



Aaron Andrews:

Thank you for allowing TechRight to present a proposal for IT services to Vanguard Academy. We have reviewed your request for proposal for rebuilding your wireless network and accept the terms and conditions of this request.

We understand that Vanguard Academy has an important job to do in nurturing and educating young minds to become tomorrow's parents, citizens, leaders, and entrepreneurs. That job cannot be done without a solid, well-running, and reliable IT infrastructure.

TechRight will work tirelessly to ensure that the administrators, teachers and students have the tools they need to get the Academy's job done. You will be satisfied with our support. Thank you for taking the time to look over our proposal, and for allowing us to participate in the process with you.

Please review the attached bid to rebuild your WiFi network to a more robust solution. As noted you currently have Ubiquiti WiFi access points and are having issues in densely populated areas. Though Ubiquiti is good for home and small business they struggle with performance if more than 30 clients are connected to a single access point at a time.

TechRight recommends replacing your Ubiquiti access points (AP's) with Ruckus access points AP's. Ruckus has been proven to handle the challenge of managing large organizations and schools. Included in this proposal is documentation on how TechRight will go through your building and setup a WiFi network that will be able to service all your students internet access and streaming needs. Please refer to the datasheets showing how Ruckus out performs other WiFi technologies in the industry.

Please do not hesitate to contact me directly if you have any questions.

Sincerely,

Peter Kingston

President

TechRight IT Solutions L.L.C.

## TECHRIGHT IT SOLUTIONS

### Who We Are:

- A staff of focused and friendly IT veterans with decades of experience in deploying, administrating, and supporting a variety of complex and demanding customer environments.

### Why use TechRight?

- Our diverse skill sets and multiple team members provide customers with the expertise, coverage, low cost, and peace of mind that they need. By hiring our team, you will get better service, less stress at a lower cost than you would hiring your own IT staff.

### What Matters:

- Customer relationships. We take a nonsense-free, non-invasive, personal approach with our customers, keeping their best interests and budget as the focus of our work. Integrity, communication, and service are an integral part of what we do, and why we are so successful.

### Our Customers:

- Manufacturing
- Government/Emergency Services/Education
- Call Centers
- Healthcare
- Construction
- Small Businesses
- Goods and Services Providers

### What We Do:

- Administration of servers, pcs, firewalls, switches, routers, Wi-Fi, backups, databases, applications, email, printers, file systems, phone systems, etc.
- Around the clock support (24X7X365) and services/devices monitoring
- Daily administration of IT (servers, pcs, network, applications, email, phones, backups, etc.)
- On site staff visits that suit your time and needs
- Rapid response
- Ticketing system and the transparency that customers want
- Comprehensive documentation
- Vendor relationship management
- Project management/long term planning
- Recommendations based on needs, keeping costs low and within budget
- Security and privacy
- Compliance

#### Initial Consultation:

- Full IT environment review (server room, network, Wi-Fi, etc.)
- Documentation review and/or initiation
- Network map
- Deeper discussion regarding current issues and needs

#### Specific to Vanguard:

- Content filtering (iBOSS system) review (CIPA compliance and E-Rate qualification)
- GRAMA compliance within Gmail (seven-year retention)
- UTREx, Clearinghouse, SSID, and MoveIT support
- Configure and ensure lag-free wireless for 465+ devices
- TechRight E-Rate SPIN: 143051608

### WIFI REBUILD FOR RFP 470 APPLICATION 200030030

#### KEY FEATURES

- Works with existing technologies including Google G-Suite and Microsoft Active Directory
- MAC address filtering
- Fully supports WiFi encryption protocols
- Each access point will allow up to 500 concurrent users and up to 2Gbps throughput
- Usage reporting by AP
- IEEE 802.11ax/11a/b/g/n/ac/ax Wave 2 Multi-User MIMO (MU-MIMO)
- Dual-band concurrent (5GHz/2.4GHz)
- BeamFlex+ (PD-MRC) smart antenna, with support for up to 1024 unique antenna patterns per access point enables up to 4dB of additional gain and up to 10dB of additional interference mitigation
- 80+80/160MHz capable • Ethernet Port Link Aggregation (LACP)
- Automatic interference mitigation, optimized for high-density environments
- 802.11ax standard Tx Beamforming
- Standard 802.3ax/ax Power over Ethernet (PoE)
- Two 10/100/1000 Ethernet ports, one with 802.3af/at/ax Wi-Fi 6 Power over Ethernet (PoE)
- USB port for IoT technologies
- Router mode with NAT and DHCP services
- IP multicast video streaming support
- Advanced QoS packet classification and automatic priority for latency-sensitive traffic
- Dynamic, pre-user rate-limiting for hotspot WLANs
- WPA-PSK (AES), 802.11ax support for RADIUS and Active Directory\*
- Ethernet 802.11ax port-based authentication (authenticator and supplicant) \*\*
- Dynamic PSK\*
- Admission control/load balancing\*
- Band steering and airtime fairness support



- Captive portal and guest accounts\*
- Application recognition and control\*
- SmartWay Bonjour gateway\*
- Hotspot 2.0\*
- SPOT location services\*
- SmartMesh\*

TechRight Recommends replacing your existing 18 Ubiquiti Unify access points with 18 Ruckus R650 access points. Ubiquiti access points tend to lose performance after hitting 30+ users per access point. Ruckus R650 is rated for 512 simultaneous connections and up to 30 Simultaneous VOIP clients per AP.

This proposed solution supports all the requirements noted on form 470 application 200030030.

| DATE   | ACTIVITY                    | DESCRIPTION  | QTY | RATE         | AMOUNT             |
|--|-----------------------------|--|-----|--------------|--------------------|
|  | <b>WIFI AP</b>              | Ruckus R650 Access point dual-band (802.11ax) Wi-Fi 6 wave 4x4:4 Smart WiFi Access point     | 18  | 795.00       | 14,310.00          |
|  | <b>WIFI AP</b>              | Ruckus R650 Annual Support Plan (Optional)   | 18  | 85.00        | 1,530.00           |
|  | <b>WIFI AP</b>              | Ruckus T750 Outdoor Wireless dual-band (802.11ax) Wi-Fi 6 wave 4x4:4 Smart WiFi Access point | 2   | 2,400.00     | 4,800.00           |
|  | <b>Vanguard Hourly Rate</b> | Setup and configuration of Access points, joining to network \$100/device                    | 20  | 100.00       | 2,000.00           |
| TechRight IT Solutions LLC SPIN# 143051608<br>Vanguard e-Rate 2020 470 Application 200030030 |                             |  |     | <b>TOTAL</b> | <b>\$22,640.00</b> |

## NON ELLIGIBLE SERVICES

### MANAGED INTERNAL BROADBAND AND NETWORK SUPPORT INCLUDES:

#### Documentation Infrastructure

- Hardware information
- Network Topology
- Network configuration
- Backup of configuration
- Passwords

#### Firewall Support

- Update firewall operating system as required
- Review firewall policies
- Vulnerability assessment
- Firmware updates
- Maintain backup of firewall configuration
- Basic configuration changes as needed
- Physical repair as needed (does not include cost of parts or replacement of equipment)

#### Routers and Switches

- Update operating system as necessary
- Monthly assessment of log files
- Management of MAC address access and VLAN's
- Firmware updates
- Maintain backup of switch configuration

#### Wireless Access points

- Update operating system as necessary
- Monthly assessment of log files
- Management of MAC address access and VLAN's
- Firmware updates
- Heat Map of WiFi Coverage
- Adjustments to wireless as needed.
- Apply critical patches as necessary

#### Cabling

- Repairs of existing cabling
- Troubleshoot data lines as needed
- Physical repair if possible



- Replacement of faulty data lines (additional charges apply)

UPS Battery Backup

- Monthly assessment of log files
- Firmware updates as needed
- Power Failure test (bi-annually)
- Physical repair as needed (parts and equipment cost not included)

MANAGED INTERNAL BROADBAND AND NETWORK SUPPORT COST (MONTHLY) \$1200

(ANNUALLY) \$14400

|   |
|---|
| <b>VANGUARD DEVICE AND USER ON-SITE SUPPORT PLAN</b>  |
| 3-half day (12hrs) onsite technician scheduled by Vanguard plus whatever remote or on-site assistance is needed to support current systems. |
| 24/7 Remote and local support from our entire team when needed.   |
| 1 hr. response time for any critical issues.  |
| Maintenance/support of existing network, Wi-Fi, computers, laptops, desktops, Chromebook applications, email and hardware.                  |
| Firewall restriction, access control and Active Directory support.  |
| User support technical support on-site and remote   |
| User access control and password changes  |
| Firewall configuration and changes  |
| Active directory integration with Google G-suite  |
| Printers, peripheral device network support   |
| <b>PRICE \$2500 PER MONTH</b>   |

|   |
|---|
| <b>NOT INCLUDED IN ON-SITE SUPPORT CONTRACT</b>   |
| Contract price does not include the cost of equipment, software, licenses or hardware required for upgrades or repairs. Vanguard will be billed the total cost of expenses made on their behalf. All expenses above the threshold of \$200 must go through approval process by a Vanguard representative. |
| Additional Projects will also be defined as installation or implementation of new hardware or software solutions that are not previously used by Vanguard at the signing of this contract.  |

Service is billed in 15-minute blocks at the rate of \$60/hr.

Broken devices or systems requiring repair will be done at Vanguard's expense. TechRight will bill Vanguard \$30/hr. to repair broken devices or computers.

All additional projects must be defined in writing in a quote/proposal and must be approved by Vanguard prior to project launch.

#### ADDITIONAL RATES:

- Technician time for additional projects
  - \$65/hr. System/Network Administrator
  - \$50/hr. Cabling, General IT
  - \$50/hr. Laptop/Chromebook repairs

#### RUCKUS WI-FI PLANNER

VANGUARD ACADEMY CHARTER  
2650 DECKER LAKE LN  
WEST VALLEY CITY

# COMMSCOPE®

Drafted by: Peter Kingston

Organization: techright.com USA

Date: 27-Apr-2020

#### AP PLACEMENTS

AP placement is a critical result of using the tool. Site Planner takes into account the expected usage of the network (data, voice or other real time application, location), the size and characteristics of the area to cover (including walls and other obstacles), to provide the best estimate of required AP number and position. Based

on information about the environment that was not imported into the tool, you have the possibility to make manual adjustments in the number and position of APs. Site Planner also takes into account the general characteristics of the planned deployment to suggest the AP type that would best suit the customer needs.

AP placements are made based on the below selected parameters in the Site Planner tool.

#### FLOOR DETAILS:

The mode of drawing walls on this floor is Canned Profile (Dry wall office). In this mode the walls are not drawn on the map, we assume these walls have 2-3 dB absorption throughout the floor.

| Floor Name                             | Floor 1               |
|--|-----------------------|
| Coverage Area                          | 53,071.59 square feet |
| Floor Height                           | 10.0 feet             |
| Selected Floor Profile                 | Dry wall office       |
| Wall Distance Assumption               | 3-4 m (10-13 ft)      |
| Individual Wall Attenuation Assumption | 2-3 dB                |
| Band                                   | 5 GHz                 |
| Application Type                       | Data : -80 dBm        |
| Total # of APs placed                  | 6                     |

AP Information : Floor 1

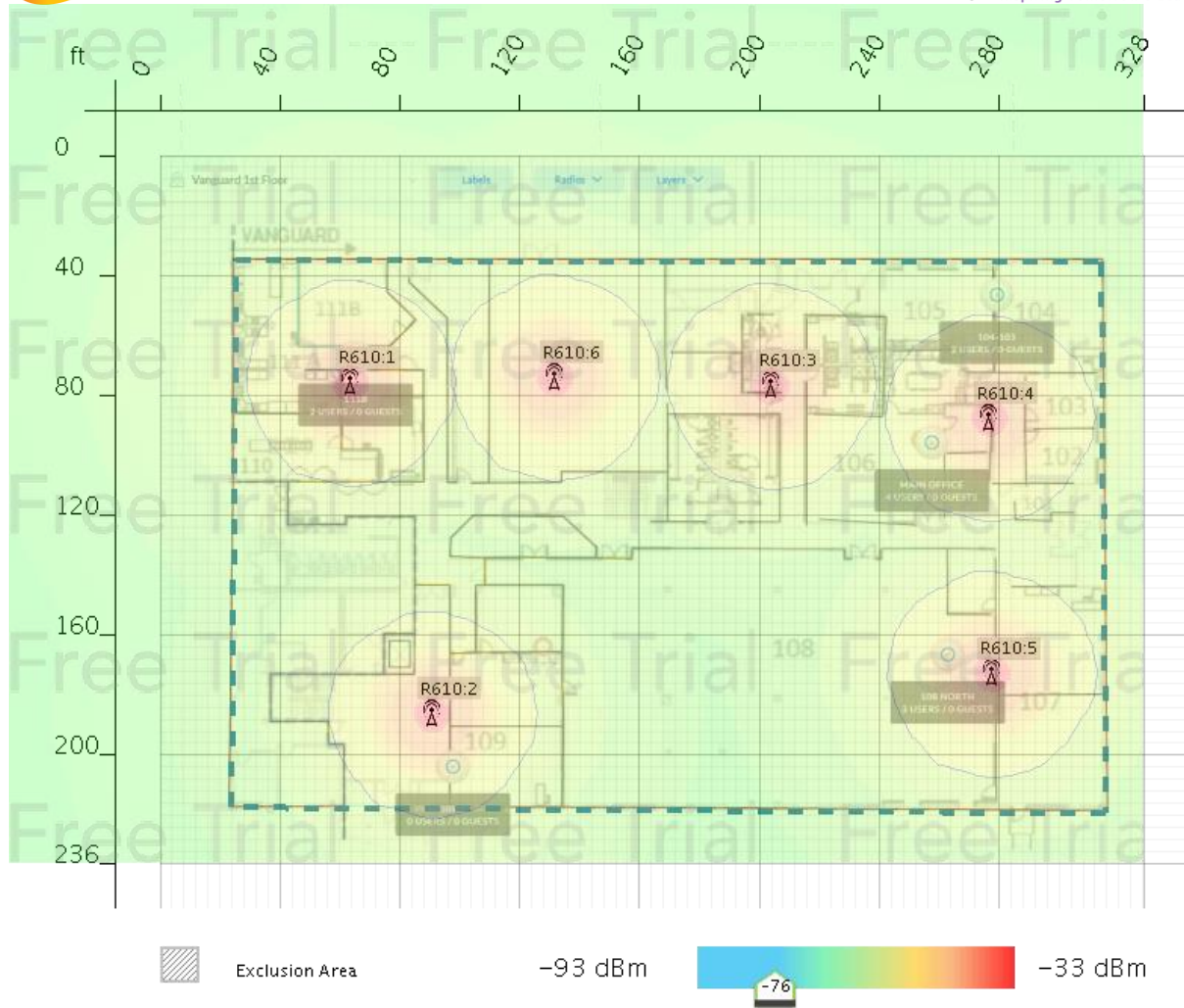


|                          |                  |
|--------------------------|------------------|
| AP Name                  | R650             |
| Vendor                   | Ruckus           |
| Quantity                 | 6                |
| Antenna                  | Internal Antenna |
| Profile                  | Coverage         |
| MCS                      | 3.0              |
| Bandwidth                | 40.0 MHz         |
| Tx Power per Chain (dBm) | 21.0             |
| Max Data Rates           | 199 Mbps         |



Predictive RF Design:

1. RSSI: -76 dBm



Note: Maps show Ruckus R610's but we will use R650's to take advantage of the 802.11.ax capabilities

Floor Details:

The mode of drawing walls on this floor is Canned Profile (Dry wall office). In this mode the walls are not drawn on the map, we assume these walls have 2-3 dB absorption throughout the floor.

| Floor Name                             | Floor 2               |
|--|-----------------------|
| Coverage Area                          | 44,248.39 square feet |
| Floor Height                           | 12.0 feet             |
| Selected Floor Profile                 | Dry wall office       |
| Wall Distance Assumption               | 3-4 m (10-13 ft)      |
| Individual Wall Attenuation Assumption | 2-3 dB                |
| Band                                   | 5 GHz                 |
| Application Type                       | Data : -80 dBm        |
| Total # of APs placed                  | 12                    |

AP Information : Floor 2

| AP Name                  | R650             |
|--------------------------|------------------|
| Vendor                   | Ruckus           |
| Quantity                 | 12               |
| Antenna                  | Internal Antenna |
| Profile                  | Balanced         |
| MCS                      | 6.0              |
| Bandwidth                | 40.0 MHz         |
| Tx Power per Chain (dBm) | 18.0             |
| Max Data Rates           | 439 Mbps         |

Predictive RF Design:

1. RSSI: -67 dBm





|                 |   |                 |  |
|-----------------|---|-----------------|--|
| <b>Client:</b>  | Vanguard Academy                                  | <b>Company:</b> | TechRight IT Solutions LLC                                     |
| <b>Address:</b> | 2650 Decker Lake Ln<br>West Valley City, UT 84119 |                 | 670 East 3900 South<br>Suite 300<br>Salt Lake City, Utah 84107 |
| <b>Phone:</b>   | 801-327-8724                                      |                 | 801-713-0936   |

**IV. ADDITIONAL PROVISIONS**

EXCEPT TO THE EXTENT THAT THE TERMS AND CONDITIONS OF THIS CO SPECIFICALLY MODIFY THE TERMS AND CONDITIONS OF THE SOW, THE TERMS AND CONDITIONS OF THE SOW SHALL REMAIN IN FULL FORCE AND EFFECT AND SHALL CONTROL ANY CONFLICTS WITH TERMS AND CONDITIONS OF THE CO.

This proposal is contingent upon CARES Funding.

All contracted price for labor is on Net 30 terms

Hardware and Software costs must be paid 50% for orders to be made.

All items not CARES eligible are the responsibility of customer to pay with Net 30 day terms.

**SIGNATURES OF APPROVAL**

By the signatures of each of the authorized representative set forth below, the Parties hereby agree to commence work under this CO pursuant to the terms and conditions set forth herein.

| Vanguard Academy | TechRight IT Solutions LLC |
|------------------|----------------------------|
|                  |                            |
| Signature        | Signature                  |
| Printed Name     | Printed Name               |



|       |       |
|-------|-------|
| Title | Title |
|-------|-------|