



**Riceville CSD - Wireless Networking Equipment - 470**

912 Woodland Avenue  
Riceville, IA 50466

**Riceville Schools - Fortinet Wireless 2018**

OPP-636063  
QUO-67993-V3S6  
2/23/2018 12:00:00 AM

**Submitted To:**

Cory Schumann  
912 Woodland Avenue  
Riceville, IA 50466

**Prepared by:**

Cindy Parker, IT Sales Executive  
2701 SE Convenience Blvd Suite 6  
Ankeny, IA 50021  
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## **Project Overview**

CEC is pleased to present this proposal for Fortinet wireless equipment to Riceville Schools. This proposal includes a pair of Fortinet FWC-200D wireless controllers capable of handling 200 access points, 50 Fortinet U421 802.11ac 4x4:4 wireless access points, and all necessary technical services. Technical services will include configuring static ip addresses for all access points, labeling all access points, configuring a public and a private wireless network, configuring controller redundancy, mounting access points in existing AP locations, and verifying wireless coverage.

## **Scope of Work**

The following scope of work defines the specific tasks and responsibilities required of each party to successfully complete the above referenced project. It also identifies specific conditions and clarifications upon which this proposal is derived.

### **CEC Responsibilities**

- Install equipment in rack
- Unbox and assemble equipment
- Update firmware if necessary
- Mount access points
- Configure access points
- Configure wireless security profiles
- Configure device manager/wireless controller
- Verify network connectivity from wireless network
- Secure wireless management system with customer provided usernames/passwords
- Provide a copy of equipment configurations and network drawings showing new equipment
- Documentation - CEC will provide a document that lists host names, IP addresses, and passwords as relevant to the environment
- Training/Knowledge transfer so staff will have the basic knowledge necessary to manage/maintain the environment after the project has completed.

### **Customer Responsibilities**

- Designate a key customer representative to act as project manager. This individual will coordinate the activities of internal customer departments and services required for successful completion of the project.
- Provide CEC personnel prompt and unrestricted access to work areas for the duration of the project.
- Provide adequate, and secure space for storage of equipment, cable, hardware, and tools during the installation. This space will be as close as possible to the work area.
- Schedule required downtime, and notify users of this planned outage.
- Provide current network documentation.
- Inform CEC of any laws or industry regulations that need to be followed.
- Provide adequate and conditioned power as necessary to operate equipment to be installed. If permanent power is not available at time of installation, temporary service will be supplied.

Provide adequate equipment cooling.

Provide adequate rack space.

Customer is responsible for all costs associated with third-party issue resolutions and delays not contracted by company.

Ensure adequate network connectivity, including cabling, patch cables, and switch ports.

## Equipment and Materials List

Qty	Mfg-Part #	Description	Unit	Extended
2	Fortinet-FWC-200D	FortiWLC-200D Wireless controller; 200 AP capacity, 4x1G RJ45 ports	\$4,020.00	\$8,040.00
2	Fortinet-FC10-WC050-311-02-12	8x5 FortiCare Contract, 1 year	\$145.69	\$291.38
50	Fortinet-FAP-421E-A	Dual-radio, 4x4:4 Wave 2 802.11ac Access Point	\$475.00	\$23,750.00
1	CEC-CEC01	Miscellaneous Mounting and Cable Management supplies	\$208.00	\$208.00



## Proposal Acceptance

Project Name: Riceville Schools - Fortinet Wireless 2018

### Investment Summary

Equipment and Materials	\$32,289.38
Professional Services	\$17,099.51
Shipping Charges	\$320.00
<b>Total Purchase Price</b> (less applicable tax)	<b>\$49,708.89</b>

Prices are valid for 30 days.

**A deposit of 40% is required at the time of order.** Progress payments for material delivered and labor expended will be invoiced monthly. Invoice terms are NET 30 with approved credit. The deposit will apply to the final bill. Prices do not include sales or use tax unless specifically noted.

This Proposal for sale of equipment or performance of services by CEC is subject to, and expressly conditioned upon CEC Standard Terms and Conditions. ([www.cecinfo.com/terms](http://www.cecinfo.com/terms)) CEC Standard Terms and Conditions cannot be waived or altered without the express written consent of CEC Corporate Officer. **By signing this Proposal, Customer expressly agrees to be bound by the terms of this Proposal and the CEC Standard Terms and Conditions.**

Information contained in this proposal, including part numbers, installation details, pricing information, and engineering drawings shall be considered Proprietary and Confidential, and shall not be duplicated or shared with persons other than the intended recipient(s) referenced above.

### CUSTOMER ACCEPTANCE

\_\_\_\_\_  
Authorized Signature                      Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

### Bill to Information

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Standard Address/P.O. Box

\_\_\_\_\_  
Suite/Mail Stop

\_\_\_\_\_  
City                      State                      Zip

\_\_\_\_\_  
Attention

\_\_\_\_\_  
Purchase Order Number

### Communications Engineering Company

\_\_\_\_\_  
Sales Executive                      Date

\_\_\_\_\_  
Title

### Customer Internal Information

\_\_\_\_\_  
Customer Project Number

\_\_\_\_\_  
Customer Project Name

Please enter your internal project name and/or number above and we will include that information on your project invoices.

## **Warranty**

### **CEC Life-time Warranty on Quality of Workmanship**

#### **What's Covered:**

- The system's physical installation performed by authorized CEC personnel.

#### **What's Not:**

- Equipment; work performed by others including installation, tampering, alteration, modification, service and maintenance.

### **Equipment**

#### **What's Covered:**

- All equipment provided by CEC will be covered by the manufacturer's warranty. All labor related to equipment warranty will be equal to the manufacturer's warranty, not to exceed one year.

#### **What's Not:**

- Anything excluded in the manufacturer's warranty.
- Equipment previously serviced by another company.

### **Other Warranty Conditions**

- All CEC warranty related labor is performed during CEC normal business hours. Response time will be handled as a service call and prioritized accordingly.
- Shipping and Handling is not covered.
- Extended Warranty, Service, and Maintenance contracts which could include 24x7x365 coverage with guaranteed response time are available and supersede all stated warranties. Contact CEC for more information.



**Riceville CSD - Switches - 470**

912 Woodland Avenue  
Riceville, IA 50466

**Riceville Schools - Ruckus switches to replace all switches 2018**

OPP-636064  
QUO-67995-R2W5  
3/21/2018 12:00:00 AM

**Submitted To:**

Cory Schumann  
912 Woodland Avenue  
Riceville, IA 50466

**Prepared by:**

Cindy Parker, IT Sales Executive  
405 Boyson Rd.  
Hiawatha, IA 52233  
(319) 731-4855 phone  
(319) 395-6096 fax  
[cparker@cecinfo.com](mailto:cparker@cecinfo.com)  
[www.cecinfo.com](http://www.cecinfo.com)

## **Project Overview**

CEC is pleased to present Riceville Schools with this proposal for network equipment. This proposal includes six Ruckus ICX7150-48ZP network switches and the necessary technical services to configure and install them. These switches will replace all of the existing end-of-support Cisco, HP, and Netgear switches. Four of the switches will be combined into a logical stack in the main wiring closet using 10 gigabit stacking cables. The remaining two switches will be combined into a logical stack in the auxiliary wiring closet using 10 gigabit stacking cables. The two logical stacks can be connected using 10 gigabit fiber transceivers using existing 50 micron fiber optic backbone cable, assuming there are four unused strands of fiber available. Each switch has dual power supplies and dual fan trays; 16 of the 48 ports also support 2.5G multigigabit equipment.

## **Scope of Work**

The following scope of work defines the specific tasks and responsibilities required of each party to successfully complete the above referenced project. It also identifies specific conditions and clarifications upon which this proposal is derived.

### **CEC Responsibilities**

- Unbox and assemble equipment
- Update firmware if necessary
- Provide a copy of equipment configurations and network drawings showing new equipment
- Configure network equipment
- Secure management access with customer provided usernames/passwords
- Testing of connectivity, VLANs, subnets, routing, etc.
- Remove "old" equipment from rack

### **Customer Responsibilities**

- Designate a key customer representative to act as project manager. This individual will coordinate the activities of internal customer departments and services required for successful completion of the project.
- Provide CEC personnel prompt and unrestricted access to work areas for the duration of the project.
- Schedule required downtime, and notify users of this planned outage.
- Provide adequate and conditioned power as necessary to operate equipment to be installed. If permanent power is not available at time of installation, temporary service will be supplied.
- Provide adequate equipment cooling.
- Provide four available strands of 50 micron fiber optic cable between the two wiring closets.

### **Conditions & Clarifications**

- Any changes to this proposal will be communicated and approved in writing by an authorized Customer representative prior to commencing work.

PLEASE NOTE! This proposal contains one or more long lead time items. Please plan accordingly when setting project timelines.

This quotation assumes a standard installation schedule. Any expedited deliveries or installation



schedules are not included, unless specifically identified, and will incur additional charges. Proposal is based on Single Phase Completion of the project. If the work is to be delivered in multiple phases the customer will incur additional charges.

NOTICE: All work performed by CEC MUST be scheduled through our Project Management Office (PMO), allowing adequate lead time for equipment delivery and scheduling of workforce. Upon project award our PMO will contact you to confirm project timelines and availability of resources. Standard lead time for labor services is 4 to 6 weeks from confirmation. Delays incurred by CEC employees and their subcontractors due to escorts, clearances, inability to enter workspace, and other factors beyond our control will be invoiced at our current labor rates.

This proposal includes travel to and from the site to perform our stated scope of work. Additional or duplicate site visits required due to factors beyond our control will be invoiced to the Customer at our current labor rates.

## Equipment and Materials List

Qty	Mfg-Part #	Description	Unit	Extended
6	Ruckus-ICX7150-48ZP-E8x10GR	Ruckus ICX7150 48 port PoE+ switch with 8x10G and dual power supply capability	\$4,290.00	\$25,740.00
6	Ruckus-ICXFAN11	Ruckus ICX7150 redundant fan tray	\$150.00	\$900.00
6	Ruckus-RPS20-E	Ruckus ICX7150 redundant power supply	\$900.00	\$5,400.00
5	Ruckus-10G-SFPP-TWX-0101	Ruckus Direct-attached active SFP+ 1M cable	\$90.00	\$450.00
1	Ruckus-10G-SFPP-TWX-0301	Ruckus Direct-attached active SFP+ 3M cable	\$120.00	\$120.00
4	Champion ONE-10Gbase+E-SR	Champion One 10GbaseSR SFP+ transceivers	\$297.70	\$1,190.80
1	CEC-CEC-MISC01	Miscellaneous fiber patch cables, mounting and cable management.	\$180.00	\$180.00



## Proposal Acceptance

Project Name: Riceville Schools - Ruckus switches to replace all switches 2018

### Investment Summary

Equipment and Materials	\$33,980.80
Professional Services	\$6,559.40
Shipping Charges	\$131.50

**Total Purchase Price** (less applicable tax) **\$40,671.70**

Prices are valid for 30 days.

**A deposit of 40% is required at the time of order.** Progress payments for material delivered and labor expended will be invoiced monthly. Invoice terms are NET 30 with approved credit. The deposit will apply to the final bill. Prices do not include sales or use tax unless specifically noted.

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CEC Spin Number: 143005154

### CUSTOMER ACCEPTANCE

\_\_\_\_\_  
Authorized Signature Date  
\_\_\_\_\_  
Printed Name  
\_\_\_\_\_  
Title

### Bill to Information

\_\_\_\_\_  
Company Name  
\_\_\_\_\_  
Standard Address/P.O. Box  
\_\_\_\_\_  
Suite/Mail Stop  
\_\_\_\_\_  
City State Zip  
\_\_\_\_\_  
Attention  
\_\_\_\_\_  
Purchase Order Number

### Communications Engineering Company

*Cindy Parker* *3/21/18*  
\_\_\_\_\_  
Sales Executive Date  
*IT Sales Specialist*  
\_\_\_\_\_  
Title

### Customer Internal Information

\_\_\_\_\_  
Customer Project Number  
\_\_\_\_\_  
Customer Project Name

Please enter your internal project name and/or number above and we will include that information on your project invoices.

## **Warranty**

### **CEC Life-time Warranty on Quality of Workmanship**

#### **What's Covered:**

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#### **What's Not:**

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- Equipment previously serviced by another company.

### **Other Warranty Conditions**

- All CEC warranty related labor is performed during CEC normal business hours. Response time will be handled as a service call and prioritized accordingly.
- Shipping and Handling is not covered.
- Extended Warranty, Service, and Maintenance contracts which could include 24x7x365 coverage with guaranteed response time are available and supersede all stated warranties. Contact CEC for more information.

We have prepared a quote for you

## **Riceville Schools - FortiGate 501E**

Quote # 001884

Version 1

Prepared for:

**Riceville Community School**

Prepared by:

**Cindy Parker**

Friday, June 08, 2018

Riceville Community School  
Barb Schwamman  
912 Woodland Avenue  
Riceville, IA 50466  
[barb.schwamman@riceville.k12.ia.us](mailto:barb.schwamman@riceville.k12.ia.us)

Dear Barb,

Thank you for considering CEC for the firewall requirements of Riceville Schools. CEC is pleased to submit the following proposal for your review and approval.

Cindy Parker  
IT Sales  
Dubuque

## Project Overview

### Equipment Only

This is an equipment-only proposal. No technical services are included. CEC would be happy to provide technical services on a time and materials basis, or on a separate proposal.

Equipment Only		Qty
FG-501E-BDL-950-36	Fortinet FortiGate 501E UTM bundle with 24x7 protection, 3 years	1
FC-10-0501E-131-02-36	Fortinet FortiCloud management and analysis, 1 year log retention	1
Subtotal:		\$13,878.72

Phone: (563) 556-0772

Email: cparker@cecinfo.com

Web: www.cecinfo.com

## Riceville Schools - FortiGate 501E

Prepared by:

**Communications Engineering  
Company**

Cindy Parker  
(319) 731-4855  
Fax (563) 690-0747  
cparker@cecinfo.com

Prepared for:

**Riceville Community School**

912 Woodland Avenue  
Riceville, IA 50466  
Barb Schwamman  
(641) 985-2288  
barb.schwamman@riceville.k12.ia.us

Quote Information:

**Quote #: 001884**

Version: 1  
Delivery Date: 06/08/2018  
Expiration Date: 07/08/2018

Quote Summary		Amount
Equipment Only		\$13,878.72
Estimated Sales Tax:		\$0.00
Total:		\$13,878.72

A deposit of 40% is required at the time of order. Progress payments for material delivered and labor expended will be invoiced monthly. Invoice terms are NET 30 with approved credit. The deposit will apply to the final bill.

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**Communications Engineering Company**
**Riceville Community School**

Signature: \_\_\_\_\_

Name: Cindy Parker

Title: IT Sales

Date: 06/08/2018

Signature: \_\_\_\_\_

Name: Barb Schwamman

Date: \_\_\_\_\_