



City of North Richland Hills
 Bryant Harvey
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 North Richland Hills, TX 76180
 bharvey@nrhtx.com

QUOTE NUMBER	
OP-0023279-2	
Quote Date:	RFQ:
1/11/2024	
Contract:	TEXAS DIR - CISCO
	TEXAS DIR CISCO Contract #DIR-TSO-4167
Quote Name: City Wide Refresh - 5 Year	

THANK YOU FOR YOUR INTEREST.

We are pleased to provide you with the following quote per your request. If you need additional services for ongoing product support, please contact us.

LEAD TIME	SHIP VIA	F.O.B.	TERMS
30 DAYS ARO	GRD SHIP	FOB Destination	NET 30

YOUR ACCOUNT TEAM

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Lead times are based on the most current information available and are subject to change as situations impacting our Secure Supply Chain evolve.

LINE #	ITEM #	DESCRIPTION	QTY	PRICE	EXT. PRICE
		TEXAS DIR - CISCO - TEXAS DIR CISCO Contract #DIR-TSO-4167			
		MERAKI WIRELESS REFRESH - CITY WIDE DESIGN - 5 YEAR LICENSES			
		MERAKI CLOUD - INDOOR ACCESS POINT			
1	CW9166I-MR	CISCO	240	\$1,128.40	\$270,816.00
		CATALYST 9166I AP (W6E, TRI-BAND 4X4) W/MERAKI			
		TEXAS DIR - CISCO			
		TEXAS DIR CISCO Contract #DIR-TSO-4167			
		MERAKI CLOUD - OUTDOOR ACCESS POINT			
2	CW9163E-MR	CISCO	25	\$1,354.50	\$33,862.50
		CATALYST 9163E AP(W6E, TRI-BAND 2X2,OUTDOOR) W/MERAKI			
		TEXAS DIR - CISCO			
		TEXAS DIR CISCO Contract #DIR-TSO-4167			

MERAKI CLOUD - SUBSCRIPTION AND SUPPORT (5 YEARS)

3	LIC-ENT-5YR	CISCO	265	\$338.70	\$89,755.50
		CISCO MERAKI MR ENTERPRISE LICENSE - 5 YEAR TERM			
		TEXAS DIR - CISCO			
		TEXAS DIR CISCO Contract #DIR-TSO-4167			

RED RIVER PROFESSIONAL SERVICES FOR CONFIGURATION AND INSTALLATION

4	RRPS-PROJ-FFP	RED RIVER	1	\$56,235.00	\$56,235.00
		RED RIVER PROFESSIONAL SERVICES FOR CONFIGURATION & INSTALLATION PER THE ATTACHED STATEMENT OF WORK			
		TEXAS DIR - CISCO			
		TEXAS DIR CISCO Contract #DIR-TSO-4167			

TOTAL

\$450,669.00

WE WELCOME YOUR FEEDBACK.

Please complete our customer survey at redriver.com/customer-survey.

Attention Contracting Domestic Orders placed against this quote may be subject to state sales tax (if applicable) unless your organization's tax exemption certificate for the appropriate state(s) is included in your order. This quote is valid for 30 days unless otherwise noted within this quote. For terms and conditions please visit:

[Terms and Conditions](#)

For OEM Terms/EULA please visit:

[CISCO](#)

REMIT TO:

Red River Technology LLC
PO Box 780924
Philadelphia, PA 19178-0924

Red River

Response To:

City of North Richland Hills

Wireless Refresh

Statement of Work – Quote OP-0023279

January 11, 2024



Submitted By:

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The data in this document shall not be disclosed outside the Customer organization. It shall not be used or disclosed in whole or in part for any purpose other than to evaluate the document. Should a service agreement be awarded to Red River Technology LLC (Red River) as a result of or in connection with the submission of this document, Customer shall have the right to use or disclose the data to the extent provided by the agreement. This restriction does not limit the right of Customer to use information contained in the data if it is obtained from another source without restriction.

THE INFORMATION AND SOLUTION PROPOSED ARE CONSIDERED TO BE UNIQUE AND SHOULD BE PROTECTED AS "PROPRIETARY" ONLY FOR THE EYES OF CUSTOMER MANAGEMENT

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1.0 EXECUTIVE SUMMARY

Red River is pleased to provide City of North Richland Hills (hereinafter the “Customer”) with the following Statement of Work (SOW) to assist with a Wireless Refresh at their North Richland Hills, TX location.

2.0 SOLUTION OVERVIEW

Red River is pleased to provide the City of North Richland Hills team with a solution that provides upgrades to their wireless infrastructure. Red River is proposing a Meraki Wireless Solution. Red River will perform an onsite assessment to gain more information about the existing WLAN Deployment and capture the existing AP locations. Red River will take the information from the assessment, utilize the existing AP drops and provide the City of NRH with a predictive design to show the existing coverage and make recommendations on additional APs that need to be added to fill in any coverage gaps. Red River will install and configure up to 289 Meraki APs across the 3 locations shown below. Red River will return onsite to complete a post install RF coverage validation.

2.1 BUILDING BREAKDOWN

Building/Locations	Estimated Square Footage
NRH City Hall	167,141
NRH Center	70,625
NRH Library	54,000
Total Sq. Ft.	291,766

3.0 PROJECT MILESTONES

3.1 INITIATING & PLANNING MILESTONE

Red River Professional Services will use the Initiating and Planning milestone to review, capture, and document the information required to promote the success of the proposed solution. This will include, but may not be limited to:

- Kickoff & Planning
- Design
- Implementation and test plans

3.2 EXECUTING MILESTONE

Red River Professional Services will use the Executing Milestone to perform the necessary tasks required to complete the proposed solution. This includes:

3.2.1 *HYBRID RF ASSESSMENT*

Red River will utilize industry standard wireless tools to collect the necessary data to complete the RF Assessment. Once the on-site assessment is complete, Red River will analyze the collected data and put together an assessment report. Red River will review:

- Site Assessment Questionnaire
- RF coverage map
- Signal-to-Noise Ratio
- Co-Channel Interference
- Existing AP locations
- Areas of High User Density
- RF settings on controller

3.2.2 *PREDICTIVE DESIGN*

Red River Professional Services will collaborate with the Customer to complete a Design Questionnaire and then provide a RF Predictive Design to meet those requirements. The new design will utilize as many existing AP locations as possible.

3.2.3 *ACCESS POINT DEPLOYMENT*

Deployment of the access points will include the following:

- Stage APs and document Access Point MAC address and label for deployment.
- Install up to (289) Access Points.
- Validate Access Points are claimed in the Meraki Dashboard.
- Red River will remotely configure up to (289) access points
- Validate access point connectivity and client connection.

3.2.4 *MERAKI CLOUD CONFIGURATION*

Prior to deployment, Red River will work with the Client IT team to complete the Pre-Deployment Survey to finalize the Meraki configuration details. Once access points have been brought online and configured Red River will test functionality.

- Creation of Sites
 - Upgrade schedule
 - RF Templates
- Claim access points into the Meraki Cloud
- Configuration of WLANs for expected use (Guest, AAA server authentication, PSK)

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- Configuration Templates
- AP association to the Meraki Cloud
- WLAN association/authentication
- Upload floorplans of areas of coverage
 - Identify access point locations
- Endpoint roaming
- Device testing for full functionality per WLAN

3.3 POST INSTALL RF COVERAGE VALIDATION MILESTONE

Red River will use Ekahau Pro to perform an onsite survey to verify the WLAN RF coverage and capture the baseline of the RF environment in the 2.4 GHz and 5 GHz frequencies.

- Verify RF coverage per the approved WLAN design via passive RF survey for 2.4 GHz and 5 GHz radios
- Identify access points in Ekahau.
- This information will be provided in the ESX file.

3.4 PROJECT COMPLETION AND ACCEPTANCE MILESTONE

Upon completion of all tasks on the project, the Red River assigned Project Manager will notify the customer point of contact we are at the completion stage and schedule a closeout call. An acceptance form will be submitted for signature and approval. After notification of completion, Red River will assume acceptance after seventy-two (72) hours if the project acceptance form is incomplete unless we have been alerted that there are any defects or missing deliverables.

3.5 PROJECT DELIVERABLES

- Site Assessment Questionnaire
 - RF coverage map and existing AP locations
 - Signal-to-Noise Ratio map
 - Co-Channel Interference map
 - Identification of high user areas by floor
 - Assessment Summary
- RF Predictive Design Report
 - Wireless Design Questionnaire
 - RF coverage heat maps
 - AP Location Map to include:
 - AP Names (if known)
 - Unique areas (if known)
 - Areas out of scope (if known)
- As-Built Documentation

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3.6 TASKS THAT ARE OUT OF SCOPE

The following tasks are excluded from the project (a quote for this work can be provided if desired).

- Red River is responsible for performing only the Services expressly specified in this SOW. All other services, tasks and activities are considered out of scope.
- Cabling for Access Points
- Rental of a Man Lift for any Hardware to be installed above a standard 9' ceiling

4.0 PROJECT MANAGEMENT

The assigned Red River Project Manager tracks, manages, and delivers each of the defined project tasks, milestones, and deliverables. The project is deemed complete when all phases of the project have been finished, and deliverables have been submitted and are accepted by the customer. The Red River PM will manage the success of this engagement through the following tasks:

- Kickoff Call
- Status Calls
- Project Plan
- Deliverables Review
- Project Closeout and customer acceptance

5.0 ASSUMPTIONS

5.1 PROJECT ASSUMPTIONS

- Red River reserves the right to use subcontractors and remains responsible for the services they provide.
- Red River will work at agreed upon locations and/or remotely.
- Red River engineers will be provided with a remote access solution to perform the tasks outlined in the SOW.
- Red River Professional Services will be provided elevated access to work independently to perform the tasks outlined in the SOW.
- All pathways for outdoor APs antennas exist.
- Customer will provide a lift.

5.2 CUSTOMER RESPONSIBILITIES

- Designate a single point of contact to whom all communications may be addressed and who has the authority to act on all aspects of the services.
- Provide confirmation of the scheduled activity to the Red River Project Manager, before the Red River team is dispatched.
- Provide Red River with all necessary information concerning all security or safety considerations and the process to work within those policies.
- Respond to any technical inquiries within (2) working days or the schedule may require adjustment requiring Change Orders.

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- Customer is responsible for the cabling of any new APs needed to fill coverage gaps. (Red River can provide a quote if needed)

6.0 TERMS AND CONDITIONS

- Red River reserves the right to partial invoice for services based on milestones outlines in section Project Milestones.
- Project Milestones are contingent on successful completion of tasks by both City of North Richland Hills and Red River. Red River will not be held to pre-discussed milestones if City of North Richland Hills fails to complete tasks as pre-determined. Red River reserves the right to invoice for work completed due to Customer project delays.
- All project pricing is based on performance during normal business hours Monday through Friday, 8:00am to 5:00pm local time, unless outlined in the statement of work. Time that is required outside of normal business hours will require coordination with the Red River team as part of the project planning and scheduling.
- Red River will invoice the hardware upon delivery, if applicable.
- Payment Terms are based on Customer Credit reference and will be determined by Red River Finance.
- If at any time during the project, tasks are identified that are outside of the outlined tasks, Red River will issue a change order to accommodate those changes. A quote will be submitted to the Customer outlining additional tasks and increased costs. These are subject to Customer approval.
- See Attached Quote for all other Terms and Conditions.
- This SOW will be governed by the Master Services Agreement (“MSA”) executed by the parties if one exists. If no such agreement exists, then this SOW will be governed by the Red River MSA located at: <https://redriver.com/terms-conditions>.

7.0 APPROVAL TO PROCEED WITH PROJECT

The pricing for work to be completed in the document previously defined is a ***firm fixed price engagement*** based on the information gathered and milestones as outlined. Red River is pleased to offer the services described in the above SOW on the attached Quote Number: **OP-0023279**

Red River reserves the right to invoice based on milestone completion as defined in the milestone payment schedule below:

Milestone	Percentage	Invoice Upon
Hardware	100.00%	Delivery
Planning	10.00%	Order
Executing	65.00%	Milestone
Validation	15.00%	Milestone
Completion	10.00%	Acceptance

The undersigned parties each understand and agree that this SOW accurately sets forth the services that Red River will provide for the Customer.

Following receipt of signed Contract Agreement and the Customer's Purchase Order, a Red River Project Manager will contact City of North Richland Hills to discuss next steps. Red River requires a minimum of two (2) weeks' notice to begin project implementation from date of receipt of signed Contract Agreement and Customer's Purchase Order.

CUSTOMER CONTACT NAME:

CUSTOMER CONTACT TITLE:

CUSTOMER PHONE NUMBER:

CUSTOMER EMAIL ADDRESS:

PROJECT SITE ADDRESS:

(Signature)

(Print Name)

Date

City of North Richland Hills

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***** Attention Contracting ***** Domestic Orders placed against this quote may be subject to state sales tax unless your organization's tax exemption certificate for the appropriate state(s) is included in your order.

This quote is provided IAW FAR Part 13, 14, or 15.

This quote is valid for 30 days unless otherwise noted within this quote.

Terms and Conditions

Thank you for working with Red River Technology LLC

Quotations are considered all or nothing unless otherwise specified. Please contact us if you have a quotation you would like to procure a portion of.

This quote is intended for the use of the person to whom it is addressed and contains information that is privileged and confidential and may be protected from disclosure under applicable law. If you are not the intended recipient, your use of this message for any purpose is strictly prohibited. If you have received this quote in error, please notify the sender so that we may correct our records

All purchases are subject to credit approval. Invoicing of hardware/software products and licensing will be based on proof of delivery.

Invoicing of services will be based on Period of Performance (POP) start date, milestone completion, or as otherwise agreed upon in Statement of Work (SOW).

All returns are subject to pre-approval and must have an RMA (Return Merchandise Authorization) number issued by Red River Technology LLC. Return approval may be based on the policies of the manufacturers whose products we provide. Generally, unopened products in 100% re-sellable condition may be returned within 30 days. Please take note that most manufacturers do not permit the return of products that have been opened, custom built or otherwise preconfigured. Some manufacturers do not allow returns for any reason. Please check with your sales representative for specific manufacturer return guidelines. Failure to return a product within the applicable return period will be deemed to be an acceptance of the product.

Red River Technology LLC does not separately warrant the products of the manufacturers we carry.

Red River Technology LLC will honor all pricing for a period of 30 days pending manufacturer or distributor price increase or discontinuance, unless otherwise noted within this quote.

Shipments of information technology products to California may require additional charges to cover CA state environmental fees.

The customer will be responsible for all legal costs and third party collection fees associated with non-payment of invoices.

Terms and conditions, and other contractual obligations, based on effective customer specific contracts and/or agreements supersede and take precedence over these standard terms and conditions.

Orders may be subject to state or local taxes without the provision of reseller, or valid tax exemption certificates.

Red River Technology LLC is an equal opportunity employer. All decisions concerning the employment relationship are made without regard to age, race, color, religion, creed, sex, national origin, marital status, veteran status, the presence of any physical or mental disability, genetic information or any other status or characteristic protected by federal, state, or local law. Discrimination or harassment based upon any of these factors is wholly inconsistent with our company values and will not be tolerated.

These terms and conditions are subject to change without notice.

Additional shipping charges may apply when OCONUS, expedited, or heavy-weight shipments or any non-standard shipping arrangements are requested and/or required for order fulfillment.