

# NETSYNC

FCC Form 470, Application No. 260006227

Due 3/24/2026 10:00:00 AM CST

Submitted To:

Manor Independent School District

<https://erate.esc12.net/R12/RFP/>

ProposalDetails?ProposalID=19959

Submitted By:

Netsync Network Solutions

Account Manager: Christi Hubbard

2500 West Loop South, Suite 410

Houston, TX 77027

Phone: 713.877.5112

Email: [chubbard@netsync.com](mailto:chubbard@netsync.com)

## PROPOSAL

This proposal contains confidential information provided by Netsync Network Solutions and is intended solely for the listed recipient. The recipient agrees to maintain this information in confidence and will not reproduce or otherwise disclose this information to anyone outside the group directly responsible for evaluation of this document.



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## 1. Company Overview

### About Netsync Network Solutions

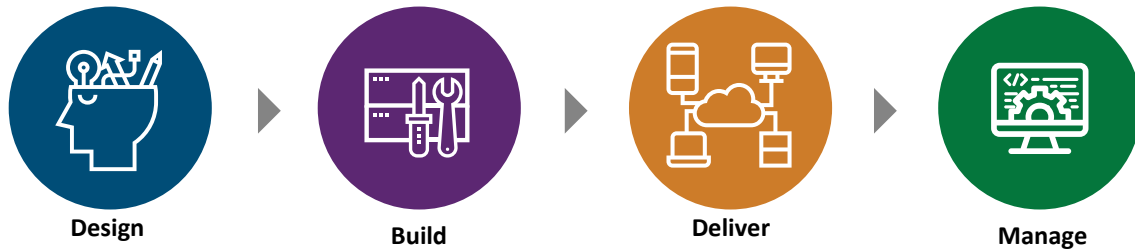
Founded in 2002, Netsync is a minority-owned business (MBE) and women-owned small business (WOSB) value-added reseller (VAR) specializing in technology solutions. We originated as a team of select senior technical consultants and built our business primarily through relationships and referrals, a true testament to the quality technology services Netsync provides. An end-to-end IT solutions consulting company, Netsync is based in Houston, TX, with offices across the US. Netsync uses a true business consultative approach to determine clients' requirements and architects innovative and synergistic IT solutions to meet clients' needs. Our highly skilled and seasoned engineering team is available 24 hours a day, 7 days a week, 365 days a year.



|  |                            |  |                              |   |                              |
|--|----------------------------|--|------------------------------|---|------------------------------|
|   | <b>Cloud</b>               |   | <b>Enterprise Networking</b> |  | <b>Professional Services</b> |
|   | <b>Collaboration</b>       |   | <b>Internet of Things</b>    |  | <b>Security</b>              |
|   | <b>Customer Experience</b> |   | <b>Managed Services</b>      |  | <b>Service Providers</b>     |
|  | <b>Data Center</b>         |  | <b>Optical/WAN</b>           |   |                              |

### Netsync Services

Netsync helps public and private organizations implement complex IT strategies and build on advanced technology solutions to achieve desired business outcomes. Our team of solution experts brings tangible business value through our progressive Design, Build, Deliver, and Manage services methodology. Each part of our clients' infrastructure is architected, implemented, and supported to provide the best business value from their infrastructure.



### Netsync Partners

As a Cisco Gold Integrator, Master Collaboration, Master Networking, Master Security, Master Service Provider, and Customer Experience (CX) Partner; an HP Amplify Power Services Partner; a Dell Gold Partner; and an Intel Platinum Partner; with certifications and specializations from the industry's best manufacturers, Netsync has built its reputation serving the public sector/SLED market. We have extensive experience deploying complex IT solutions for K-12 and higher education institutions, municipalities, and government agencies. Netsync also completes enterprise and SMB large-scale implementations for corporate clients across industries, including energy, financial services, healthcare, manufacturing, retail and service providers.

## Netsync Offices

### Texas

**Houston (HQ)**  
**Houston Warehouse**  
**Austin**  
**Dallas**

**Dallas Warehouse**  
**McAllen**  
**San Antonio**  
**San Antonio Warehouse**

### California

**Long Beach**  
**Riverside**

### Florida

**Tampa**

### Georgia

**Alpharetta**

## Texas Department of Information Resources (DIR) Contract Information

Netsync is currently a prime vendor of the Texas Department of Information Resources (DIR), which provides statewide leadership and oversight for management of government information and communications technology. Netsync has been awarded and currently holds master contracts with DIR. DIR contracts extend beyond Texas and offer cooperative access to Texas DIR contracts.



### Prime Contracts

#### Cloud Services

DIR-CPO-5184

#### Data Storage and Communications, Networking, and Related Services

DIR-CPO-5391

#### Deliverables-Based Information Technology Services (DBITS)

DIR-CPO-5010

#### End-User IT Outsourcing (Managed Services) for Information Technology

DIR-CPO-5025

#### Security (ITS) Hardware, Software, and Related Services

DIR-CPO-4866

#### Technology-Based Recording Equipment, Software, Conferencing Products, and Related Services

DIR-CPO-5122

### The Interlocal Purchasing System (TIPS)

#### Technology Solutions Products and Services

230105

#### Networking Equipment, Software, and Services

21050301



### Authorized Reseller Contracts

#### Anixter

DIR-TSO-4247

#### Cisco Systems

DIR-TSO-4167

#### Graybar

DIR-TSO-4359

#### Microsoft

DIR-CPO-4471

#### Pure Storage

DIR-TSO-4331

#### Brother Int'l.

DIR-CPO-4410

#### Dell

DIR-TSO-3763

#### HP Enterprise

DIR-TSO-4160

#### NetApp

DIR-TSO-4286

#### TD Synnex Corporation

DIR-TSO-4383

#### Carahsoft

DIR-TSO-4288

DIR-TSO-3926

DIR-CPO-4444

DIR-TSO-4356

#### EMC

DIR-TSO-4299

#### HP Inc.

DIR-TSO-4159

#### OKI Data

DIR-CPO-4413

#### Epson

DIR-CPO-5101

#### Lenovo

DIR-CPO-4839

## Additional Contract Information

### Prime Solutions for Enterprise-Wide Procurement (SEWP) Contract

**Netsync**  
NNG155C76B



### Prime General Services Administration (GSA) Contract

**Netsync**  
47QTCA19D00KL



### Authorized Reseller – GSA Contracts

**Hanwah Techwin America**  
GS-07F-0200W

**NetApp/Immix Group**  
GS-35F-0511T

**Promark Technology**  
GS-35F-303DA

**TD Synnex Corporation**  
47QTCA19D00MM

**Tech Data**  
GS-35F-0349S

**Westcon Comstor Americas  
(TD Synnex Corporation)**  
GS-35F-0563U

### State of California Multiple Award Schedules – Prime Contracts

**State of California**  
CMAS 3-19-70-3677A  
CMAS 3-19-70-3677B  
CMAS 3-20-70-3677C



### Authorized Reseller – Additional Contracts

**Carahsoft**  
The Quilt – MSA05022106F  
California NVP #AR2472 7-17-70-40-05

**Cisco Systems**  
Florida NVP #AR233 (14-19)  
Palm Beach County

**HP Inc.**  
California NVP #MNNVP-133  
7-15-70-34-001

**Cisco Systems**  
California NVP #AR233 (14-19)

**Cisco Systems**  
Florida NVP #AR233 (14-19)  
Volusia County Schools

**NetApp/Immix Group**  
Missouri NVP #MNWNC-121

**Cisco Systems**  
Florida NVP #AR233 (14-19)

### International Organization for Standardization (ISO)/International Electrotechnical Commission (IEC) Certifications



## National Minority Supplier Development Council (NMSDC) Certification

THIS CERTIFIES THAT

**Netsync Network Solutions, Inc.**



\* Nationally certified by the: **HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL**

\*NAICS Code(s): 541519; 541512; 517911; 334111; 334118; 334290; 423430; 423440; 334210; 334220

\* Description of their product/services as defined by the North American Industry Classification System (NAICS)

|   |  |
|---|--|
| <p>06/12/2025</p> <hr/> <p><b>Issued Date</b></p>     | <p>HS04678</p> <hr/> <p><b>Certificate Number</b></p>  |
| <p>06/30/2026</p> <hr/> <p><b>Expiration Date</b></p> |  <p><b>Ying McGuire</b><br/>NMSDC CEO and President</p> |
|   |  <hr/> <p><b>Ingrid M. Robinson, President</b></p>    |

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

*Certify, Develop, Connect, Advocate.*

\* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®

## Cisco Certifications

|                             |  |
|-----------------------------|--|
| <b>Certifications</b>       | Gold Integrator<br>Master Collaboration Partner<br>Master Networking Partner<br>Master Security Partner<br>Master Service Provider   |
| <b>Specializations</b>      | Advanced Collaboration Architecture<br>Advanced Data Center Architecture<br>Advanced Enterprise Networks Architecture<br>Advanced Internet of Things (IoT) – Connected Safety and Security<br>Advanced Security Architecture<br>Advanced Video   |
| <b>Cloud Partner</b>        | Customer Experience (CX)<br>SaaS Simple Resale   |
| <b>Services Reseller</b>    | Cloud Services<br>Managed Services   |
| <b>Other Authorizations</b> | ATP – Identity Services Engine (ISE)<br>ATP – Physical Security<br>ATP – Telehealth<br>ATP – Enterprise Mobility Services Platform<br>ATP – Application Centric Infrastructure (ACI)<br>Cisco Capital Financing<br>Cisco Certified Refurbished Equipment<br>Security Enterprise Licensing Agreement<br>Smart Care Registered Partner |
| <b>HQ Address</b>           | 2500 West Loop South, Suite 410<br>Houston, TX 77027   |
| <b>Phone Number</b>         | 713.218.5000   |
| <b>Fax</b>                  | 713.664.9964   |
| <b>Country</b>              | USA  |
| <b>Partner Since</b>        | 2003   |
| <b>URL</b>                  | <a href="http://www.netsync.com">www.netsync.com</a>   |



## Commitment to Sustainability

Cisco aims to reduce its carbon footprint and energy consumption through various initiatives. They prioritize energy-efficient products and sustainable designs, contributing to their goal of minimizing environmental impact. Cisco's Circular Economy program focuses on responsible product lifecycle management, recycling, and reusing materials. They have set a science-based target to reach net zero greenhouse gas (GHG) emissions across their value chain by 2040. This means we are committed to deep GHG reductions across their operations, supply chain, and product use. 89 percent of energy came from renewable sources in FY22. <https://www.cisco.com/c/en/us/about/csr/environmental-sustainability.html>.

## 2. E-Rate Business Management



### E-Rate Central Texas

Netsync is an experienced E-Rate participant working within the parameters of the E-Rate, USAC, and SL programs, enhancing the learning experience for millions of students. Netsync supports these Central Texas regional districts with hardware, software, on-site services and remote managed services.

Netsync supports  
**38** school districts in  
Central Texas  
and more than **230**  
school districts  
nationwide with over  
**\$1.1+ billion** awarded

### Central Texas

- |                                    |                                   |                                   |
|------------------------------------|-----------------------------------|-----------------------------------|
| Abilene ISD                        | Hutto ISD                         | Rosebud ISD                       |
| Austin Independent School District | Judson ISD                        | Round Rock ISD                    |
| Belton ISD                         | Lake Travis ISD                   | San Angelo ISD                    |
| Boerne ISD                         | Leander ISD                       | San Antonio ISD                   |
| Bryan ISD                          | Lockhart ISD                      | San Marcos                        |
| City of San Antonio                | Manor ISD                         | Schertz-Cibolo-Universal City ISD |
| Comal ISD                          | Mart ISD                          | Seguin ISD                        |
| Comfort ISD                        | North East ISD                    | South San Antonio ISD             |
| Del Valle ISD                      | Northside ISD                     | Southside ISD                     |
| Dripping Spring ISD                | Pflugerville ISD                  | Taylor ISD                        |
| Eanes ISD                          | Raul Yzaguirre School For Success | Temple ISD                        |
| Florence ISD                       | Riverwalk Education Foundation    | Wink-Loving ISD                   |
| Harlandale ISD                     | Roosevelt ISD                     |                                   |

With more than **20 years** of E-Rate experience, Netsync has become the **largest provider in the state of Texas** supporting more than **65% of all SLED** business. With eight offices and three regional warehouse integration centers, Netsync is growing support in these additional districts throughout Texas and across the country.

| <u>REGION</u>    | <u>DISTRICTS</u> |
|------------------|------------------|
| Greater Houston  | 37               |
| Central Texas    | 38               |
| North Texas      | 67               |
| South/West Texas | 46               |
| California       | 17               |
| Florida          | 17               |
| Illinois         | 2                |
| Ohio             | 1                |
| Louisiana        | 1                |
| Mississippi      | 1                |
| New Mexico       | 3                |

## E-Rate Compliance

Netsync has a current Federal Communications Commission (FCC) Form 473, Service Provider Annual Certification (SPAC) on file with USAC/SLD.

- Netsync’s FCC Registration Number (FRN) is 0022034144.
- Netsync’s Service Provider Identification Number (SPIN) is 143028685.
- Netsync maintains a relationship in good standing with FCC/USAC/SLD and agrees to comply with all E-Rate program rules.

## Federal Communications Commission (FCC) Registration System (CORES)

*FCC Registration Number (FRN) – Green Light Status*

| FRN                         | FRN Name                  | Red Light Status |
|-----------------------------|---------------------------|------------------|
| 0022034144                  | Netsync Network Solutions | Green Light      |
| Showing 1 to 1 of 1 entries |                           |                  |

## Proof of Service Provider Annual Certification (SPAC) – FCC Form 473 Filing

*Service Provider Identification Number (SPIN) – FCC Form 498 ID*

| Organization Details  |   |
|---|---|
| <b>Name</b> Netsync Network Solutions                                       | <b>Organization Type</b> Service Provider Organization  |
| <b>Doing Business As</b> Netsync Network Solutions                          | <b>DUNS Number</b> 143042120  |
| <b>SPIN</b> 143028685   | <b>Status</b> Active  |
|   | <b>FCC Form 473/SPAC Filed</b> 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025 |
| Contact Information   |   |
| <b>Address</b> 2500 West Loop South, Suite 410<br>Houston, TX 77027         | <b>Phone Number</b> 713-218-5000  |
| <b>Mailing Address</b> 2500 West Loop South, Suite 410<br>Houston, TX 77027 | <b>Email</b> kabunaja@netsync.com   |
|   | <b>Website URL</b>  |
| Account Administrator   |   |
| <b>Name</b> Diana Berger  |   |
| General Contact   |   |
| <b>Name</b> Khalid Abunaja  |   |

## 3. Professional Services Contact Profiles

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**Note:** The personnel provided below are subject to change based on availability and schedule. Netsync can provide specific profiles upon award.

**Christi Hubbard**

**Account Manager**

9737 Great Hills Trail, Suite 150

Austin, TX 78759

M: 512.483.1080 | F: 713.664.9964

E: [chubbard@netsyncnetwork.com](mailto:chubbard@netsyncnetwork.com)

As a Public Sector Account Manager, Christi Hubbard acts as the main point of contact for services by obtaining quotes and schematics for presentation and providing project coordination for each client. Christi has access to all staff assigned to her clients, including deployment technicians, directorial staff, and accounting and purchasing representatives. Christi is authorized to coordinate with Netsync and manufacturer staff to ensure each project assigned is completed on time and within budget.

Christi holds a bachelor's degree in Business Administration and Marketing from Southwest Texas State University. Christi holds multiple Cisco certifications and is well-versed in the needs of public sector clients, especially independent school districts. Christi has been with Netsync for more than six years and was hired based on her enthusiasm for technology and passion for excellence. Christi is assigned to 25 accounts; some are active accounts and some are in the early stages of relationship development.

**Danny Snyder**  
**Solutions Architect**

**Enterprise Networking**

Danny Snyder has a strong record of success in designing, scoping, and deploying large- and small-scale networks to support real-time business critical applications. Danny has over 25 years of experience designing, installing, and aiding clients in planning for the future growth of networked applications. Danny offers a background of client advocacy and client consultation skills, allowing them to excel in integration of various technologies from varying manufacturers to provide the best possible solutions to clients.

Danny has an impressive professional history of networked applications beginning in the IT department of a large public school district, moving on to international corporations' IT department then on to consulting for a variety of business of all sizes and verticals, and currently designing networks for customers ranging from various private sector entities to quasi-governmental entities, and a multitude of public sector clients. As a Solutions Architect, he is responsible for many projects, primarily focused on designing multi-campus local- and wide-area networks. Danny is a Cisco Certified Network Professional (CCNP) Enterprise, and CCNP Security-Certified Engineer.

**Areas of Expertise**

| Infrastructure Services   | Security Services   |
|---|---|
| <ul style="list-style-type: none"><li>• Cisco Catalyst Switching</li><li>• Cisco Nexus Switching</li><li>• Cisco Routing</li><li>• Cisco Wireless</li><li>• Cisco Meraki MS and MR Series</li><li>• Juniper Mist-managed wireless and switching</li></ul> | <ul style="list-style-type: none"><li>• Cisco ASA/VPN</li><li>• Cisco ISE</li><li>• Cisco Firepower</li><li>• Cisco Umbrella</li><li>• Cisco Meraki MX Series</li><li>• Palo Alto Networks NGFW</li></ul> |

**Project Experience Highlights**

- Designed and deployed a groundbreaking secure wireless network for a credit union client, enabling the credit union to allow their tellers to improve their customers' experience while in the branch. This deployment was then used as a model for other credit unions seeking to achieve similar results.
- Utilized Software-defined Wide Area Network (SD-WAN) solutions to reduce customer cost while improving network availability as compared to traditional WAN connections.
- Utilized Juniper Mist wireless to manage an international end-user wireless deployment in such a way to reduce mean time to troubleshoot and as a result, improve end user wireless experience.

## 4. Technical Response

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### Project Summary

Manor ISD (“District”), headquartered in Manor, TX, requested that Netsync Network Solutions (“Netsync”) submit a statement of work (SOW) outlining District’s upcoming E-Rate Uninterruptible Supply (UPS), Switching, and Wireless Refresh project for Manor New Tech High School (MNTHS) and Senior High School (SHS), in response to the Request for Proposal (RFP) and FCC Form 470 Application No. 260006227.

The purpose of this project is to install new UPS and transformer bundles at MNTHS and SHS and replace aging switches and wireless access points (APs) with Cisco 9350 Smart Switches, Cisco CW9176I indoor wireless APs, and Cisco CW9163E outdoor APs with omnidirectional antennas.

### Project Objectives

- Review locations for installation of new wireless APs as listed in the [Bill of Materials \(BOM\)](#).
- Review locations for installation of new access switches as listed in the BOM.
- Review locations for installation of new UPS and transformer bundles as listed in the BOM.
- Install new wireless APs as listed in the BOM.
- Install new access switches as listed in the BOM.
- Install new UPS and transformer bundles as listed in the BOM.
- Configure UPS NICs.
- Move all connections from existing access switches to new access switches.
- Migrate existing network devices from old UPS units to new UPS units.
- Perform testing and validation of successful implementation.
- Provide up to two hours of Day 1 support.

### Exceptions, Clarifications, and Assumptions

The primary focus of this section is to provide any exceptions Netsync took to the original RFP, as well as clarifications around our proposal. This section will also outline any assumptions Netsync made while creating the design.

Netsync has responded to the bid with pricing based on the information provided in the RFP and addendum. Please pay special attention to the exceptions and clarifications outlined below. Also note that the project counts per location are outlined in a table within the [BOM](#) at the end of this SOW.

- If selected, Netsync will require a review of the design and BOM in detail with District to verify that all the components selected meet the project requirements. This will help ensure the equipment list and quantities support the best possible design.
- Netsync will work with District to make sure all assumptions, exceptions, and clarifications listed below and determined during discovery are accepted and agreed upon before final pricing.
- Netsync provided pricing for the specific quantities requested in the RFP. If additional quantities are needed, then these can be purchased for the unit cost provided within the proposal plus the associated labor to install.

- Multiple outages may occur due to the nature of this project; however, they will all occur at scheduled and approved times.
- Netsync is not responsible for project delays caused by other vendors and/or manufacturing issues that may impede progress of Netsync deliverables.
- Netsync is not responsible for configuration changes on any equipment not specifically stated in the SOW.

## Network Implementation

- Netsync assumes all the following will be provided by District unless otherwise noted in the SOW and/or Appendix:
  - All structured, fiber, and copper patch cabling.
  - Racks and patch panels.
- Netsync assumes that replacement of existing switches will be one-to-one.
- Netsync has provided one-meter stack cables for switch stacks that are three or more member switches.
- Fiber and copper patch cables were not requested as part of this RFP, so have not been included in our proposal.

## UPS and Power Systems Implementation

- Netsync assumes all of the following will be provided for the UPS units:
  - District has validated that the input and output power connectors for all UPS are compatible with available outlet receptacles and equipment power cord types (110/208V, locking vs. non-lock, and amperage) electrical power outlets (Plug type).
- The correct type and quantity of power outlets are available in each main distribution frame (MDF)/intermediate distribution frame (IDF). District has requested the correct rack mount hardware for each device.

## Project Scope and Phases

### Discovery

#### *Kickoff Meeting*

1. Netsync will conduct a kickoff meeting:
  - a. Identify and introduce key stakeholders, who will participate in developing the definition of requirements for success.
  - b. Identify project goals, success criteria, and timeline, including but not limited to:
    - i. Review SOW.
    - ii. Confirm contacts needed to gain entry and perform work in the buildings.
    - iii. Confirm any holidays or “non-working” hours for the installation.
    - iv. Confirm any District-required change control processes and any potential impacts that these processes may have on the installation schedule.
    - v. Schedule technical discovery meeting(s).
    - vi. Review and discuss invoicing preferences and applicable billing milestones.

## Planning

### *Switching Technical Requirements and Design Meeting*

**Note:** Netsync will configure the switches to match District's current configuration. A network redesign and/or configuration changes are outside the scope of this project.

1. District will provide Netsync:
  - a. Current IP addressing schemes, network diagrams, and configurations relevant to the project details.
  - b. If applicable, API keys to the existing management dashboard.
2. Netsync will review existing District-provided IP addressing, network diagrams, and configurations looking for opportunities to increase functionality, security, and manageability.
3. Netsync will work with District to review the existing core and LAN configuration(s), including but not limited to:
  - a. Work with District to understand and implement its current IP addressing scheme.
  - b. Review switch naming convention.
  - c. Create a virtual LAN (VLAN) plan to match District's existing VLAN plan.
  - d. Discuss configuration options for both Layer 2 and Layer 3 to increase network reliability and performance.
  - e. Document existing authentication, authorization, and accounting (AAA) systems, if available (RADIUS, TACACS, etc.).
  - f. Document remote management options (secure shell [SSH], Telnet, etc.).
  - g. Document Simple Network Management Protocol (SNMP) configurations, community strings, and passwords for all devices.
  - h. Document Syslog server settings.
4. Netsync will perform a site walkthrough of each District location at least one week before deployment to:
  - a. Evaluate rack space, switch connectivity, and power availability.
  - b. Verify final plan for migration and port counts on all devices to be connected.
5. Netsync will review the BOM provided as part of the proposal with the findings from the site walkthroughs to verify any quantity changes.

**Note:** Any additions to the design will be priced using the unit pricing provided.
6. Netsync will determine a test plan with District. District will need to provide Netsync with a list of applications that should be tested before and after cutover.
7. Netsync will create Low-level Design (LLD) document based on site walkthroughs and formal post-sales planning and design sessions. If applicable, the LLD will include site-specific BOM, configurations, and diagrams.
8. The LLD will be a fully executed document agreed to by both parties before implementation begins.
9. Netsync will determine a network test plan with District. District will be responsible for testing applications, services, and end user devices that should be tested before and after cutover.
10. Netsync will review the finalized project plan and LLD with District before beginning implementation.

## *Wireless Technical Requirements and Design Meeting*

**Note:** Netsync will configure the wireless to match District's current configuration. A wireless redesign and/or configuration changes are outside the scope of this project.

1. District will provide Netsync:
  - a. Wireless AP placement diagrams notating clearly:
    - i. New AP placement locations.
    - ii. Location of existing APs to be removed.
  - b. Any necessary floor plans to be used for placement maps within management dashboards.
  - c. API keys to the existing management dashboard.
  - d. Configuration details for existing wireless network.
2. Netsync will work with District to review wireless configurations and security capabilities of the existing environment, including but not limited to:
  - a. Work with District to understand and implement its current IP addressing scheme.
  - b. Review wireless AP naming convention.
  - c. AP configuration (service set identifiers [SSIDs], VLANs, security, radio frequency [RF] settings, etc.).
  - d. Type of client devices Wi-Fi generation and capabilities.
  - e. Network capacity requirements, performance requirements, accessibility/reliability requirements, infrastructure management, and client management.
3. Netsync will work with District to review the desired placement locations of the requested APs.

**Note:** The desired AP placement has been previously completed by District. Therefore, RF design is not required or included as part of this SOW.
4. Netsync will perform a site walkthrough of each District location at least one week before deployment to:
  - a. Review and verify the placement locations for the new APs.
  - b. Perform an in-depth walkthrough to locate all existing APs.
5. Netsync will review the BOM provided as part of the proposal with the findings from the site walkthrough to verify any quantity changes.

**Note:** Any additions to the design will be priced using the unit pricing provided.
6. Netsync will determine a test plan with District. District will need to provide Netsync with a list of applications that should be tested before and after cutover.
7. Netsync will create an LLD document based on site walkthroughs and formal post-sales planning and design sessions. If applicable, the LLD will include site-specific BOM, configurations, and diagrams.
8. The LLD will be a fully executed document agreed to by both parties before implementation begins.
9. Netsync will determine a wireless test plan with District. District will be responsible for testing applications, services, and end user devices that should be tested before and after cutover.
10. Netsync will review the finalized project plan and LLD with District before beginning implementation.

11. Design specific to 6GHz support of wireless infrastructure is out of scope and would require on-site assessment and/or predictive analysis to inform AP location. Support for 6GHz spectrum will be on a best-effort basis.

### *UPS Technical Requirements and Design Meeting*

1. Netsync will confirm correct electrical receptacles for all UPS units and existing equipment that will be connected to the UPS units.
2. If UPS units are not being installed at the same time as the switches and APs, Netsync will work with District to determine if downtime will be required to migrate to the new UPS units (are all devices dual power or are there single power cord devices that will need to be moved).

### *Equipment Receipt, Staging, and Delivery*

Staging and implementation will only begin with District approval of the Low-Level Design (LLD) document. Staging excludes any uninterruptible power supply (UPS) devices, batteries, and IP-related information. If applicable, Netsync will complete UPS deployment on-site at District installation location(s).

1. Netsync will receive equipment in its own facility, unbox equipment, install configurations and test for any anomalies, replace any equipment that does not burn in correctly, notify District of any additional needs that are discovered during the burn-in process, and prepare equipment for delivery to each respective location.
2. Netsync will tag each device with a District asset tag and add to an inventory spreadsheet.
3. Netsync will provide inside-delivery of equipment to each respective location. Netsync may choose to deliver the equipment before installation (no more than three weeks in advance) or bring the equipment at the time of installation. Netsync will not deliver any equipment without prior written approval from District. If District chooses to pre-deliver the equipment, then it will provide a secured location for storage until installation.
4. This location must be accessible to Netsync employees for staging and configuration needs.

## Implementation

Implementation will begin only after Discovery and Planning are 100% complete. District representative must be on-site to receive hardware and sign packing slip prior to installation.

### *Maintenance and Change Windows*

1. Netsync will collaborate with District to plan for any required maintenance and change windows. District is responsible for identifying all process requirements, documentation, and logistics to schedule such windows through their own organization, including notification of stakeholders of scope and scale of planned outages or impact to end-users.
2. Single trip per maintenance window:  
**Note:** If District requires additional maintenance and change windows or durations, Netsync can provide a quote to District to include these additional services via Change Order.
3. Netsync anticipates the following maintenance and change window events for this engagement.

| Technology                       | # of Windows  | Window Duration | Service Impacting | Documentation |
|----------------------------------|---|-----------------|-------------------|---------------|
| EN: Switching, Wireless, and UPS | TBD depending upon number of switches, APs, and/or UPS units per window | TBD             | TBD               | LLD           |

### *Distribution and Access Switches Implementation*

1. Netsync will install the distribution and access switches listed in the BOM into existing equipment rack location or area designated by District.
2. Netsync will configure the Cisco switches to include:
  - a. Patch-in drops and fiber.
  - b. Properly dress cables with Velcro.
  - c. Configure switches based on configuration standards based on LLD.
3. Netsync will decommission existing switches:
  - a. Uninstall existing switches determined during the planning stage.
  - b. Provide an inventory of equipment removed in a data file.
  - c. Box the older equipment and label boxes clearly to note included contents.
  - d. Deliver boxes to a centralized District location.

### *Access Point (AP) Implementation*

1. Netsync will install and configure the new wireless APs to include:
  - a. Mount APs per the AP placement maps provided by District.
  - b. Label each AP based on placement location and include placement details in the Inventory spreadsheet.
  - c. Verify APs are registered to the applicable on-premises controller or management dashboard and functioning correctly.
2. Netsync will decommission District-designated legacy APs:
  - a. Uninstall existing APs determined during the planning stage.
  - b. Provide an inventory of equipment removed in a data file.

- c. Box the older equipment and label boxes clearly to note included contents.
  - d. Deliver boxes to a centralized District location.
3. Netsync will upload building floor plans into management dashboard, label per District's naming convention, and accurately scale each floor plan.
4. Netsync will place site-specific APs in appropriate locations on each building floor plan.

## *Uninterruptible Power Supply (UPS) Implementation*

1. Netsync will install UPS devices into existing equipment racks and secure to rack using two-post rack mount kits.  
**Note:** District will be responsible for providing the correct power outlets in each network closet to power the UPS devices.
2. Netsync will configure the UPS devices, including:
  - a. Connect network devices to UPS.
  - b. Install Network Management Card.
  - c. IP address for management.

## Testing and Validation

Netsync will test and validate following each cutover per the agreed-upon testing plan.

## Knowledge Transfer

**Note:** Due to the nature of this project, knowledge transfer hours are not included in this SOW.

## Project Prerequisites

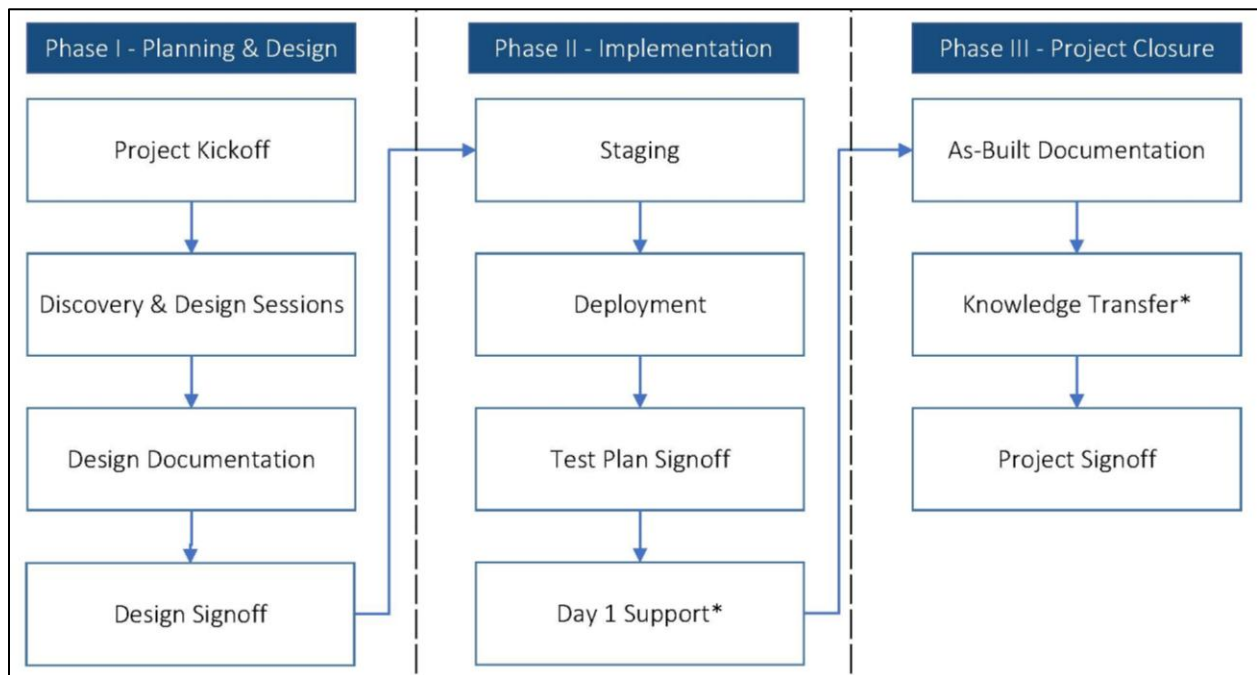
1. District will fulfill cabling requirements, if applicable.
2. District will provide Netsync with all necessary hardware and information on current environment.
3. District will provide Netsync with local and remote administrative credentials (root access) to all equipment to be accessed during the process of this SOW.
4. District will make available authorized personnel during the project with working knowledge of existing network infrastructure for facility access, questions, and clarification of issues.
5. District will provide Netsync access to all work locations, along with safety, access, security, and emergency protocols.
6. District will obtain all necessary work permits.
7. District will provide a work area for Netsync to use, as needed, during on-site activities to include internet and public phone access.
8. District will provide parking passes and adequate parking for the Netsync project team.
9. District will comply with all physical and environmental requirements per vendor specifications.
10. District will ensure available building power receptacles are adequate for use with new UPS devices being installed.

## Project Management

Netsync approaches all projects using standard Project Management Institute (PMI) methodologies and processes. Once a Project Manager (PM) is assigned, a project kickoff meeting will be held with District, the PM, the Account Manager (AM), and assigned technical resource(s) to ensure each party is aligned with all aspects of this SOW. The PM will also perform the following project management activities throughout the engagement to ensure District expectations are consistently met and the project is delivered on time and within the established budget:

- Create the Project Plan.
- Ensure that accurate and timely status updates, action items, and scheduled tasks are received by the assigned resource(s) and uploaded as entries to District’s applicable project portal. The PM will ensure status information clearly reaches District to also include milestone updates.
- Lead project meetings with District and the Netsync project team.
- Oversee a quality assurance review of documentation-based deliverables before providing to District.

## Project Management Office (PMO) Project Lifecycle



\* Denotes that the step in the process may or may not be applicable based on SOW.

## Project Updates

- District will receive email alerts indicating an update has been made to the Notes-Status-Issues Log portal web part for the following communication entry types:
  - Meeting Notes.
  - Project Plan.
  - Status Update(s).
  - Issue Tracking.
- If District wishes not to use the Netsync project portal, then District has the option to request direct email correspondence from the Netsync PM for all communication and updates.

## Project Scope Change Requests

Netsync is fully committed to completing this project on time and within the established budget. All scope changes and out-of-scope (OOS) requests must be clearly communicated to the AM or PM before those changes or requests are acted on or performed by the assigned resource(s). The following outlines the scope change or OOS request procedure:

1. The PM and District project team will identify required changes.
2. The PM will submit a Project Change Request Form (CR).
3. The PM will submit the CR to District for subsequent approval and sign-off.
4. District will return a signed copy of the CR.

All other terms within the original SOW, in addition to the signed CR, will remain intact.

## Project Documentation

Netsync will provide District with the following documentation.

| Included (Yes/No)    | Document Type                                   | Owner                                   | Description  | Frequency |
|----------------------|---|---|--|-----------|
| <b>Documentation</b> |   |   |  |           |
| Yes                  | Statement of Work (SOW)/High-Level Design (HLD) | Solutions Architect and Account Manager | Description of scope based on presales discussions, preliminary walkthroughs, and data gathering sessions. This SOW is the HLD and presents and illustrates the overall solution.  | Once      |
| Yes                  | Low-Level Design (LLD)                          | Engineer                                | The LLD will replace all existing HLDs upon receipt of a purchase order and subsequent full walkthroughs and formal post-sales planning and design sessions. The LLD will be a fully executed document agreed to by both parties before implementation begins. | Once      |
| Yes                  | Project Plan                                    | PM and Senior Lead Engineer             | Task list, schedule, contact list, meeting notes, status, risk, and issue tracking.  | Ongoing   |
| No                   | Method of Procedure (MOP)                       | PM and Senior Lead Engineer             | Detailed implementation plan.  | Once      |
| Yes                  | As-Built  | Senior Lead Engineer                    | Post-implementation technical documentation of new configuration(s) and applicable support information.  | Once      |
| Yes                  | Project Sign-off                                | PM and District                         | Deliverables acceptance.   | Once      |

## Deliverables Acceptance

District will acknowledge receipt and acceptance, or rejection of all deliverables associated with this SOW within 10 business days of delivery (not including federal holidays). If such acknowledgement is not received within this period, then all deliverables will be deemed acknowledged and accepted.

## Project Risks and Assumptions

1. District will participate in all design and planning sessions and be prepared to sign off on all milestones.
2. District will provide Netsync with full access to the relevant functional, technical, and business resources with adequate skills and knowledge to support the performance of services. If District's only method of providing Netsync remote access is through screen share, then additional fees may apply due to project duration extensions.
3. If applicable, Netsync will secure access points (APs) with plastic cable zip ties placed through the mounting bracket, unless District declines this service in writing via email.
4. Unless otherwise noted, all estimates are based on a single implementation trip, per site. District may be charged additional fees for additional on-site meetings.
5. Multiple outages may occur due to the nature of this project; however, they will all occur at scheduled and approved times.
6. District delays in providing Netsync with the necessary data to accomplish each task may result in timeline changes.
7. Netsync is not responsible for project delays caused by other vendors and/or manufacturing issues that may impede progress and/or closure of Netsync SOW deliverables.
8. This SOW assumes that the engagement will be a combination of on-site and remote work to drive efficiency. If District requires a 100% on-site engagement, then District must notify Netsync before agreeing to this SOW.
9. If District requires a copy of Netsync's standard Certificate of Insurance (COI) with District-added endorsements, then it should allow up to 10 business days for delivery.
10. Netsync is not responsible for the functionality of District-provided existing equipment or licenses, and assumes that existing equipment and software is under a valid support contract.
11. Anything not specifically stated in this document is outside the scope of this SOW.
12. Design specific to 6GHz support of wireless network infrastructure is out of scope and would require on-site assessment and/or predictive analysis to inform access point location. Support for 6GHz spectrum will be on a best-effort basis.

## Service Level Agreement

### Hours of Operation

Standard hours of operation are **8:00 AM to 5:00 PM local time Monday through Friday**. Netsync understands that due to the nature of the industry and work performed, after-hours and weekend availability are often required. In the event Netsync resources are required to perform work outside of the standard hours of operation, agreed-upon work windows will be discussed and subsequently documented via email.

- District will provide Netsync with a minimum of three business days' notification for any non-emergency maintenance windows or periods of time.
- Netsync will provide District with the best level of support for emergency maintenance windows based on qualified staff resource availability.
- A District project stakeholder or technical contact must be either on location or on-call during the agreed upon after-hours and/or weekend work window(s).

## Pricing and Fees

### Fee Type

**Fixed Price:** The proposed hours are fixed. Additional hours required for in-scope work will not be invoiced unless OOS work is required.

### Invoicing Type

Invoice terms are based on credit approval.

Unless specifically noted in the master services agreement (MSA) between District and Netsync, if applicable, Netsync will use the following invoicing type:

- **Milestone Invoicing:** A portion of the project will be invoiced based on achieving the following milestones in the project plan (see milestone table below); the PM will work with District, the AM, and Accounting for appropriate invoicing.

Netsync will send District invoice(s) on Net 30 terms for all applicable hardware, supplemental material, and licenses immediately after delivery and receipt of signed packing/delivery slips.

### Project Milestones

This price is based on work taking place during standard hours of operations, **8:00 AM to 5:00 PM local time Monday through Friday**. Additional charges may be incurred for efforts that must be performed outside of this time frame.

| Site Name | % Billed Once Site Is Complete |
|-----------|--------------------------------|
| MNTHS     | 100%                           |
| SHS       | 100%                           |

\*See Netsync quote for project cost.

## Appendix

### Bill of Materials (BOM)

| Part                  | Description  | Duration | Qty. |
|-----------------------|--|----------|------|
| <b>Main Site</b>      |  |          |      |
| <b>Labor</b>          |  |          |      |
| NET-PRO-SRVC          | Installation and Deployment per SOW.   EN: UPS, Switch, and Wireless Install |          | 0    |
| <b>Licensing</b>      |  |          |      |
| CISCO-NETWORK-SUB     | Cisco Networking Subscription  | 60       | 1    |
| SVS-LOSPT-CN          | Cisco Network Product Support  | 60       | 1    |
| <b>MNTHS</b>          |  |          |      |
| <b>Default Group</b>  |  |          |      |
| SRT5KRMXLT-5KTF-A     | 5KVA RACKMNT 5U 208V 12 5-20R+2 NEMA W/RAIL KIT W/TRANSFORMER                |          | 28   |
| SRTRK3                | APC Smart-UPS SRT 2 Post Mounting Rail Kit for Smart-UPS SRT                 |          | 56   |
| <b>Labor</b>          |  |          |      |
| NET-PRO-SRVC          | Installation and Deployment per SOW.   EN: UPS, Switch, and Wireless Install |          | 1    |
| <b>MNTHS switches</b> |  |          |      |
| C9350-48HX            | Cisco C9350 48-port 10G-mGig with 90W UPOE+                                  |          | 16   |
| PWR-C2-1600WAC-I      | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                        |          | 16   |
| C9350-PWR-NONE        | No Secondary Power Supply Selected   |          | 16   |
| PWR-C2-1600WAC-I/2    | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                        |          | 16   |
| CAB-TA-NA             | North America AC Type A Power Cable  |          | 32   |
| C9350-NM-NONE         | No Network Module Selected   |          | 16   |
| STACK-T1A-50CM        | 50CM Type 1 Stacking Cable   |          | 16   |
| CAB-SPWR-35CM         | Stack Power Cable 35 CM  |          | 16   |
| SC9350UK9-1718        | Cisco C9350 IOS XE 17.18 K9 Universal Software Image                         |          | 16   |
| C9350-SSD-NONE        | No SSD Card Selected   |          | 16   |
| C9K-ACC-RBFT          | RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx                                |          | 16   |
| C9K-ACC-SCR-4         | 12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4                          |          | 16   |
| CAB-GUIDE-1RU         | 1RU CABLE MANAGEMENT GUIDES 9200 and 9300                                    |          | 16   |
| C9350-RFID            | RFID Selected  |          | 16   |
| C9350-NM-BLANK        | Cisco 9350 Network Module Blank  |          | 16   |
| C9350-PWR-BLANK       | Cisco 9350 power supply blank cover  |          | 16   |
| C9350-FAN-I           | Cisco 9350 Port Inlet Fan Module   |          | 48   |
| C9350-OS-ESS          | Cisco C9350 OS Essentials  |          | 16   |
| NETWORK-PNP-LIC       | Network Plug-n-Play Connect for zero-touch device deployment                 |          | 16   |
| C9350-NM-8Y=          | Cisco C9350 8 x 25G/10G/1G or 4 x 50G SFP56 NM, spare                        |          | 10   |
| CAB-SPWR-100CM=       | Stack Power Cable 100 CM, spare  |          | 3    |
| STACK-T1A-1M=         | 1M Type 1 Stacking Cable   |          | 3    |

| Part                 | Description   | Duration | Qty. |
|----------------------|---|----------|------|
| <b>MNTHS AP s</b>    |   |          |      |
| CW9176I-CFG          | Cisco Wireless 9176I(W7,3 radio,3 band 4x4,UWB),Global                                      |          | 93   |
| AIR-AP-BRACKET-2     | 802.11 AP Universal Mounting Bracket  |          | 93   |
| AIR-AP-T-RAIL-F      | Flush Mount for APs & Cellular Gateways-Recessed  |          | 93   |
| CW9176-MULTI         | Multi-AP packaging, minimum order qty is 6 APs  |          | 93   |
| CW9163E-MR           | Catalyst 9163E AP(W6E, tri-band 2x2,Outdoor) w/MERAKI                                       |          | 6    |
| CW-ANT-O1-NS-00      | 4/8/8 dBi Omni Dipole, N connector, Catalyst and Meraki                                     |          | 24   |
| <b>Licensing</b>     |   |          |      |
| LIC-CS-AC1-L-E       | Cisco Switching Essentials Tier 1, Large<br>Duration: 60 Months, Billing Frequency: Unknown | 60       | 16   |
| LIC-CW-E             | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 60       | 93   |
| LIC-SPACES-ESS       | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 60       | 93   |
| LIC-CW-E             | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 60       | 6    |
| LIC-SPACES-ESS       | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 60       | 6    |
| <b>SHS</b>           |   |          |      |
| <b>Default Group</b> |   |          |      |
| SRT5KRMXLT-5KTF-A    | 5KVA RACKMNT 5U 208V 12 5-20R+2 NEMA W/RAIL KIT W/TRANSFORMER                               |          | 28   |
| SRTRK3               | APC Smart-UPS SRT 2 Post Mounting Rail Kit for Smart-UPS SRT                                |          | 56   |
| <b>Labor</b>         |   |          |      |
| NET-PRO-SRVC         | Installation and Deployment per SOW.   EN: UPS, Switch, and Wireless Install                |          | 1    |
| <b>SHS Switches</b>  |   |          |      |
| C9350-48HX           | Cisco C9350 48-port 10G-mGig with 90W UPOE+   |          | 34   |
| PWR-C2-1600WAC-I     | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                                       |          | 34   |
| C9350-PWR-NONE       | No Secondary Power Supply Selected  |          | 34   |
| PWR-C2-1600WAC-I/2   | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                                       |          | 34   |
| CAB-TA-NA            | North America AC Type A Power Cable   |          | 68   |
| C9350-NM-NONE        | No Network Module Selected  |          | 34   |
| STACK-T1A-50CM       | 50CM Type 1 Stacking Cable  |          | 34   |
| CAB-SPWR-35CM        | Stack Power Cable 35 CM   |          | 34   |
| SC9350UK9-1718       | Cisco C9350 IOS XE 17.18 K9 Universal Software Image  |          | 34   |
| C9350-SSD-NONE       | No SSD Card Selected  |          | 34   |
| C9K-ACC-RBFT         | RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx   |          | 34   |
| C9K-ACC-SCR-4        | 12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4   |          | 34   |
| CAB-GUIDE-1RU        | 1RU CABLE MANAGEMENT GUIDES 9200 and 9300   |          | 34   |
| C9350-RFID           | RFID Selected   |          | 34   |
| C9350-NM-BLANK       | Cisco 9350 Network Module Blank   |          | 34   |
| C9350-PWR-BLANK      | Cisco 9350 power supply blank cover   |          | 34   |

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| Part             | Description   | Duration | Qty. |
|------------------|---|----------|------|
| C9350-FAN-I      | Cisco 9350 Port Inlet Fan Module  |          | 102  |
| C9350-OS-ESS     | Cisco C9350 OS Essentials   |          | 34   |
| NETWORK-PNP-LIC  | Network Plug-n-Play Connect for zero-touch device deployment                                |          | 34   |
| C9350-NM-8Y=     | Cisco C9350 8 x 25G/10G/1G or 4 x 50G SFP56 NM, spare                                       |          | 22   |
| CAB-SPWR-100CM=  | Stack Power Cable 100 CM, spare   |          | 7    |
| STACK-T1A-1M=    | 1M Type 1 Stacking Cable  |          | 7    |
| <b>SHS AP s</b>  |   |          |      |
| CW9176I-CFG      | Cisco Wireless 9176I(W7,3 radio,3 band 4x4,UWB),Global                                      |          | 146  |
| AIR-AP-BRACKET-2 | 802.11 AP Universal Mounting Bracket  |          | 146  |
| AIR-AP-T-RAIL-F  | Flush Mount for APs & Cellular Gateways-Recessed  |          | 146  |
| CW9176-MULTI     | Multi-AP packaging, minimum order qty is 6 APs  |          | 146  |
| <b>Licensing</b> |   |          |      |
| LIC-CS-AC1-L-E   | Cisco Switching Essentials Tier 1, Large<br>Duration: 60 Months, Billing Frequency: Unknown | 60       | 34   |
| LIC-CW-E         | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 60       | 146  |
| LIC-SPACES-ESS   | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 60       | 146  |

## 5. Pricing

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Netsync has included pricing on the following pages.

*The rest of this page is intentionally left blank.*

|            |            |
|------------|------------|
| Quote #:   | AAAQ483256 |
| Date:      | 03/23/2026 |
| Valid for: | 30 Days    |

| Customer   | Inside Sales                         | Account Manager                           |
|--|--------------------------------------|---|
| Manor ISD<br>david.gonzalez@manorisd.net<br>512.278.4000 | Lori Endsley<br>lendsley@netsync.com | Christi D Hubbard<br>chubbard@netsync.com |

Please send purchase order to: [PO@netsync.com](mailto:PO@netsync.com)

| Line #                            | Part               | Description  | Qty | Unit Price | Ext Price            |
|-----------------------------------|--------------------|--|-----|------------|----------------------|
| Main Site                         |                    |  |     |            | Sub Total 0.00       |
| Licensing (06/01/2026-05/31/2031) |                    |  |     |            |                      |
| 2.0                               | CISCO-NETWORK-SUB  | Cisco Networking Subscription  | 1   | 0.00       | 0.00                 |
| 2.1.0                             | SVS-L0SPT-CN       | Cisco Network Product Support  | 1   | 0.00       | 0.00                 |
| MNTHS                             |                    |  |     |            | Sub Total 488,127.64 |
| Labor                             |                    |  |     |            |                      |
| 3.0                               | NET-PRO-SRVC       | Installation & Deployment per SoW.   EN: UPS, Switch, and Wireless Install | 1   | 13,908.00  | 13,908.00            |
| Default Group                     |                    |  |     |            |                      |
| 4.0                               | SRT5KRMXLT-5KTF-A  | 5KVA RACKMNT 5U 208V 12 5-20R+2 NEMA W/RAIL KIT W/TRANSFORMER              | 28  | 6,304.47   | 176,525.16           |
| 5.0                               | SRTRK3             | APC Smart-UPS SRT 2 Post Mounting Rail Kit for Smart-UPS SRT               | 56  | 230.93     | 12,932.08            |
| MNTHS switches                    |                    |  |     |            |                      |
| 6.0                               | C9350-48HX         | Cisco C9350 48-port 10G-mGig with 90W UPOE+                                | 16  | 6,972.14   | 111,554.24           |
| 6.1.0                             | PWR-C2-1600WAC-I   | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                      | 16  | 0.00       | 0.00                 |
| 6.2.0                             | C9350-PWR-NONE     | No Secondary Power Supply Selected   | 16  | 0.00       | 0.00                 |
| 6.3.0                             | PWR-C2-1600WAC-I/2 | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                      | 16  | 909.27     | 14,548.32            |
| 6.4.0                             | CAB-TA-NA          | North America AC Type A Power Cable  | 32  | 0.00       | 0.00                 |
| 6.5.0                             | C9350-NM-NONE      | No Network Module Selected   | 16  | 0.00       | 0.00                 |
| 6.6.0                             | STACK-T1A-50CM     | 50CM Type 1 Stacking Cable   | 16  | 47.28      | 756.48               |
| 6.7.0                             | CAB-SPWR-35CM      | Stack Power Cable 35 CM  | 16  | 45.46      | 727.36               |
| 6.8.0                             | SC9350UK9-1718     | Cisco C9350 IOS XE 17.18 K9 Universal Software Image                       | 16  | 0.00       | 0.00                 |
| 6.9.0                             | C9350-SSD-NONE     | No SSD Card Selected   | 16  | 0.00       | 0.00                 |
| 6.10.0                            | C9K-ACC-RBFT       | RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx                              | 16  | 0.00       | 0.00                 |
| 6.11.0                            | C9K-ACC-SCR-4      | 12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4                        | 16  | 0.00       | 0.00                 |
| 6.12.0                            | CAB-GUIDE-1RU      | 1RU CABLE MANAGEMENT GUIDES 9200 and 9300                                  | 16  | 0.00       | 0.00                 |
| 6.13.0                            | C9350-RFID         | RFID Selected  | 16  | 0.00       | 0.00                 |
| 6.14.0                            | C9350-NM-BLANK     | Cisco 9350 Network Module Blank  | 16  | 0.00       | 0.00                 |
| 6.15.0                            | C9350-PWR-BLANK    | Cisco 9350 power supply blank cover  | 16  | 0.00       | 0.00                 |
| 6.16.0                            | C9350-FAN-I        | Cisco 9350 Port Inlet Fan Module   | 48  | 0.00       | 0.00                 |
| 6.17.0                            | C9350-OS-ESS       | Cisco C9350 OS Essentials  | 16  | 0.00       | 0.00                 |
| 6.18.0                            | NETWORK-PNP-LIC    | Network Plug-n-Play Connect for zero-touch device deployment               | 16  | 0.00       | 0.00                 |
| 7.0                               | C9350-NM-8Y=       | Cisco C9350 8 x 25G/10G/1G or 4 x 50G SFP56 NM, spare                      | 10  | 1,200.24   | 12,002.40            |
| 8.0                               | CAB-SPWR-100CM=    | Stack Power Cable 100 CM, spare  | 3   | 101.83     | 305.49               |
| 9.0                               | STACK-T1A-1M=      | 1M Type 1 Stacking Cable   | 3   | 109.11     | 327.33               |

|            |            |
|------------|------------|
| Quote #:   | AAAQ483256 |
| Date:      | 03/23/2026 |
| Valid for: | 30 Days    |

| Line #                                   | Part               | Description   | Qty | Unit Price                  | Ext Price  |
|--|--------------------|---|-----|-----------------------------|------------|
| <b>MNTHS AP s</b>                        |                    |   |     |                             |            |
| 10.0                                     | CW9176I-CFG        | Cisco Wireless 9176I(W7,3 radio,3 band 4x4,UWB),Global                                      | 93  | 942.84                      | 87,684.12  |
| 10.1.0                                   | AIR-AP-BRACKET-2   | 802.11 AP Universal Mounting Bracket  | 93  | 0.00                        | 0.00       |
| 10.2.0                                   | AIR-AP-T-RAIL-F    | Flush Mount for APs & Cellular Gateways-Recessed  | 93  | 0.00                        | 0.00       |
| 10.3.0                                   | CW9176-MULTI       | Multi-AP packaging, minimum order qty is 6 APs  | 93  | 0.00                        | 0.00       |
| 11.0                                     | CW9163E-MR         | Catalyst 9163E AP(W6E, tri-band 2x2,Outdoor) w/MERAKI                                       | 6   | 866.13                      | 5,196.78   |
| 12.0                                     | CW-ANT-O1-NS-00    | 4/8/8 dBi Omni Dipole, N connector, Catalyst and Meraki                                     | 24  | 90.92                       | 2,182.08   |
| <b>Licensing (06/01/2026-05/31/2031)</b> |                    |   |     |                             |            |
|  | LIC-CS-AC1-L-E     | Cisco Switching Essentials Tier 1, Large<br>Duration: 60 Months, Billing Frequency: Unknown | 16  | 1,470.00                    | 23,520.00  |
|  | LIC-CW-E           | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 93  | 262.20                      | 24,384.60  |
|  | LIC-SPACES-ESS     | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 93  | 0.00                        | 0.00       |
|  | LIC-CW-E           | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 6   | 262.20                      | 1,573.20   |
|  | LIC-SPACES-ESS     | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 6   | 0.00                        | 0.00       |
| <b>SHS</b>                               |                    |   |     | <b>Sub Total 728,284.04</b> |            |
| <b>Default Group</b>                     |                    |   |     |                             |            |
| 13.0                                     | SRT5KRMXLT-5KTF-A  | 5KVA RACKMNT 5U 208V 12 5-20R+2 NEMA W/RAIL<br>KIT W/TRANSFORMER                            | 28  | 6,304.47                    | 176,525.16 |
| 14.0                                     | SRTRK3             | APC Smart-UPS SRT 2 Post Mounting Rail Kit for Smart-UPS SRT                                | 56  | 230.93                      | 12,932.08  |
| <b>Labor</b>                             |                    |   |     |                             |            |
| 15.0                                     | NET-PRO-SRVC       | Installation & Deployment per SoW.   EN: UPS, Switch, and Wireless Install                  | 1   | 13,908.00                   | 13,908.00  |
| <b>SHS Switches</b>                      |                    |   |     |                             |            |
| 16.0                                     | C9350-48HX         | Cisco C9350 48-port 10G-mGig with 90W UPOE+   | 34  | 6,972.14                    | 237,052.76 |
| 16.1.0                                   | PWR-C2-1600WAC-I   | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                                       | 34  | 0.00                        | 0.00       |
| 16.2.0                                   | C9350-PWR-NONE     | No Secondary Power Supply Selected  | 34  | 0.00                        | 0.00       |
| 16.3.0                                   | PWR-C2-1600WAC-I/2 | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supply                                       | 34  | 909.27                      | 30,915.18  |
| 16.4.0                                   | CAB-TA-NA          | North America AC Type A Power Cable   | 68  | 0.00                        | 0.00       |
| 16.5.0                                   | C9350-NM-NONE      | No Network Module Selected  | 34  | 0.00                        | 0.00       |
| 16.6.0                                   | STACK-T1A-50CM     | 50CM Type 1 Stacking Cable  | 34  | 47.28                       | 1,607.52   |
| 16.7.0                                   | CAB-SPWR-35CM      | Stack Power Cable 35 CM   | 34  | 45.46                       | 1,545.64   |
| 16.8.0                                   | SC9350UK9-1718     | Cisco C9350 IOS XE 17.18 K9 Universal Software Image  | 34  | 0.00                        | 0.00       |
| 16.9.0                                   | C9350-SSD-NONE     | No SSD Card Selected  | 34  | 0.00                        | 0.00       |
| 16.10.0                                  | C9K-ACC-RBFT       | RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx   | 34  | 0.00                        | 0.00       |
| 16.11.0                                  | C9K-ACC-SCR-4      | 12-24 and 10-32 SCREWS FOR RACK INSTALLATION,<br>QTY 4                                      | 34  | 0.00                        | 0.00       |
| 16.12.0                                  | CAB-GUIDE-1RU      | 1RU CABLE MANAGEMENT GUIDES 9200 and 9300   | 34  | 0.00                        | 0.00       |
| 16.13.0                                  | C9350-RFID         | RFID Selected   | 34  | 0.00                        | 0.00       |
| 16.14.0                                  | C9350-NM-BLANK     | Cisco 9350 Network Module Blank   | 34  | 0.00                        | 0.00       |
| 16.15.0                                  | C9350-PWR-BLANK    | Cisco 9350 power supply blank cover   | 34  | 0.00                        | 0.00       |
| 16.16.0                                  | C9350-FAN-I        | Cisco 9350 Port Inlet Fan Module  | 102 | 0.00                        | 0.00       |
| 16.17.0                                  | C9350-OS-ESS       | Cisco C9350 OS Essentials   | 34  | 0.00                        | 0.00       |

# NETSYNC

2500 West Loop South, Ste.  
410/510  
Houston, TX 77027 USA  
713.218.5000

# QUOTE

AAAQ483256

|            |            |
|------------|------------|
| Quote #:   | AAAQ483256 |
| Date:      | 03/23/2026 |
| Valid for: | 30 Days    |

| Line #                                   | Part             | Description   | Qty | Unit Price | Ext Price  |
|--|------------------|---|-----|------------|------------|
| 16.18.0                                  | NETWORK-PNP-LIC  | Network Plug-n-Play Connect for zero-touch device deployment                                | 34  | 0.00       | 0.00       |
| 17.0                                     | C9350-NM-8Y=     | Cisco C9350 8 x 25G/10G/1G or 4 x 50G SFP56 NM, spare                                       | 22  | 1,200.24   | 26,405.28  |
| 18.0                                     | CAB-SPWR-100CM=  | Stack Power Cable 100 CM, spare   | 7   | 101.83     | 712.81     |
| 19.0                                     | STACK-T1A-1M=    | 1M Type 1 Stacking Cable  | 7   | 109.11     | 763.77     |
| <b>SHS AP s</b>                          |                  |   |     |            |            |
| 20.0                                     | CW9176I-CFG      | Cisco Wireless 9176I(W7,3 radio,3 band 4x4,UWB),Global                                      | 146 | 942.84     | 137,654.64 |
| 20.1.0                                   | AIR-AP-BRACKET-2 | 802.11 AP Universal Mounting Bracket  | 146 | 0.00       | 0.00       |
| 20.2.0                                   | AIR-AP-T-RAIL-F  | Flush Mount for APs & Cellular Gateways-Recessed  | 146 | 0.00       | 0.00       |
| 20.3.0                                   | CW9176-MULTI     | Multi-AP packaging, minimum order qty is 6 APs  | 146 | 0.00       | 0.00       |
| <b>Licensing (06/01/2026-05/31/2031)</b> |                  |   |     |            |            |
|  | LIC-CS-AC1-L-E   | Cisco Switching Essentials Tier 1, Large<br>Duration: 60 Months, Billing Frequency: Unknown | 34  | 1,470.00   | 49,980.00  |
|  | LIC-CW-E         | Cisco Wireless License - Essentials<br>Duration: 60 Months, Billing Frequency: Unknown      | 146 | 262.20     | 38,281.20  |
|  | LIC-SPACES-ESS   | Cisco Spaces Essentials for Cisco Wireless Essentials                                       | 146 | 0.00       | 0.00       |

Quote is valid for 30 days, excluding items subject to product or supply constraints, which may be subject to price and availability changes without notice.

**Notes: 340010307-002-01**

Combined AP's, Switches Meraki HW & APC

|                        |                     |
|------------------------|---------------------|
| Total                  | 1,216,411.68        |
| Tax/Vat                | 0.00                |
| Shipping               | 1,050.19            |
| <b>Grand Total USD</b> | <b>1,217,461.87</b> |



|                    |  |     |                       |                   |
|--------------------|--|-----|-----------------------|-------------------|
| AIR-AP-T-RAIL-F    | Flush Mount for APs & Cellular Gateways-Recessed       | 93  | 0.00                  | 0.00              |
| CW9176-MULTI       | Multi-AP packaging, minimum order qty is 6 APs         | 93  | 0.00                  | 0.00              |
| CW9163E-MR         | Catalyst 9163E AP(W6E, tri-band 2x2,Outdoor) w/MERA    | 6   | 866.13                | 5,196.78          |
| CW-ANT-O1-NS-00    | 4/8/8 dBi Omni Dipole, N connector, Catalyst and Meral | 24  | 90.92                 | 2,182.08          |
|                    |  |     | <b>Sub Total</b>      | <b>95,062.98</b>  |
|                    | Licensing  |     |                       |                   |
| LIC-CS-AC1-L-E     | LIC-CS-AC1-L-E (5 years)                               | 16  | 24.50                 | 23,520.00         |
| LIC-CW-E           | LIC-CW-E (5 years)                                     | 93  | 4.37                  | 24,384.60         |
| LIC-SPACES-ESS     | LIC-SPACES-ESS (5 years)                               | 93  | 0.00                  | 0.00              |
| LIC-CW-E           | LIC-CW-E (5 years)                                     | 6   | 4.37                  | 1,573.20          |
| LIC-SPACES-ESS     | LIC-SPACES-ESS (5 years)                               | 6   | 0.00                  | 0.00              |
|                    |  |     | <b>Sub Total</b>      | <b>49,477.80</b>  |
|                    |  |     | <b>Site Sub Total</b> | <b>488,127.64</b> |
|                    |  |     |                       |                   |
|                    | <b>SHS</b>   |     |                       |                   |
|                    | Default Group  |     |                       |                   |
| SRT5KRMXLT-5KTF-A  | 5KVA RACKMNT 5U 208V 12 5-20R+2 NEMA W/RAIL KIT        | 28  | 6,304.47              | 176,525.16        |
| SRTRK3             | APC Smart-UPS SRT 2 Post Mounting Rail Kit for Smart-  | 56  | 230.93                | 12,932.08         |
|                    |  |     | <b>Sub Total</b>      | <b>189,457.24</b> |
|                    | Labor  |     |                       |                   |
| NET-PRO-SRVC       | Installation & Deployment per SoW.   EN: UPS, Switch,  | 1   | 13,908.00             | 13,908.00         |
|                    |  |     | <b>Sub Total</b>      | <b>13,908.00</b>  |
|                    | SHS Switches   |     |                       |                   |
| C9350-48HX         | Cisco C9350 48-port 10G-mGig with 90W UPOE+            | 34  | 6,972.14              | 237,052.76        |
| PWR-C2-1600WAC-I   | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supp    | 34  | 0.00                  | 0.00              |
| C9350-PWR-NONE     | No Secondary Power Supply Selected                     | 34  | 0.00                  | 0.00              |
| PWR-C2-1600WAC-I/2 | 1600W AC 80+ Titanium Port-Inlet Config 2Power Supp    | 34  | 909.27                | 30,915.18         |
| CAB-TA-NA          | North America AC Type A Power Cable                    | 68  | 0.00                  | 0.00              |
| C9350-NM-NONE      | No Network Module Selected                             | 34  | 0.00                  | 0.00              |
| STACK-T1A-50CM     | 50CM Type 1 Stacking Cable                             | 34  | 47.28                 | 1,607.52          |
| CAB-SPWR-35CM      | Stack Power Cable 35 CM                                | 34  | 45.46                 | 1,545.64          |
| SC9350UK9-1718     | Cisco C9350 IOS XE 17.18 K9 Universal Software Image   | 34  | 0.00                  | 0.00              |
| C9350-SSD-NONE     | No SSD Card Selected                                   | 34  | 0.00                  | 0.00              |
| C9K-ACC-RBFT       | RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx          | 34  | 0.00                  | 0.00              |
| C9K-ACC-SCR-4      | 12-24 and 10-32 SCREWS FOR RACK INSTALLATION, Q        | 34  | 0.00                  | 0.00              |
| CAB-GUIDE-1RU      | 1RU CABLE MANAGEMENT GUIDES 9200 and 9300              | 34  | 0.00                  | 0.00              |
| C9350-RFID         | RFID Selected  | 34  | 0.00                  | 0.00              |
| C9350-NM-BLANK     | Cisco 9350 Network Module Blank                        | 34  | 0.00                  | 0.00              |
| C9350-PWR-BLANK    | Cisco 9350 power supply blank cover                    | 34  | 0.00                  | 0.00              |
| C9350-FAN-I        | Cisco 9350 Port Inlet Fan Module                       | 102 | 0.00                  | 0.00              |
| C9350-OS-ESS       | Cisco C9350 OS Essentials                              | 34  | 0.00                  | 0.00              |
| NETWORK-PNP-LIC    | Network Plug-n-Play Connect for zero-touch device dep  | 34  | 0.00                  | 0.00              |
| C9350-NM-8Y=       | Cisco C9350 8 x 25G/10G/1G or 4 x 50G SFP56 NM, spa    | 22  | 1,200.24              | 26,405.28         |
| CAB-SPWR-100CM=    | Stack Power Cable 100 CM, spare                        | 7   | 101.83                | 712.81            |
| STACK-T1A-1M=      | 1M Type 1 Stacking Cable                               | 7   | 109.11                | 763.77            |
|                    |  |     | <b>Sub Total</b>      | <b>299,002.96</b> |
|                    | SHS AP s   |     |                       |                   |

|                  |                   |             |
|------------------|-------------------|-------------|
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 100.0%           | 5,196.78          | 0.00        |
| 100.0%           | 2,182.08          | 0.00        |
| <b>Sub Total</b> | <b>95,062.98</b>  | <b>0.00</b> |
|                  |                   |             |
| 100.0%           | 23,520.00         | 0.00        |
| 100.0%           | 24,384.60         | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 100.0%           | 1,573.20          | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| <b>Sub Total</b> | <b>49,477.80</b>  | <b>0.00</b> |
|                  | <b>488,127.64</b> | <b>0.00</b> |
|                  |                   |             |
|                  |                   |             |
| 100.0%           | 176,525.16        | 0.00        |
| 100.0%           | 12,932.08         | 0.00        |
| <b>Sub Total</b> | <b>189,457.24</b> | <b>0.00</b> |
|                  |                   |             |
| 100.0%           | 13,908.00         | 0.00        |
| <b>Sub Total</b> | <b>13,908.00</b>  | <b>0.00</b> |
|                  |                   |             |
| 100.0%           | 237,052.76        | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 100.0%           | 30,915.18         | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 100.0%           | 1,607.52          | 0.00        |
| 100.0%           | 1,545.64          | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 0.0%             | 0.00              | 0.00        |
| 100.0%           | 26,405.28         | 0.00        |
| 100.0%           | 712.81            | 0.00        |
| 100.0%           | 763.77            | 0.00        |
| <b>Sub Total</b> | <b>299,002.96</b> | <b>0.00</b> |
|                  |                   |             |

|                  |   |     |                       |                     |
|------------------|---|-----|-----------------------|---------------------|
| CW9176I-CFG      | Cisco Wireless 9176I(W7,3 radio,3 band 4x4,UWB),Glo | 146 | 942.84                | 137,654.64          |
| AIR-AP-BRACKET-2 | 802.11 AP Universal Mounting Bracket                | 146 | 0.00                  | 0.00                |
| AIR-AP-T-RAIL-F  | Flush Mount for APs & Cellular Gateways-Recessed    | 146 | 0.00                  | 0.00                |
| CW9176-MULTI     | Multi-AP packaging, minimum order qty is 6 APs      | 146 | 0.00                  | 0.00                |
|                  |   |     | <b>Sub Total</b>      | <b>137,654.64</b>   |
|                  | Licensing   |     |                       |                     |
| LIC-CS-AC1-L-E   | LIC-CS-AC1-L-E (5 years)                            | 34  | 24.50                 | 49,980.00           |
| LIC-CW-E         | LIC-CW-E (5 years)                                  | 146 | 4.37                  | 38,281.20           |
| LIC-SPACES-ESS   | LIC-SPACES-ESS (5 years)                            | 146 | 0.00                  | 0.00                |
|                  |   |     | <b>Sub Total</b>      | <b>88,261.20</b>    |
|                  |   |     | <b>Site Sub Total</b> | <b>728,284.04</b>   |
|                  |   |     | <b>Tax Total</b>      |                     |
|                  |   |     | <b>Project Total</b>  | <b>1,216,411.68</b> |

|                  |                     |             |
|------------------|---------------------|-------------|
| 100.0%           | 137,654.64          | 0.00        |
| 0.0%             | 0.00                | 0.00        |
| 0.0%             | 0.00                | 0.00        |
| 0.0%             | 0.00                | 0.00        |
| <b>Sub Total</b> | <b>137,654.64</b>   | <b>0.00</b> |
|                  |                     |             |
| 100.0%           | 49,980.00           | 0.00        |
| 100.0%           | 38,281.20           | 0.00        |
| 0.0%             | 0.00                | 0.00        |
| <b>Sub Total</b> | <b>88,261.20</b>    | <b>0.00</b> |
|                  | <b>728,284.04</b>   | <b>0.00</b> |
|                  |                     |             |
|                  |                     |             |
|                  | <b>1,216,411.68</b> | <b>0.00</b> |

## 6. Attachments

---

Netsync has included the following form in compliance with this offer:

- Netsync Contract

*The rest of this page is intentionally left blank.*



**CONTRACT FOR SERVICES AND/OR PRODUCTS  
E-RATE FUNDING YEAR 2026-2027**

|                         | Service Provider "Provider" | School/Library "Applicant"       |
|-------------------------|-----------------------------|----------------------------------|
| <b>Company Name:</b>    | Netsync Network Solutions   | Click or tap here to enter text. |
| <b>SPIN:</b>            | 143028685                   |                                  |
| <b>Address:</b>         | 2500 West Loop. S Suite 410 | Click or tap here to enter text. |
| <b>City, State ZIP:</b> | Houston, TX 77027           | Click or tap here to enter text. |
| <b>Phone:</b>           | (713) 218-5000              | Click or tap here to enter text. |

This contract made and entered into on this Choose an item. day of Choose an item., Choose an item. by and between Provider and Applicant as specified above.

**SERVICES**

The services and/or products described herein are provided in accordance with the Provider’s response to the Choose an item. Number Click or tap here to enter text., including all specifications, pricing, and compliance documentation submitted therein.

**RECITALS**

Pursuant to the Schools and Libraries Universal Services Support Mechanism (E-Rate) contained in the Universal Service Provisions of the Telecommunications Act of 1996 [47 U.S.C. § 254. Telecommunications Act of 1996, Pub. L. No. 104-104, 110 Stat. 56 (1996) (“1996 Act”)], Applicant advertised for Data Transmission, Internet Access, Internal Connections, Managed Internal Broadband Services (MIBS), Basic Maintenance of Internal Connections and Miscellaneous services. Provider submitted bid to provide same. In accordance with the requirements of the regulations implementing the Act, Applicant considered the bid and determined that it should be accepted. The parties are now ready to enter into a contract for the furnishing of such services and/or products and they set their agreement in writing as follows:

**AGREEMENT**

For and in consideration of the payment of the sums of money specified herein, together with other good and valuable consideration, Provider does hereby agree to furnish, and Applicant does hereby agree to accept and pay, the discounted price for the services bid.

The applicable term of this contract shall commence on July 1, 2026, for all recurring services and shall terminate on June 30, 2027 for those services. The applicable term date for non-recurring services and products shall commence on April 1, 2026, and shall terminate on September 30, 2027. The contract expiration date for non-recurring services shall be automatically extended to align with Universal Services Administrative Company (“USAC”) authorized extensions.

The total costs of the services and/or products shall not exceed \$ Click or tap here to enter text. (pre-discount amount). If USAC, or its successor, should fail to approve all of or any part of the services and products covered by this contract, then the Applicant shall have the right, at its option, to cancel this contract, as to that part of the services and products disallowed for discount pricing.

Signature page to follow:



| <b>For Provider:</b>               | <b>For Applicant:</b>              |
|------------------------------------|------------------------------------|
| Signature of Authorized Person:    | Signature of Authorized Person:    |
| Printed Name of Authorized Person: | Printed Name of Authorized Person: |
| Title:                             | Title:                             |
| Date:                              | Date:                              |