Tran 5-LT	2,375.71
2623 · Notes Pay-2016 Ford Tran 6-LT	2,375.71
2624 · Notes Pay-2016 Ford Tran 7-LT	2,375.71
2625 · Notes Pay -2016 Ford Tran 8-LT	2,375.71
2626 · Notes Pay -2016 Ford Tran 9 -LT	2,375.71
2627 · Notes Pay -2013 Ford E-350 -LT	3,272.00
2632 · Notes Payable- 2017 Ford Van-LT	3,530.85
2634 · Notes Payable-2017 Ford Tran-LT	4,832.76
2635 · Notes Payable-2018 Bucket Tr-LT	33,797.83
2636 · Notes Payable-2018 Ford Tr-LT	4,115.80
2638 · Notes Payable-2018 Ford Tran-LT	7,398.68
2639 · Notes Payable-2018 Ford Fusi-LT	16,133.88
2642 · Notes Payable-2018 Ford Tra-LT	9,890.10
2643 · Notes Payable-2019 Ford Tran-LT	14,124.00

AMS.NET INC.
Balance Sheet
As of December 31, 2020

	<u>Dec 31, 20</u>
2646 · Notes Payable-2019 Ford Tran LT	22,184.22
2647 · Notes Payable-2019 Ford Tran_LT	22,184.22
2648 · Notes Pyble-2020 Lincoln Nav-LT	<u>86,068.14</u>
Total Long Term Liabilities	<u>248,913.87</u>
Total Liabilities	22,824,921.63
Equity	
3002 · Common Stock	232,914.52
3103 · Distributions	-775,624.54
3900 · Retained Earnings	3,962,709.12
Net Income	<u>3,007,706.46</u>
Total Equity	<u>6,427,705.56</u>
TOTAL LIABILITIES & EQUITY	<u><u>29,252,627.19</u></u>



AMS.NET
Technology Solution Provider

Section 8



AMS.NET

Technology Solution Provider

COMPANY FACTS

General Info

Legal Name: AMS.NET Inc.
 Type: Delaware Corporation
 Tax ID: 94-3291626
 Principal Owner: Robert Tocci
 Years in Business: 33 Years
 Number of Employees: 115
 Website: www.ams.net
 Email: sales@ams.net
 Phone: 800-893-3660/925-245-6100
 Fax: 925-245-6150

Locations:

Headquarters: 502 Commerce Way, Livermore, CA 94551-7812
 Sacramento Regional Office: 5008 Donovan Drive
 Carmichael, CA 95608 Phone 800-893-3660
 Central Valley Regional Office: 1155 East North Avenue, Suite 106
 Fresno, CA 93725, Phone 559-733-1641
 Southern California Regional Offices: 12405 East Slauson Ave, Unit K,
 Whittier, CA 90606, Phone 800-893-3660

License and Procurement

DIR#: 1000001046 Expires 6/30/22

FCC RN: 0012300554

Contractor License C-7:

763508 Expires 4/30/22

DUNS#: 556116234

Microsoft MCSE's: 1673446, 2056976

Procurement:

E-Rate: SPIN 143005880

Merced County FOCUS Contract: #2021092

SPURR Master Contract/ PEPPM Contract

NASPO Contracts- Cisco, HPE, Ruckus,
Pure Storage, Palo Alto Networks

Cisco GSA Contract: GS-35F-0349S, Expires 4/4/26

CMAS Contracts-

Fortinet	Corning
APC	HP
Arecont Vision	Nimble Storage
Aruba/HPE	Palo Alto Networks
Avigilon	Rubrik
Bosch	Ruckus Wireless
Cisco	TrippLite
Cohesity	Veeam
Eaton	VMware
EMC	Berk-Tek
Extron	Chatsworth
	General Cable
	Hitachi
	Leviton
	Ortronics
	Panduit
	Superior Essex
	Leviton
	Labor

Certifications and Specializations

Cisco Gold Certified Partner/

Cisco Meraki Partner

Cisco Specializations:

- Advanced Data Center Architecture
- Advanced Collaboration Architecture
- Advanced Security Architecture
- Advanced Enterprise Network Architecture
- Collaboration SaaS Authorization
- Customer Satisfaction Excellence
- Customer Experience Specialized

Partial Manufacturer List:

Aruba HPE Platinum Partner, HPE Silver Partner,
 Ruckus Elite Partner, Palo Alto Networks, Fortinet, Barracuda,
 Aerohive, Pure Storage, Nimble Storage, Cohesity, DDN,
 Rubrik, Veeam Silver Pro Partner, Datrium, VMware Partner,
 Singlewire, FrontRow, Class Connection, AtlasIED, Extron,
 Advanced Network Devices, Avigilon, Verkada, OnSSI,
 Milestone, Arecont Vision, Hikvision, exacqVision, Tripplite,
 APC, Panduit, General Cable, Damac, Leviton, Berk-Tek,
 Ortronics, Hoffman, Cooper B-Line, Chatsworth, Superior Essex



AMS.NET
Technology Solution Provider

Section 9



FCC RED LIGHT DISPLAY SYSTEM

AMS.NET's FCC Red Light Display System Status

The Red Light Rule was adopted as part of the Federal Communication Commission's ongoing effort to implement the Debt Collection Improvement Act, which provides that the Commission checks to determine whether entities or individuals seeking licenses or other benefits from the FCC are delinquent in debt owed to the Commission. The Red Light Display System displays the current Green status of AMS.NET (FRN #0012300554).

Red Light Display System View

[FCC](#) | [Fees](#) | Red Light Display System

< [FCC Site Map](#)

Logged in as FRN: AMS.NET, Inc. (0012300554) [[Log Out](#)]

[Back](#) | [Print](#) | [Help](#)

1/10/2022 11:06 AM

Current Status of FRN 0012300554

STATUS: Green

You have no delinquent bills which would restrict you from doing business with the FCC.

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts restricting business with the Commission by any FRN associated with requestor's TIN. The Red Light Display System was last updated on 01/10/2022 at 6:32 AM; it is updated once each business day at about 7 a.m., ET.



AMS.NET
Technology Solution Provider

Section 10

Livermore Valley Joint Unified School District - Form 470 #220008157

Attachment A

Granada High School 400 Wall St, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-48Y4C-EDU	100	1	\$11,585.23	\$11,585.23	\$1,187.48	\$0.00	\$12,772.71
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-A-5Y	100	1	\$9,651.97	\$9,651.97	\$0.00	\$0.00	\$9,651.97

Livermore High School 600 Maple St, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-48Y4C-EDU	100	1	\$11,585.23	\$11,585.23	\$1,187.48	\$0.00	\$12,772.71
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-A-5Y	100	1	\$9,651.97	\$9,651.97	\$0.00	\$0.00	\$9,651.97

Altamont Creek Elementary School 6500 Garaventa Ranch Rd, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Arroyo Seco Elementary School 5280 Irene Way, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Leo R. Croce Elementary School 5650 Scenic Ave, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Jackson Avenue Elementary School 554 Jackson Ave, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Lawrence Elementary School 2451 Portola Ave, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Marylin Avenue Elementary School 800 Marylin Ave, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Rancho Las Positas Elementary School 401 E. Jack London Blvd, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Emma C. Smith Elementary School 391 Ontario Dr, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Sunset Elementary School 1671 Frankfurt Way, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Joe Michell K-8 School 1001 Elaine Ave, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Junction Avenue K-8 School 298 Junction Ave, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Andrew N. Christensen Middle School 5757 Haggin Oaks Ave, Livermore, CA 94551

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

East Avenue Middle School 3951 East Ave, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

William Mendenhall Middle School 1701 El Padro Dr, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Del Valle Cont High School 2253 5th St, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02

Vineyard Alternative Education 1401 Almond Ave, Livermore, CA 94550

Make	Part #	% Erate Eligibility	QTY	Unit Price	Total Price	Tax	Shipping	Total Project Costs
Cisco	C9500-24Y4C-EDU	100	1	\$10,647.31	\$10,647.31	\$1,091.35	\$0.00	\$11,738.66
Cisco	C9K-F1-SSD-240G	100	1	\$1,435.59	\$1,435.59	\$147.16	\$0.00	\$1,582.75
Cisco	C9K-PWR-650WAC-R/2	100	1	\$1,004.92	\$1,004.92	\$103.01	\$0.00	\$1,107.93
Cisco	C9500-DNA-L-A-5Y	100	1	\$5,661.02	\$5,661.02	\$0.00	\$0.00	\$5,661.02



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Section 11



Project Cost Summary – Livermore Valley Joint U.S.D.

Project Information

Livermore Valley Joint U.S.D. - E-Rate 25 - FY22
 470 # 220008157 Network Electronics - 95310
 Project # 95310
 January 25, 2022

Account Manager

Dave Zieker
 dzieker@ams.net
 (925) 245-6160

AMS Quote #	Description	Subtotal	Taxes	Total
Q-00059005	Cisco Catalyst 9500 Switches Granada High School	\$23,677.71	\$1,437.65	\$25,115.36
Q-00059006	Cisco Catalyst 9500 Switches Livermore High School	\$23,677.71	\$1,437.65	\$25,115.36
Q-00059007	Cisco Catalyst 9500 Switches Altamont Creek Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059008	Cisco Catalyst 9500 Switches Arroyo Seco Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059010	Cisco Catalyst 9500 Switches Leo R. Croce Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059012	Cisco Catalyst 9500 Switches Jackson Avenue Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059013	Cisco Catalyst 9500 Switches Lawrence Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059014	Cisco Catalyst 9500 Switches Marilyn Avenue Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059015	Cisco Catalyst 9500 Switches Rancho Las Positas Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059016	Cisco Catalyst 9500 Switches Emma C. Smith Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059017	Cisco Catalyst 9500 Switches Sunset Elementary School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059018	Cisco Catalyst 9500 Switches Joe Michell K-8 School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059019	Cisco Catalyst 9500 Switches Junction Avenue K-8 School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059020	Cisco Catalyst 9500 Switches Andrew N. Christensen Middle School	\$18,748.84	\$1,341.52	\$20,090.36



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Q-00059021	Cisco Catalyst 9500 Switches East Avenue Middle School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059022	Cisco Catalyst 9500 Switches William Mendenhall Middle School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059023	Cisco Catalyst 9500 Switches Del Valle Cont High School	\$18,748.84	\$1,341.52	\$20,090.36
Q-00059024	Cisco Catalyst 9500 Switches Vineyard Alternative Education	\$18,748.84	\$1,341.52	\$20,090.36

Project Summary

Project Total	\$347,336.86
Estimated Total Taxes	\$24,339.62
Grand Total	\$371,676.48

Vendor: AMS.NET
Address: 502 Commerce Way, Livermore, CA 94551
Phone: 925-245-6100
SPIN: 143005880



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Customer Quotations

Customer

Livermore Valley Joint U.S.D.
 685 E Jack London Blvd Livermore, CA 94551-1855
 ATTN:

Project Name	Livermore Valley Joint U.S.D. - E-Rate 25 - FY22 470 # 220008157 Network Electronics - 95310
Project #	95310
Account Mgr.	Dave Zieker
AM Phone	(925) 245-6160
AM Email	dzieker@ams.net
Inside Account Mgr.	Chris Gosset
IAM Phone	(925) 245-6159
IAM Email	cgosset@ams.net

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059005, Cisco Catalyst 9500 Switches Granada High School					
1	C9500-48Y4C-EDU Catalyst 9500 48-port x 1/10/25G and 4-port 40/100G , EDU	Cisco Systems Inc.	1.00	\$11,585.23	\$11,585.23
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$9,651.97	\$9,651.97
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
Subtotal:					\$23,677.71
Estimated Tax:					\$1,437.65
Quote Total:					\$25,115.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059006, Cisco Catalyst 9500 Switches Livermore High School					
1	C9500-48Y4C-EDU Catalyst 9500 48-port x 1/10/25G and 4-port 40/100G , EDU	Cisco Systems Inc.	1.00	\$11,585.23	\$11,585.23



2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$9,651.97	\$9,651.97
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$23,677.71
				Estimated Tax:	\$1,437.65
				Quote Total:	\$25,115.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059007, Cisco Catalyst 9500 Switches Altamont Creek Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059008, Cisco Catalyst 9500 Switches Arroyo Seco Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92



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4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059010, Cisco Catalyst 9500 Switches Leo R. Croce Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059012, Cisco Catalyst 9500 Switches Jackson Avenue Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84



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Estimated Tax:	\$1,341.52
Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059013, Cisco Catalyst 9500 Switches Lawrence Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00

Subtotal:	\$18,748.84
Estimated Tax:	\$1,341.52
Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059014, Cisco Catalyst 9500 Switches Marylin Avenue Elementary School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00

Subtotal:	\$18,748.84
Estimated Tax:	\$1,341.52
Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
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Quote # Q-00059015, Cisco Catalyst 9500 Switches Rancho Las Positas Elementary School

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Quote # Q-00059016, Cisco Catalyst 9500 Switches Emma C. Smith Elementary School

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Quote # Q-00059017, Cisco Catalyst 9500 Switches Sunset Elementary School

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59



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3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059018, Cisco Catalyst 9500 Switches Joe Michell K-8 School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059019, Cisco Catalyst 9500 Switches Junction Avenue K-8 School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02



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5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059020, Cisco Catalyst 9500 Switches Andrew N. Christensen Middle School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059021, Cisco Catalyst 9500 Switches East Avenue Middle School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52



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Quote Total:	\$20,090.36
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Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059022, Cisco Catalyst 9500 Switches William Mendenhall Middle School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
Subtotal:					\$18,748.84
Estimated Tax:					\$1,341.52
Quote Total:					\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059023, Cisco Catalyst 9500 Switches Del Valle Cont High School					
1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
Subtotal:					\$18,748.84
Estimated Tax:					\$1,341.52
Quote Total:					\$20,090.36

Line	Item Description	Manufacturer	Qty	Unit Price	Extended Price
Quote # Q-00059024, Cisco Catalyst 9500 Switches Vineyard Alternative Education					



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1	C9500-24Y4C-EDU Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12	Cisco Systems Inc.	1.00	\$10,647.31	\$10,647.31
2	C9K-F1-SSD-240G Cisco pluggable SSD storage	Cisco Systems Inc.	1.00	\$1,435.59	\$1,435.59
3	C9K-PWR-650WAC-R/2 650W AC Config 4 Power Supply front to back cooling	Cisco Systems Inc.	1.00	\$1,004.92	\$1,004.92
4	C9500-DNA-L-A-5Y DNA Advantage 5 Year License	Cisco Systems Inc.	1.00	\$5,661.02	\$5,661.02
5	AMS-FREIGHT-DROPSHIP Freight	None	1.00	\$0.00	\$0.00
				Subtotal:	\$18,748.84
				Estimated Tax:	\$1,341.52
				Quote Total:	\$20,090.36

Order Summary

Project Total	\$347,336.86
Estimated Total Taxes	\$24,339.62
Grand Total	\$371,676.48

Terms and Conditions

1. AMS.NET will require a Purchase Order referencing this Quote # or if a Purchase order is not provided, an authorized representative must sign this quote.

2. Payment terms are Net 30. Payment made beyond 30 days are subject to a finance charge of 1.5% per month. Customer agrees to pay all collections costs and attorney fees for late payments if applicable. Customer agrees to accept multiple invoices for projects that cover multiple sales. In the event that a site's readiness is delayed by the customer, customer agrees to accept and pay invoices that reflect equipment and services already received.

3. Items sold by AMS.NET, Inc. and shipped to destinations in California are subject to sales tax. If an item is subject to sales tax in the state to which the order is shipped, tax is generally calculated on the total selling price of each individual item. In accordance with state tax laws, the total selling price of an order will generally include shipping and handling charges and item-level discounts. The amount of tax charged on your order will depend upon many factors including, but not limited to, the type of item(s) purchased, and the source and destination of the shipment. Factors can change between the time you place an order and the time an invoice is sent, which could affect the calculation of sales taxes. The amount appearing on your proposal as 'Estimated Sales Tax' may differ from the sales taxes ultimately charged. Shipping charges and sales tax will be added to this order when invoiced and the customer agrees to pay these charges.

4. All companies with tax exemption must present a valid Tax Exempt form. If Customer is tax exempt or if tax exempt form is not provided then customer agrees to pay all applicable taxes.

5. All shipments are FOB Origin or Pre-paid and shipped to Dock. Any Special shipping requirements must be clearly stated on all PO's (i.e. inside delivery). If inside Delivery or Lift-gate is required it must be specified and additional fees will incur. Shipping charges that appear on this quote are an estimate, AMS.NET will invoice and the customer will pay the actual shipping charge when identified.

6. Upon delivery of equipment, customer agrees to open all shipments and visually inspect equipment for physical damages. All damages must be reported to AMS.NET within 24 hours of delivery.

7. Returns will be accepted at AMS.NET discretion and are subject to manufacturer returns policies as well. For returns to be approved all merchandise must be in an unopened box and the customer agrees to pay a restocking fee of 15% of the purchase price. Returns must be made within 15 Days of receipt. All shipments must have a valid RMA number from AMS.NET before returning. For RMA requests please contact our Customer Service Department at (800) 893-3660 Ext. 6111. Email RMA requests should be directed to service@ams.net. A copy of AMS.NET's full RMA policy is available for review online at www.ams.net/services/procurement-and-financing/.

8. The laws of the State of California will apply to this sale.

9. The term "installation date" means the first business day on which installation of the system is complete. Minor omissions or variances in performance of the System that do not materially or adversely affect the operation of the system, shall not be deemed to have postponed the Installation Date. Seller shall use its best efforts to make timely delivery and installation. However, all stated delivery and installation dates are approximate and except as expressly provided in this agreement, Seller shall, under no circumstance, be deemed to be in default hereunder or be liable for consequential, incidental or special damages or commercial loss resulting from delays in delivery or installation.

10. Warranties. AMS warrants to Customer that it has good title to the equipment being sold to Customer under this Agreement, and the right to sell such equipment to Customer free of liens or encumbrances. AMS further warrants to Customer that the equipment being sold to Customer hereunder shall be free from defects in workmanship for a warranty period of thirty (30) days commencing on the later date the equipment is delivered to Customer or the date upon which AMS completes performance of the services to be performed under this agreement (this warranty being hereinafter referred to as an "Installation Warranty"). Except as expressly set forth in this paragraph, AMS does not make, and hereby disclaims, any and all representations or warranties, express or implied, with respect to the equipment or services being provided under this agreement, including but not limited to any implied warranties of merchantability, fitness for a particular purpose, satisfactory quality, against infringement, or arising from a course of dealing, usage or trade practice. AMS shall reasonably cooperate and assist Customer in enforcing any manufacturer warranties with respect to the equipment being sold to Customer under this Agreement. AMS hereby advises Customer, and Customer acknowledges that in the event Customer desires to procure from AMS any warranty protection beyond the warranty of title and the Installation Warranty provided under this Paragraph, Customer may do so by entering into a separate Service Agreement with AMS.

Manufacturer's warranty that is guaranteed is whatever is published by the manufacturer at the time of purchase.

11. Cisco Cloud services purchased from AMS.NET requires customer to accept Cisco's Universal Cloud agreement located on Cisco Systems' Website. This Universal Cloud Agreement describes the rights and responsibilities related to the Cloud Service(s) you purchase from Cisco or an Approved Source and is between you and Cisco. The Universal Cloud Agreement includes the applicable Offer Description(s) located at www.cisco.com/go/cloudterms (collectively "Agreement"). By clicking 'accept,' or using the Cloud Service, you agree to the terms of this Agreement. If you do not have authority to enter into this Agreement, or if you do not agree with its terms, do not click 'accept' and do not use the Cloud Service. If you determine that you cannot comply with the terms of this Agreement after you have paid for the Cloud Service, you may terminate your



AMS.NET
Technology Solution Provider

AMS.NET, Inc.

502 Commerce Way, Livermore, CA 94551
925-245-6100 • 925-245-6150 Fax

www.ams.net

access to the Cloud Service for a full refund provided you do so within thirty (30) days of your purchase.

AMS.NET Tax ID: 94-3291626

C7 License: 763508

Please fax signed Quotation or Purchase Order to your AMS.NET account manager or to 925.245.6150. Full terms and conditions can be viewed on our website at www.ams.net/services/procurement-and-financing/

Authorized Signature: _____ Date: _____

Print Name: _____ Print Title: _____



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Section 12



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**This section is not applicable as
labor is not included**



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Central Valley Regional Office- 1155 East North Ave., Suite 106, Fresno CA 93725

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