



FINANCE AND ADMINISTRATION

201 W. 4th Street · Pittsburg KS 66762

(620) 231-4100

www.pittks.org

February 6, 2020

**REQUEST FOR QUOTES
LEASING OF INFORMATION TECHNOLOGY NETWORK EQUIPMENT, SERVER
AND STORAGE INFRASTRUCTURE, SOFTWARE LICENSES AND INSTALLATION SERVICES**

The City of Pittsburg, Kansas (City,) is seeking quotes from financial institutions for the financing of information technology network equipment, server and storage infrastructure, software licenses and installation services. The specifics of the purchase are as follows:

- Total purchase price of \$984,824 including (equipment list attached).
- Quotes shall include these lease options
 - 4 year lease / purchase
 - 4 annual payments starting July 1, 2020
- Quotes shall include the annual payment amount, payment schedule and interest rate.
- Quotes shall include the bidders lease purchase agreement which will be subject to the provisions of KSA 10-1116b and KSA 10-1116c and the City of Pittsburg's purchasing policy.
- All quotes shall be viable for a minimum of 60 days from submission.
- All quotes shall be submitted by **10:00 am, February 21st, 2020**, and be clearly marked "Interest Rate Quotes."
- Quotes received after 10:00 am, February 21st, 2020 will not be considered.
- Electronic copies of your bid can be sent to the City Clerk at tammy.nagel@pittks.org. Two (2) copies of your quotes shall be submitted by mail or by hand to the following address:
 - City of Pittsburg
 - Attn: City Clerk
 - 201 West 4th Street
 - P.O. Box 688
 - Pittsburg, Kansas 66762
- The City will evaluate the quotes and select the financial institution that best meets the needs of the City. The City reserves the right to reject any and all quotes and to waive irregularities.

Questions regarding this solicitation shall be directed to Jay Byers, Deputy City Manager at jay.byers@pittks.org.

Pittsburg Network Update and Disaster Recovery System

Network Hardware	\$209,021.74
IDPA Recovery Appliance	\$151,200.23
Microsoft Licensing	\$59,360.40
Rack & Power Distribution	\$3,758.10
Vmware Software	\$39,790.08
Vxrail HCI Virtualization System	\$290,665.64
Isilon Integrated Storage System	\$162,266.39
Transceivers	\$12,676.24
Data Center SOW	\$30,895.00
Network SOW	<u>\$25,190.00</u>
	\$984,823.82
Hardware	\$829,588.34
Software	\$99,150.48
Services	<u>\$56,085.00</u>
	\$984,823.82

Solution Summary

City of Pittsburg - VXRail

Customer: CITY OF PITTSBURG Ship To Address: , Bill To Address: 201 W 4th St PO Box 688 Pittsburg, KS 66762-4701 Customer ID: AOSPITTS002 Customer PO:	Primary Contact: Jeff Bair Email: jeff.bair@pittks.org Phone: 62023056815681 National Account Manager: Sam Voss NAM Email: SVoss@convergeone.com NAM Phone: +19138515447
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Solution Summary	Current Due	Next Invoice	Due	Remaining	Total Project
Software	\$0.00		One-Time		\$0.00
Hardware	\$274,983.08		One-Time		\$274,983.08
Maintenance					
EMC Maintenance	\$15,682.56		Prepaid		\$15,682.56
Project Subtotal	\$290,665.64				\$290,665.64
Estimated Tax	NOT INCLUDED				
Estimated Freight	NOT INCLUDED				
Project Total	\$290,665.64				\$290,665.64

This Solution Summary summarizes the document(s) that are attached hereto and such documents are incorporated herein by reference (collectively, this "Order"). Customer's signature on this Order (or Customer's issuance of a purchase order in connection with this Order) shall represent Customer's agreement with each document in this Order and acknowledgement that such attached document(s) are represented accurately by this Solution Summary.

Unless otherwise specified in this Order, this Order shall be subject to the following terms and conditions (the "Agreement"): (i) the Master Sales Agreement or other applicable master agreement in effect as of the date hereof between ConvergeOne, Inc. and/or its subsidiaries and affiliates (collectively, "C1" or "ConvergeOne" or "Seller") and Customer; or (ii) if no such master agreement is currently in place between C1 and Customer, the Online General Terms and Conditions currently found on the internet at: <https://www.convergeone.com/online-general-terms-and-conditions/> . If Customer's Agreement is a master agreement entered into with one of ConvergeOne, Inc.'s predecessors, affiliates and/or subsidiaries ("Legacy Master Agreement"), the terms and conditions of such Legacy Master Agreement shall apply to this Order, subject to any modifications, located at: <https://www.convergeone.com/online-general-terms-and-conditions/> . In the event of a conflict between the terms and conditions in the Agreement and this Order, the order of precedence shall be as follows: (i) this Order (with the most recent and specific document controlling if there are conflicts between the Solution Summary and any applicable supporting document(s) incorporated into this Order), (ii) Attachment A to the Agreement (if applicable), and (iii) the main body of the Agreement.

This Order may include the sale of any of the following to Customer: (a) any hardware, third party software, and/or Seller software (collectively, "Products"); (b) any installation services, professional services, and/or third party provided support services that are generally associated with the Products and sold to customers by Seller (collectively, "Professional Services"); (c) any Seller-provided vendor management services, software release management services, remote monitoring services and/or, troubleshooting services (collectively, "Managed Services"); and/or (d) any Seller-provided maintenance services ordered by Customer to maintain and service Supported Products or Supported Systems at Supported Sites to ensure that they operate in conformance with their respective documentation and specifications (collectively, "Maintenance Services"). For ease of reference only, Professional Services, Managed Services and Maintenance Services may be referred to collectively as "Services." Unless otherwise defined herein, capitalized terms used herein will have the same meanings as set forth in the Agreement.

Products and/or Services not specifically itemized are not provided hereunder. This Order will be valid for a period of thirty (30) days following the date hereof. Thereafter, this Order will no longer be of any force and effect.

This Order is a configured order and/or contains software.

ACCEPTED BY:

BUYER: _____ DATE: _____ SELLER: _____ DATE: _____

TITLE: _____

Date: 10/1/2019

Page #: 2 of 3

TITLE: _____

Documents #: OP-000467035
SO-000502351

Solution Name: City of Pittsburg - VXRail

Customer: CITY OF PITTSBURG

Solution Quote

#	Description	Term	Qty	Unit Price	Extended Price
1	M-PSM-HW-J-002-4Y - PROSUPPORT 4HR/MC VSAN ADV HW-4 YR		1	\$16,867.84	\$16,867.84
2	VXR 800GB CACHE SSD 2.5IN		2	\$1,428.00	\$2,856.00
3	C13-C14 PDU RACK PWR CRD 2M N. AM		2	\$0.00	\$0.00
4	VXRAIL SOFTWARE IMAGE V4.7=MA		1	\$0.00	\$0.00
5	VXRAIL-500 2SP570 125GR CHASSIS,FAN,HSK		1	\$1,266.85	\$1,266.85
6	VXRAIL-500 TPM 1.2 MODULE AF		1	\$35.43	\$35.43
7	VXRAIL-500 USA SHIPMOD GR1300		1	\$58.28	\$58.28
8	VXRAIL-500 DUALHOTPLG 1600W PS-250VAC F		1	\$510.28	\$510.28
9	VXRAIL-500 PERCHBA330+RAIDCTR12GB 2SLP F		1	\$108.00	\$108.00
10	VXRAIL 14G P570 2U1N 2S NVME ADV AF		1	\$7,136.55	\$7,136.55
11	PROGD62401SF - VXR INTEL CPU GD 6240 2.6G, 18C/36T 1S F		1	\$2,158.85	\$2,158.85
12	VXRAIL-500 B6 READYRAILS IIW/OCMA 2U1NAF		1	\$89.72	\$89.72
13	PROGD62402SF - VXR INTEL CPU GD 6240 2.6G, 18C/36T 2S F		1	\$2,158.85	\$2,158.85
14	VXRAIL-500 RISER R740CNFG6 AND BOSS CTR		1	\$158.28	\$158.28
15	MEM32GB2933MTF - VXRAIL MEMORY 32GB 2933MT RDIMM F		12	\$610.85	\$7,330.20
16	VXRAIL FACTORYORD RQ 2933MHZ RDIMM		1	\$0.00	\$0.00
17	VXR 3.84TB CAPACITY SATA 2.5IN SSD F		8	\$1,970.85	\$15,766.80
18	VXRAIL-500 DISKLESS NVME CONFIGURATION F		1	\$0.00	\$0.00
19	NICX710FH4X10GBSF - VXRAIL-500 X710 FH PCIE 4X10GBE SFP+ AF		1	\$557.71	\$557.71
20	HCIA INSTALL KIT 10GBE SFP+ AF		1	\$34.28	\$34.28
21	VXRAIL-500 NDC INTELX710 QP 10GB SFP+ AF		1	\$509.71	\$509.71
22	VXRAIL-500 TRANSCEIVER LC SR 1G 10G AF		8	\$167.43	\$1,339.44
23	RECOVERPOINT FOR VM FOR 1-NODE HCIA		1	\$0.00	\$0.00
24	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$0.00	\$0.00
25	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB		1	\$0.00	\$0.00
26	VXRAIL VMWARE VSAN ADVANCED		1	\$0.00	\$0.00
27	PROSUPPORT 4HR/MC VSAN ADV SW SUPPORT		1	\$0.00	\$0.00
28	456-113-800 - VXRAIL VMWARE VSAN ADVANCED 4Y MAINT=IG		2	\$0.00	\$0.00
29	VXRAIL HCI SYSTEM SOFTWARE(G F)=IG		2	\$2,233.71	\$4,467.42
30	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$1,786.88	\$1,786.88
31	VXR HCI SYSTEM SOFTWARE(CAP 3.84 SATA)=CF		8	\$666.85	\$5,334.80
32	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$2,133.76	\$2,133.76
33	VXRAIL SOFTWARE IMAGE V4.7=MA		3	\$0.00	\$0.00
34	VXR 800GB CACHE SSD 2.5IN		6	\$1,428.00	\$8,568.00
35	VXRAIL-500 TPM 1.2 MODULE AF		3	\$35.43	\$106.29
36	VXRAIL-500 USA SHIPMOD GR1300		3	\$58.28	\$174.84
37	VXRAIL-500 DUALHOTPLG 1600W PS-250VAC F		3	\$510.28	\$1,530.84
38	VXRAIL 14G P570 2U1N 2S NVME ADV AF		3	\$7,136.55	\$21,409.65
39	C13-C14 PDU RACK PWR CRD 2M N. AM		6	\$0.00	\$0.00
40	VXRAIL-500 B6 READYRAILS IIW/OCMA 2U1NAF		3	\$89.72	\$269.16
41	M-PSM-HW-J-002-4Y - PROSUPPORT 4HR/MC VSAN ADV HW-4 YR		3	\$16,868.48	\$50,605.44
42	VXRAIL-500 RISER R740CNFG6 AND BOSS CTR		3	\$158.28	\$474.84

Solution Quote

#	Description	Term	Qty	Unit Price	Extended Price
43	PROGD62402SF - VXR INTEL CPU GD 6240 2.6G, 18C/36T 2S F		3	\$2,158.85	\$6,476.55
44	PROGD62401SF - VXR INTEL CPU GD 6240 2.6G, 18C/36T 1S F		3	\$2,158.85	\$6,476.55
45	VXRAIL-500 PERCHBA330+RAIDCTR12GB 2SLP F		3	\$108.00	\$324.00
46	VXRAIL-500 2SP570 125GR CHASSIS,FAN,HSK		3	\$1,266.85	\$3,800.55
47	VXR 3.84TB CAPACITY SATA 2.5IN SSD F		24	\$1,970.85	\$47,300.40
48	VXRAIL-500 DISKLESS NVME CONFIGURATION F		3	\$0.00	\$0.00
49	NICX710FH4X10GBSF - VXRAIL-500 X710 FH PCIE 4X10GBE SFP+ AF		3	\$557.71	\$1,673.13
50	HCIA INSTALL KIT 10GBE SFP+ AF		3	\$34.28	\$102.84
51	VXRAIL-500 NDC INTELX710 QP 10GB SFP+ AF		3	\$509.71	\$1,529.13
52	VXRAIL-500 TRANSCEIVER LC SR 1G 10G AF		24	\$167.43	\$4,018.32
53	VXRAIL FACTORYORD RQ 2933MHZ RDIMM		3	\$0.00	\$0.00
54	MEM32GB2933MTF - VXRAIL MEMORY 32GB 2933MT RDIMM F		36	\$610.85	\$21,990.60
55	RECOVERPOINT FOR VM FOR 1-NODE HCIA		3	\$0.00	\$0.00
56	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		3	\$0.00	\$0.00
57	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB		3	\$0.00	\$0.00
58	VXRAIL VMWARE VSAN ADVANCED		3	\$0.00	\$0.00
59	PROSUPPORT 4HR/MC VSAN ADV SW SUPPORT		3	\$0.00	\$0.00
60	456-113-800 - VXRAIL VMWARE VSAN ADVANCED 4Y MAINT=IG		6	\$0.00	\$0.00
61	VXRAIL HCI SYSTEM SOFTWARE(G F)=IG		6	\$2,233.71	\$13,402.26
62	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		3	\$1,786.88	\$5,360.64
63	VXR HCI SYSTEM SOFTWARE(CAP 3.84 SATA)=CF		24	\$666.85	\$16,004.40
64	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		3	\$2,133.76	\$6,401.28
				Total:	\$290,665.64

Solution Summary

Network Equipment Pricing

<p>Customer: CITY OF PITTSBURG</p> <p>Ship To Address: ,</p> <p>Bill To Address: 201 W 4th St PO Box 688 Pittsburg, KS 66762-4701</p> <p>Customer ID: AOSPITTS002</p> <p>Customer PO:</p>	<p>Primary Contact: Jeff Bair</p> <p>Email: jeff.bair@pittks.org</p> <p>Phone: 62023056815681</p> <p>National Account Manager: Sam Voss</p> <p>NAM Email: SVoss@convergeone.com</p> <p>NAM Phone: +19138515447</p>
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Solution Summary	Current Due	Next Invoice	Due	Remaining	Total Project
Software	\$42,831.05		One-Time		\$42,831.05
Hardware	\$147,101.75		One-Time		\$147,101.75
Maintenance					
CISCO Maintenance	\$19,088.94		Prepaid		\$19,088.94
Project Subtotal	\$209,021.74				\$209,021.74
Estimated Tax	NOT INCLUDED				
Estimated Freight	NOT INCLUDED				
Project Total	\$209,021.74				\$209,021.74

This Solution Summary summarizes the document(s) that are attached hereto and such documents are incorporated herein by reference (collectively, this "Order"). Customer's signature on this Order (or Customer's issuance of a purchase order in connection with this Order) shall represent Customer's agreement with each document in this Order and acknowledgement that such attached document(s) are represented accurately by this Solution Summary.

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This Order may include the sale of any of the following to Customer: (a) any hardware, third party software, and/or Seller software (collectively, "Products"); (b) any installation services, professional services, and/or third party provided support services that are generally associated with the Products and sold to customers by Seller (collectively, "Professional Services"); (c) any Seller-provided vendor management services, software release management services, remote monitoring services and/or, troubleshooting services (collectively, "Managed Services"); and/or (d) any Seller-provided maintenance services ordered by Customer to maintain and service Supported Products or Supported Systems at Supported Sites to ensure that they operate in conformance with their respective documentation and specifications (collectively, "Maintenance Services"). For ease of reference only, Professional Services, Managed Services and Maintenance Services may be referred to collectively as "Services." Unless otherwise defined herein, capitalized terms used herein will have the same meanings as set forth in the Agreement.

Products and/or Services not specifically itemized are not provided hereunder. This Order will be valid for a period of thirty (30) days following the date hereof. Thereafter, this Order will no longer be of any force and effect.

This Order is a configured order and/or contains software.

ACCEPTED BY:

BUYER: _____ DATE: _____ SELLER: _____ DATE: _____

TITLE: _____

Date: 9/16/2019

Page #: 2 of 3

TITLE: _____

Documents #: OP-000452674
SO-000485246

Solution Name: Network Equipment Pricing

Customer: CITY OF PITTSBURG

Solution Quote

#	Description	Term	Qty	Unit Price	Extended Price
1	2xNexus 93180YC-FX w/ 8x 100G Optics		1	\$35,400.00	\$35,400.00
2	SNTC-8X5XNBD 2xNexus 93180YC-FX w/ 8x QSFP-100G-PSM4-	60	1	\$0.00	\$0.00
3	Nexus 93180YC-FX bundle PID		1	\$0.00	\$0.00
4	SNTC-8X5XNBD Nexus 93180YC-FX bun	60	1	\$5,172.00	\$5,172.00
5	NXOS-703I7.6 - Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I7 (6)		1	\$0.00	\$0.00
6	Nexus NEBs AC 500W PSU - Port Side Intake		2	\$0.00	\$0.00
7	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length		2	\$0.00	\$0.00
8	Nexus 2K/3K/9K Single Fan, port side intake airflow		4	\$0.00	\$0.00
9	NX-OS Essentials license for Nexus 9300 (10G+) Platforms		1	\$6,490.00	\$6,490.00
10	SWSS UPGRADES NX-OS Essentials license for Nexus 9300	60	1	\$2,640.00	\$2,640.00
11	PID to select QSFP-100G-SR4-S Optic in the bundle		1	\$0.00	\$0.00
12	100GBASE SR4 QSFP Transceiver, MPO, 100m over OM4 MMF		4	\$0.00	\$0.00
13	Nexus 93180YC-FX bundle PID		1	\$0.00	\$0.00
14	SNTC-8X5XNBD Nexus 93180YC-FX bun	60	1	\$5,172.00	\$5,172.00
15	NXOS-703I7.6 - Nexus 9500, 9300, 3000 Base NX-OS Software Rel 7.0(3)I7 (6)		1	\$0.00	\$0.00
16	Nexus NEBs AC 500W PSU - Port Side Intake		2	\$0.00	\$0.00
17	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length		2	\$0.00	\$0.00
18	Nexus 2K/3K/9K Single Fan, port side intake airflow		4	\$0.00	\$0.00
19	NX-OS Essentials license for Nexus 9300 (10G+) Platforms		1	\$6,490.00	\$6,490.00
20	SWSS UPGRADES NX-OS Essentials license for Nexus 9300	60	1	\$2,640.00	\$2,640.00
21	PID to select QSFP-100G-SR4-S Optic in the bundle		1	\$0.00	\$0.00
22	100GBASE SR4 QSFP Transceiver, MPO, 100m over OM4 MMF		4	\$0.00	\$0.00
23	NXK-ACC-KIT-1RU - Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal		1	\$0.00	\$0.00
24	NXK-ACC-KIT-1RU - Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal		1	\$0.00	\$0.00
25	Catalyst 9300 48-port PoE+, Network Advantage		6	\$5,917.70	\$35,506.20
26	SNTC-8X5XNBD Catalyst 9300 48-port PoE+, Network Adva	12	6	\$577.49	\$3,464.94
27	C9300 Network Advantage, 48-port license		6	\$0.00	\$0.00
28	CAT9300 Universal image		6	\$0.00	\$0.00
29	715W AC 80+ platinum Config 1 Power Supply		6	\$0.00	\$0.00
30	715W AC 80+ platinum Config 1 SecondaryPower Supply		6	\$737.50	\$4,425.00
31	North America AC Type A Power Cable		12	\$0.00	\$0.00
32	No SSD Card Selected		6	\$0.00	\$0.00
33	50CM Type 1 Stacking Cable		6	\$59.00	\$354.00
34	Catalyst Stack Power Cable 30 CM		6	\$56.05	\$336.30
35	C9300 48-Port DNA-Premier License		6	\$0.00	\$0.00
36	C9300 DNA Premier, 48-Port, 3 Year Term License	36	6	\$2,725.80	\$16,354.80
37	ISE BASE Term License		150	\$0.00	\$0.00
38	ISE-BASE-TRK-3Y - ISE BASE Tracker Term 3Y	36	150	\$0.00	\$0.00
39	ISE PLS Term License		150	\$0.00	\$0.00

Solution Quote

#	Description	Term	Qty	Unit Price	Extended Price
40	ISE-PLS-TRK-3Y - ISE PLS Tracker Term 3Y	36	150	\$0.00	\$0.00
41	StealthWatch 1 FPS Term License		150	\$0.00	\$0.00
42	SWATCH-TRK-3Y - ISE BASE Tracker Term 3Y	36	150	\$0.00	\$0.00
43	CAT-DNA-P-ADD - Catalyst DNA Premier Add-On, Term Licenses		6	\$0.00	\$0.00
44	DNA Premier Catalyst Add-on, 3 Year Term License	36	6	\$501.50	\$3,009.00
45	ISE BASE Term License		150	\$0.00	\$0.00
46	ISE-BASE-TRK-3Y - ISE BASE Tracker Term 3Y	36	150	\$0.00	\$0.00
47	ISE PLS Term License		150	\$0.00	\$0.00
48	ISE-PLS-TRK-3Y - ISE PLS Tracker Term 3Y	36	150	\$0.00	\$0.00
49	StealthWatch 1 FPS Term License		150	\$0.00	\$0.00
50	SWATCH-TRK-3Y - ISE BASE Tracker Term 3Y	36	150	\$0.00	\$0.00
51	Catalyst 9300 8 x 10GE Network Module		6	\$1,504.50	\$9,027.00
52	Network Plug-n-Play License for zero-touch device deployment		6	\$0.00	\$0.00
53	Meraki MS225-48LP L2 Stck Cld-Mngd 48x GigE 370W PoE Switch		6	\$4,079.85	\$24,479.10
54	Meraki MS225-48LP Enterprise License and Support, 5YR		6	\$693.25	\$4,159.50
55	Meraki MS225-24P L2 Stck Cld-Mngd 24x GigE 370W PoE Switch		13	\$2,870.35	\$37,314.55
56	Meraki MS225-24P Enterprise License and Support, 5YR		13	\$486.75	\$6,327.75
57	Meraki 40GbE QSFP Cable, 0.5 Meter		4	\$64.90	\$259.60
				Total:	\$209,021.74

Solution Quote

#	Description	Term	Qty	Unit Price	Extended Price
1	BASE CHASSIS - NORMAL		1	\$2,346.47	\$2,346.47
2	2X10GBE (SFP+) L/M W/O OPTICS		4	\$125.12	\$500.48
3	TRANSCEIVERS/OPTIC/SFP+/SR/10GBE/2 GEN6		4	\$103.80	\$415.20
4	2X10GBE (SFP+) BACK END W/O OPTICS		4	\$426.99	\$1,707.96
5	PWCRD KIT FOR GEN6 NORMAL CHASSIS		2	\$12.91	\$25.82
6	A200-2.2GHZ/2C/16G+15X4TB SAT/400GB		4	\$10,446.87	\$41,787.48
7	PROSUPPORT 4HR/MC HARDWARE SUPPORT		1	\$31,335.68	\$31,335.68
8	ISD - 400GB SSD		4	\$873.61	\$3,494.44
9	B/E SWITCH 10GBE 48P SFP+ S4148 W/OS		2	\$7,963.83	\$15,927.66
10	CABLE ETHERNET 10G PASS SFP+ 3M		8	\$84.72	\$677.76
11	ONEFS PRODUCT		1	\$0.00	\$0.00
12	ONEFS BASE LICENSE TIER 4=ID		4	\$4,582.21	\$18,328.84
13	ONEFS CAPACITY LICENSE TIER 4 =CB		240	\$51.32	\$12,316.80
14	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$14,710.40	\$14,710.40
15	HDFS FOR ONEFS (\$0.00)		4	\$0.00	\$0.00
16	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$0.00	\$0.00
17	ENTERPRISE BUNDLE CAPACITY T4 PER TB=CB		240	\$25.25	\$6,060.00
18	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$4,362.88	\$4,362.88
19	ENTERPRISE BUNDLE TIER 4=ID		4	\$1,201.85	\$4,807.40
20	PROSUPPORT 4HR/MC SOFTWARE SUPPORT		1	\$3,461.12	\$3,461.12
				Total:	\$162,266.39

Solution Summary

City of Pittsburg - IDPA

<p>Customer: CITY OF PITTSBURG</p> <p>Ship To Address: ,</p> <p>Bill To Address: 201 W 4th St PO Box 688 Pittsburg, KS 66762-4701</p> <p>Customer ID: AOSPITTS002</p> <p>Customer PO:</p>	<p>Primary Contact: Jeff Bair</p> <p>Email: jeff.bair@pittks.org</p> <p>Phone: 62023056815681</p> <p>National Account Manager: Sam Voss</p> <p>NAM Email: SVoss@convergeone.com</p> <p>NAM Phone: +19138515447</p>
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Solution Summary	Current Due	Next Invoice	Due	Remaining	Total Project
Software	\$0.00		One-Time		\$0.00
Hardware	\$93,237.99		One-Time		\$93,237.99
Professional Services	\$0.00		One-Time		\$0.00
Maintenance					
Manufacturer Maintenance	\$57,962.24		Prepaid		\$57,962.24
Project Subtotal	\$151,200.23				\$151,200.23
Estimated Tax	NOT INCLUDED				
Estimated Freight	NOT INCLUDED				
Project Total	\$151,200.23				\$151,200.23

This Solution Summary summarizes the documents(s) that are attached hereto and such documents are incorporated herein by reference. Customer's signature on this Solution Summary (or Customer's issuance of a purchase order in connection with this Solution Summary) shall represent Customer's agreement with each attached document and acknowledgement that such attached document(s) are represented accurately by this Solution Summary. Unless otherwise specified in this Solution Summary or its attachment(s), this Solution Summary and its attachments shall be subject to the terms and conditions of: (i) the Master Sales Agreement or other applicable master agreement in effect as of the date hereof between ConvergeOne, Inc. and/or its subsidiaries and affiliates (collectively, "C1" or "ConvergeOne" or "Seller") and Customer; or (ii) if no such master agreement is currently in place between C1 and Customer, the Online General Terms and Conditions currently found on the internet at: <https://www.convergeone.com/online-general-terms-and-conditions/>. If Customer has a master agreement with one of ConvergeOne, Inc.'s predecessors, affiliates and/or subsidiaries, ("Legacy Master Agreement"), the terms and conditions of such Legacy Master Agreement shall apply to this Solution Summary, subject to any modifications, located at <https://www.convergeone.com/online-general-terms-and-conditions/>.

Products and/or services not specifically itemized are not provided hereunder. This Solution Summary (including any attachment(s) hereto) will be valid for a period of thirty (30) days following the date of this Solution Summary. Thereafter, this Solution Summary and any attachment(s) hereto will no longer be of any force and effect.

This order is a configured order and/or contains software.

ACCEPTED BY:

BUYER: _____ DATE: _____ SELLER: _____ DATE: _____

TITLE: _____ TITLE: _____

Solution Quote

#	Item Number	Description	Term	Qty	Unit Price	Extended Price
1	M-PSM-HW-DD-E1	PROSUPPORT W/MISSION CRITICAL-HARDWARE		1	\$57,962.24	\$57,962.24
2	DPXCVR-10GBE-4400	TRANSCEIVER 10GBE SFP+ DP4400 300M		4	\$526.96	\$2,107.84
3	DPCBL-LC-OM4-10ME	10 M LC TO LC CABLE KIT		4	\$35.72	\$142.88
4	DPAPPL_4400	ANCHOR DP APPLIANCE 4400		1	\$0.00	\$0.00
5	DP4400_12TB_PA CK	DP4400 12TB CAPACITY EXPANSION PACK		2	\$22,641.43	\$45,282.86
6	DP4400_24TB_SFP 8	IDPA DP4400 24TB 8X10G SFP		1	\$45,282.85	\$45,282.85
7	DPCBL-TWX10GB-3M	CABLE TWINAX DP4400 3 METER		4	\$105.39	\$421.56
8	IDPA_DDVE_62	IDPA DDOS 6.2 VIRTUAL EDITION=IA		1	\$0.00	\$0.00
9	458-002-436	IDPA DP4400 ENV CONFIG		1	\$0.00	\$0.00
10	456-107-987	DP4400 CAPACITY ENABLER DDVE 12TB=CC		4	\$0.00	\$0.00
11	456-113-620	FEDERATED REPORTING SERVER ENTRY=IA		1	\$0.00	\$0.00
12	456-113-781	IDPA BOOSTFS 1 TB RAW ENABLER ENTRY=CB		48	\$0.00	\$0.00
13	Professional Services	Professional Services				\$0.00
14	456-113-621	IDPA BU APP ENABLER ENTRY=IA		1	\$0.00	\$0.00
15	456-113-661	IDPA TARGET PROTOCOL ENABLER ENTRY=CA		1	\$0.00	\$0.00
16	456-113-622	VREALIZE ENABLER ENTRY=IA		1	\$0.00	\$0.00
17	456-113-624	IDPA BU SEARCH ENABLER ENTRY=CA		1	\$0.00	\$0.00
18	M-PSM-SW-DD-E1	PROSUPPORT W/MISSION CRITICAL SOFTWARE		1	\$0.00	\$0.00
19	458-002-414	DATA PROTECTION CENTRAL ENTRY=CA		1	\$0.00	\$0.00
20	M-PSM-SW-DD-E1	PROSUPPORT W/MISSION CRITICAL SOFTWARE		1	\$0.00	\$0.00
21	458-002-482	DP4400 DD CLOUD DR ESSENTIALS 5TB=CC		1	\$0.00	\$0.00
22	M-PSM-SW-DD-E1	PROSUPPORT W/MISSION CRITICAL SOFTWARE		1	\$0.00	\$0.00
23	458-002-484	EMC GRANULAR RECOVERY MICROSOFT HIGH=CA		48	\$0.00	\$0.00
24	458-001-440	RECOVERPOINT FOR VM STARTER PACKS		1	\$0.00	\$0.00
25	456-113-589	RP4VM 5VM STARTER PACK FOR DP4400=IB		1	\$0.00	\$0.00
26	M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE		1	\$0.00	\$0.00
					Total:	\$151,200.23

Datacenter Refresh

City of Pittsburg Kansas

Fixed Cost Statement of Work

NAM – Sam Voss

Engineer – Josh Flyntz

Document Version – 1.0

DATACENTER REFRESH

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Project Overview

The customer would like to engage ConvergeOne to install and configure new datacenter stack for their production location. Today they are running a Virtualized compute environment utilizing VMware on traditional compute and storage. This gear is coming up for lifecycle and is proving inefficient to maintain for City of Pittsburg KS staff. ConvergeOne will be installing a new four post rack with Cisco Nexus 9k core and a hyperconverged Dell EMC VxRail compute and storage system. These will simplify management and upgrades to the core datacenter environment. Backup will also be provided by Dell EMC via Integrated Data Protection Appliance backup and disaster recovery solution, the DP4400. Finally their video storage system is getting upgraded to the current Generation 6 architecture with a significant increase in capacity to address recent changes in their video system requirements.

At 201 N Pine St ConvergeOne will install a new Vertiv rack, and PDUs to house the associated equipment for this project. ConvergeOne engineers will then install a pair of Cisco Nexus 9k switches, Dell EMC 4-node P570F VxRail appliance, IDPA DP4400 Backup appliance and Isilon A200 storage system.

ConvergeOne network engineers will configure the Cisco Nexus 9k switches to perform core function and connect to the infrastructure. ConvergeOne Datacenter engineers will then configure the Dell EMC P570F appliance to perform all compute and storage functions for the environment. The Isilon A200 storage system will be configured as a single storage pool for the Salient VMS system. ConvergeOne engineers will set up and configure the Dell EMC IDPA DP4400 backup appliance.

ConvergeOne will demonstrate migration of three (3) non-critical VMs as part of these services. The customer is responsible for the remaining VM migrations or can choose to engage ConvergeOne as a separate engagement to be performed at Time and Materials rate.

Prod Site: 201 N Pine St, Pittsburg, KS 66762

Hardware Summary

Rack and PDU

- Qty 1 – VR3300 – 42U 600mm Wide x 1215mm Deep Enclosure
- Qty2 – NU30073L – Zero U 20A, 208V (L6-20P) PDU

DATACENTER REFRESH

VxRail

- Qty 4 – Dell EMC VxRail P570F
- Qty 32 – SFP+ 10Gbe SR

IDPA

- Qty 1 – Dell EMC DP4400 48TB
- Qty 4 – SFP+ 10Gbe SR
- Qty 4 – OM3/5 10M LC/LC Fiber

Isilon

- Qty 4 – A200 Node – 240TB HDD + 800GB SSD, 2x2.2Ghz CPU, 16GB Mem
- Qty 1 – Gen 6 Chassis
- Qty 2 – S4148 10Gbe SFP+ Switches
- Qty 8 – 3M 10Gbe Twinax
- Qty 8 – SFP+ 10Gb SR

Cisco UC

- Qty2 – C220 BE6K-M UCS Servers

Cisco Networking

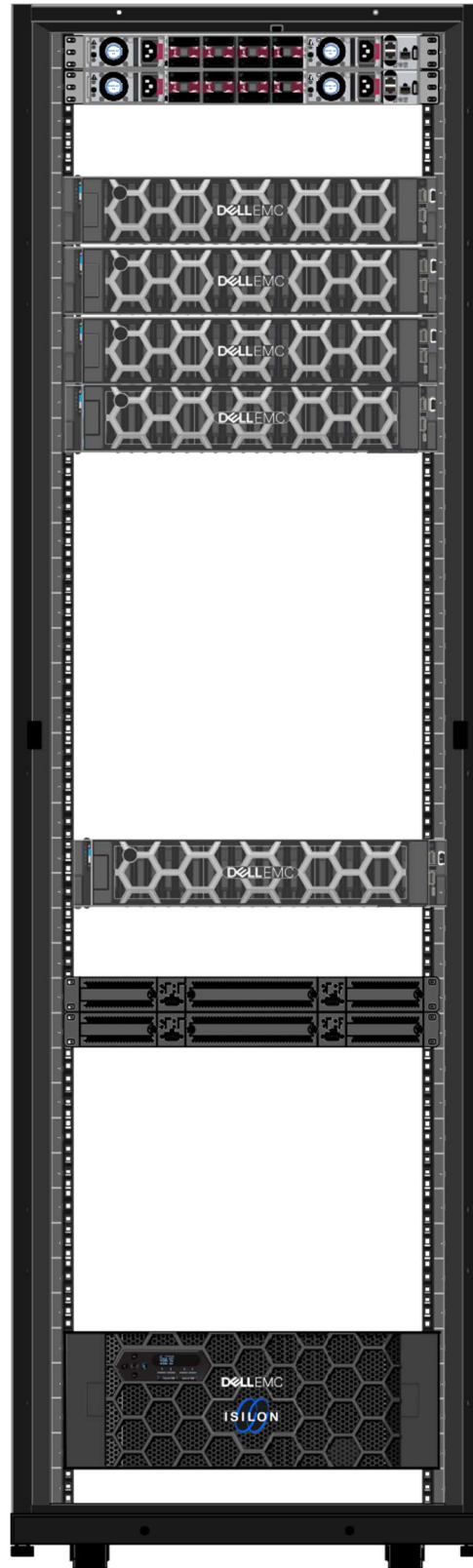
- Qty2 - Nexus 93180YC-FX – 48 Port SPF+
- Qty 28 – SFP+ 10Gb SR
- Qty 24 – OM3/5 10M LC/LC Fiber

Software Summary

- Qty 50 – VMware 1 Year SnS Production Support

DATACENTER REFRESH

City of Pittsburg Kansas – Datacenter Refresh Front Elevation



Cisco Nexus 93180YC-FX
Cisco Nexus 93180YC-FX

Dell EMC
VxRail P570F Node
Dell EMC
VxRail P570F Node
Dell EMC
VxRail P570F Node
Dell EMC
VxRail P570F Node

Dell EMC
IDPA DP4400

Dell S4148 48 Port SFP+
Dell S4148 48 Port SFP+

Dell EMC
Isilon Gen6 A200

DATACENTER REFRESH

This Statement of Work (“SOW”) is made and entered into between ConvergeOne (“ConvergeOne”) and Pittsburg Kansas (“Customer”).

This SOW defines the services and deliverables that ConvergeOne shall provide to Customer pursuant to the Solution Summary. The terms of this SOW are limited to the scope of this SOW and shall not be applicable to any other SOWs, which may be executed and attached to the Agreement.

The scope and pricing of this SOW are valid for 30 days from the **Effective Date of 10/02/19**. After 30 days, the information contained in the SOW is no longer valid and will need to be re- assessed which could lead to an increase in cost of services and delay in execution of the project.

Customer Contact Information and Project Location

Contact Information

Name	Email	Phone
Jeff Bair IT Manager	Jeff.bair@pittks.org	(602) 230-5681

Project Location

Location	Address	Service Delivery Method
Primary Datacenter	201 N Pine St, Pittsburg, KS 66762	On-Site and Remote Engineer

Planning, Design and Execution Services

This section identifies the work that will be performed as part of this project. Below is an initial, high-level list of tasks and assumptions for the project. This schedule may change depending on the Customer's business requirements and other factors. Also, depending on the schedule finally agreed upon at the kickoff meeting, the days worked may not be contiguous. ConvergeOne will conduct a meeting with the Customer to review and finalize the technical approach, constraints and project schedule. This meeting is intended to ensure that all parties are operating under like-expectations for the project.

Planning and Design

This portion of the project is a detailed planning and design phase that incorporates both a discovery and a design component. During this process all elements that potentially impact project success are examined. Once complete, detailed design recommendations and a project implementation schedule are created that will ensure the proposed solution meets the Customer's requirements.

Project Kickoff Meeting

ConvergeOne will conduct a meeting with the Customer to review and finalize the technical approach, constraints and project schedule. This session is intended to ensure that all parties are operating under like-expectations for the project.

Planning and Design Tasks

During Planning and Design, ConvergeOne may perform the following tasks as needed:

- Perform a discovery of the current environment and design
- Identify Customer solution requirements and any design considerations
- Validate hardware, software, and/or licensing
- Propose a solution design
- Create a detailed configuration and implementation plan
- Create a test and verification plan, which will identify critical business functions affected by this project and a propose a method(s) to test and verify these functions during implementation
- Identify knowledge transfer goals, participants and schedule
- Establish a post-implementation support schedule if needed

Planning and Design Deliverables

Below are deliverables that ConvergeOne may provide as part of Planning and Design:

- Documentation of Physical layout of Environment
- Documentation of Logical layout of Environment
- A project schedule and request(s) for any associated Customer change management approvals required for project deployment

Execution

This section of the Statement of Work covers the work that will be performed during the Execution phase of this project.

Configuration and Implementation Tasks

This section details the Configuration and Implementation Tasks of the project.

Cisco Switching Implementation

Install New Cisco Nexus 9K Equipment

- Unbox, rack and stack Nexus 9000 switches
 - Each will require (2) power receptacles
- Upgrade Nexus NX-OS to 7.0(3)I5(2) or newer for support of Nexus 2K FEXs.
- Build vPC cluster between the two physical devices and provide base best-practices configuration.

Extend Existing Layer 2 Connectivity

- Create port-channel between N7K main vDC, trunk all internal VLANs.
- Add port-channel for non-overlapping OTV VLANs.
 - If overlapping VLANs must exist on the Nexus 9K, the attached devices will need to be moved to a new, non-overlapping VLAN ID as part of a T&M engagement.
- Attach Dell vxFabric solution, extend all VLANs toward server/compute environment.
- Migrate Nexus 2K Fabric Extenders to Nexus 9K in a PC/vPC configuration.
- Once all systems have been migrated in both ESDC and FSHS, migrate Layer 3.

Migrate Layer 3 Connectivity at ESDC (7K to Nexus 9K)

- Prepare Layer 3 interfaces and SVIs in a shutdown state.
- During the next scheduled maintenance window:
 - Shutdown all Layer 3 SVIs on Nexus 7000. Immediately enable all SVIs on Nexus 9300 internal and public VRFs.
 - Disconnect SFP+ connections from Nexus 7000, connect to pre-configured Nexus 9300 interfaces. Shutdown Nexus 7000 interfaces, enable Nexus 9300 interfaces.
 - Execute test plan to verify connectivity and functionality of Pittsburg Kansas applications.
- At this point, no services should be utilizing Nexus 7000 hardware at either facility.
 - Shutdown/disconnect port-channel between Nexus 7K and 9K. Re-execute test plan to validate application functionality.
 - If testing is successful, the ESDC Nexus 7K hardware can be decommissioned.

Migrate Layer 3 Connectivity at FSHS (7K to Catalyst 9K)

- Once all services on the FSHS Nexus 7K have been evacuated, on the Catalyst 9300, prepare Layer 3 interfaces and SVIs in a shutdown state.
- During the next scheduled maintenance window:
 - Shutdown all Layer 3 SVIs on Nexus 7000. Immediately enable all SVIs on Catalyst 9300 internal and public VRFs.
 - Disconnect SFP+ connections (Metro-E) from Nexus 7000, connect to pre-configured Catalyst 9300 interfaces. Shutdown Nexus 7000 interfaces enable Catalyst 9300 interfaces.
 - Execute test plan to verify connectivity and functionality of Pittsburg Kansas applications.
 - If testing is successful, the FSHS Nexus 7K hardware can be decommissioned.

Dell EMC VxRail P570F Implementation

Site preparation required for VxRail P570F:

- Pre-Installation Worksheet with all applicable network information must be completed and available to the installation engineer.
- Each VxRail P570F appliance requires 2 C13/C14 or Nema 5-15 (110 or 208V) power outlets.
- Each appliance requires 2 rack units of standard 19" 4 post rack space.

- Two 20 Amp circuits will be required.
- The VxRail P570F cluster will require 8 x 10Gbps Ethernet SFP+ connections. An additional optional 4 x 100Mb RJ45 connections are used for management.
 - Each VxRail P570F cluster will require 8 IP addresses for management and ESXi servers.
- Each VxRail P570F cluster will require 4 IP addresses for vMotion.
- Each VxRail P570F cluster will require 4 IP addresses for Virtual SAN.

ConvergeOne Engineer will perform the following installation tasks:

- Validate all components are onsite.
- Install the VxRail P570F appliance(s) in a customer provided rack.
- Cable the appliances to the customer provided network infrastructure.
- Review network configuration with the customer and verify it matches the required configuration.
- Verify the appliance configuration matches the pre-site installation checklist.
- Verify the nodes are in a health state.
- Validate the implementation using the ConvergeOne Test Plan.
- Complete “As Built” documentation with the current configuration of the solution at time of installation.
- Provide a minimum Functional Overview of all related hardware, software, and documentation used in any project. This is to include virtual machine deployment and VxRail operational and health management tasks. ConvergeOne does not consider such an overview a substitute for formal product education. Please talk to the account manager about professional training services and additional documentation services.

Dell EMC IDPA DP4400 Implementation

Site preparation required for Data Protection Suite:

- The IDPA appliance will require 2 physical rack units.
- The IDPA appliance will require 2 C13/C14 or NEMA 5-15 power outlets.
- The IDPA appliance will require 14 IP addresses on the Customer’s network. These will be listed out in the PEQ
- The IDPA appliance will require at least 2 1Gb and 4 10Gb Ethernet connection(s) to Customer supplied network infrastructure as follows

DATACENTER REFRESH

- 1 1GB – iDrac
- 1 1GB – Management
- 4 10Gb – Backup Traffic

ConvergeOne Engineer will perform the following installation tasks:

- Validate all components are onsite.
- Install all hardware components into supplied 4 post rack.
- Cable all hardware components to the Customer network and work with Customer to ensure the network configuration is complete.
- Download license files for DDVE, AVE and DP Advisor from Electronic License Management System “ELMS”
- Power on appliance and connect to Appliance Configuration Manager “ACM” interface to begin the configuration process.
- Register components with ELMS system.
- Install applicable update package.
- Connect AVE to vCenter environment and deploy required proxies.
- Configure retention policies, datasets, schedules, and policies with the Customer’s assistance based on Customer’s requirements.
- Work with the Customer to install, configure, and activate up to (10) EMC Avamar client agents.
- Demonstrate restore capabilities of the system. This is limited to 10GB of Filesystem data, 40GB of VMware Image, and 10GB of database data. All restores should be done with test data to ensure no production data is inadvertently over-written as part of the testing phase.
- Configure up to 5 scheduled reports in DPA against monitored devices.
- Provide an overview of editing reports in DPA for customization of reported data.
- Validate the implementation using the ConvergeOne Test Plan.
- Complete “As Built” documentation with the current configuration of the solution at time of installation.
- Provide a minimum Functional Overview of all related hardware, software, and documentation used in any project. ConvergeOne does not consider such an overview a substitute for formal product education. Please talk to the account manager about professional training services and additional documentation services.

Dell EMC Isilon Implementation

Site preparation required for each Isilon:

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- The Isilon will require 4 physical rack units.
- Each Isilon node will require 1 C13/C14 or NEMA 5-15 power outlets.
- Each Isilon node will require 2 10Gb Ethernet connections.
- The Isilon Grids will require an IP address range for internal node communication.
- The Isilon Grids will require an IP address range for external node communication for CIFS or NFS traffic.

AOS Engineer will perform the following installation tasks for each Isilon grid:

- Meets with the customer to ensure that the environment and operational implementation requirements (hardware, software, and infrastructure) are met by the customer.
- Plans and estimates a schedule for the installation tasks for the services.
- Performs the hardware installation.
 - Unpacks all hardware.
 - Installs the slide rails in the rack.
 - Installs the front panel on the node.
 - Mounts the node in the rack.
 - Mounts Intra-node switches as necessary.
 - Connects power and network cables.
 - Powers on the cluster.
- Creates an Isilon cluster (if this node is part of a new cluster), but does not configure the OneFS modules.
- Adds (joins) the node to the cluster (if this node is added to an existing cluster).
- Conducts Isilon Onsite Verification Test (OVT) to verify that the hardware is operating within specifications.
- Runs basic network connectivity tests (Ping, WebAdmin, Windows File Sharing, NFS, and HTTP).
- Uploads OVT and hardware configuration logs to an Isilon FTP server.
- Configures one or more of the following:
 - Single directory service
 - SmartConnect™ – single zone
 - Single Network Subnet
 - Single File Share (CIFS/SMB, NFS, or HDFS)
 - Email alerts and SupportIQ
- Advises the customer on Protection Levels.

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- Provides a General Cluster Management Tutorial.
- Provides a License Management Tutorial.
- Provides an Isilon Support tutorial.
- Add Isilon to the customer's existing ESRS (EMC Secure Remote Support gateway), or deploy a new ESRS virtual appliance in the environment if an existing ESRS is not installed.
- Register the EMC hardware with EMC's implementation base group.
- Validate the implementation using the AOS Test Plan.
- Complete "As Built" documentation with the current configuration of the solution at time of installation.
- Provide a minimum Functional Overview of all related hardware, software, and documentation used in any project. AOS does not consider such an overview a substitute for formal product education. Please talk to the account manager about professional training services and additional documentation services.

Anything not specifically included in this document is EXCLUDED.

Post-Implementation Support

ConvergeOne will provide four hours of Post-Implementation Support following the services outlined in this Statement of Work. The Customer will be billed at T&M rates for additional (out-of-scope) Post-Implementation Support.

- ConvergeOne will provide eight hours of Post-Implementation support assist with migrations from the existing VMware environment.

NOTE: Ongoing post-project service-level agreement (SLA) support by subscription is available for purchase under separate contract with ConvergeOne and is not included as part of this SOW. Post-project support is otherwise provided on a best-effort basis, is outside the scope of this SOW, and is billable to the Customer at T&M rates.

Knowledge Transfer

Knowledge Transfer is an informal conference or in-person session(s) wherein ConvergeOne presents and reviews the overall solution and addresses Customer questions regarding the completed design. During the Planning and Design phase of the project, ConvergeOne and the Customer will determine a Knowledge Transfer session(s) schedule, content and participants.

DATACENTER REFRESH

- Provide up to eight hours of Knowledge Transfer on hardware and software configured and implemented as part of the solution

NOTE: Knowledge Transfer is not a formal training class that would otherwise be delivered by a certified vendor learning partner. ConvergeOne can recommend official training classes at Customer's request.

Execution Deliverables

ConvergeOne may provide the following execution deliverables as part of the deployment:

- Documentation of Operational Discovery
- Business Continuity and Disaster Recovery Plan of Action and Management
- Documentation of Physical layout of Environment
- Documentation of Logical layout of Environment
- Successful documented and signed off DR Test
- Run Book for Cloud DR testing and failover

Project Closeout

At the conclusion of the project, ConvergeOne and the Customer will conduct a project closeout meeting. Below are the items that will be covered in the meeting:

- Review of the project deliverables, major milestones and accomplishments
- Review of quality results
- Review of key lessons learned
- Review of any outstanding issues or Customer dissatisfaction
- Discussion of any further steps required by either the Customer or ConvergeOne

Project Management

ConvergeOne assumes the following project management responsibilities:

- Designate a ConvergeOne Project Manager to be the Customer's primary point of contact for all project activities
- Coordinate with the Customer and ConvergeOne project personnel to facilitate the project
- Regularly review ConvergeOne project activities, any checkpoint meetings and overall schedule for the project activities

- Ensure ConvergeOne employees and any ConvergeOne subcontractors conform to the Customer's reasonable workplace policies, conditions and safety regulations that are consistent with ConvergeOne's obligations herein. Customer will provide a written list of these obligations to ConvergeOne in writing prior to commencement of the Services. ConvergeOne personnel or subcontractors shall not be required to sign individual agreements with the Customer or waive any personal rights
- Confirm the Customer's business goals and review items to be completed prior to the installation or deployment date(s)

Project Assumptions

This SOW, and the service pricing herein, was prepared based partly on the following key assumptions ("Assumptions"). Any deviations from these Assumptions that arise during the project shall be managed through the Change Management procedures as defined herein. Customer agrees that any changes in the Assumptions may result in an adjustment in the Service Pricing.

Specific Assumptions

- ConvergeOne will be racking all equipment
- ConvergeOne will be cabling and performing initial power up
- ConvergeOne Engineer will be on-site for tasks requiring their presence but may be remote for the remaining duration of the project.
- Pittsburg Kansas will make available an IT resource for the duration of the project to facilitate the integration of the solution into existing systems.

General Assumptions

- Any ConvergeOne Professional Services time accrued due to manufacturer related cases, bugs, hardware failures or Telco related issues requiring 2 Hours or less in total are at no charge for Fixed Fee engagements. Any time beyond these 2 hours (which we will give as customer satisfaction in appreciation for your business) will be billable to the customer. Manufacturers do not reimburse ConvergeOne for resolving their bugs. These are all unforeseen issues that are out of ConvergeOne's control and are the responsibility of the manufacturer or Telco provider.

DATACENTER REFRESH

- Delays caused by the lack of completed site preparation or the Customer's failure to meet any responsibilities specified in this SOW may be billed at ConvergeOne T&M rates and may include reasonable travel and other expenses
- This SOW exclusively defines the scope of the services that ConvergeOne shall provide to the Customer. This SOW shall not apply to any purchase of product or maintenance, which must be purchased separately, under terms outside the scope of this SOW
- A new SOW will be required for any additional project services following the completion of the activities under this SOW or in support of any other services requested by the Customer outside the scope of this SOW
- ConvergeOne may require a lead-time of up to 30 days from acceptance of a Purchase Order from the Customer to begin work
- The Customer shall designate a person to whom all ConvergeOne communications may be addressed and who has the authority to act on all aspects of this SOW
- The Customer retains overall responsibility for any business process impact and any Customer-internal change management procedures and communications
- The Customer is responsible for any static IP devices, drive mappings, printers, and any testing of access to resources (telephony, applications, software, access to data) for Customer's employees/staff
- The Customer will provide accurate information about the network infrastructure in its current state, identifying any significant problems in the current voice and data environments and ensuring pre-requisite hardware, software, network and connectivity configurations are acquired and available
- The Customer is responsible for all licenses and software associated to this project. Any delays due to lack of proper licenses and or software may incur additional costs
- The Customer is responsible for all hardware, software, and service maintenance contracts. ConvergeOne may choose to not fulfill items within the scope of this SOW if maintenance contracts are not valid and up to date
- ConvergeOne is not responsible for cable management or ceiling (or above ceiling) mounted hardware to support wireless infrastructures
- ConvergeOne is not responsible for any Microsoft Active Directory, Windows, and/or Exchange administration
- Post-installation design modifications, systems consulting and design, and engineer design and development that are not defined in this SOW are out of scope and can be provided on a T&M or other paid contractual basis upon Customer's request

Personnel

ConvergeOne follows a skills-based implementation philosophy. Based on a project's needs, individuals with specific skill sets may be engaged at various phases of this project. This allows ConvergeOne to provide the Customer with a specialized team to accomplish a successful implementation. The ConvergeOne Project Manager is responsible for assigning and scheduling engineers as needed.

Travel Policy

Travel and reasonable living expenses will be billed monthly on an actual cost basis. Items to be considered travel expenses include; Air travel, Transportation, Lodging, Meals. ConvergeOne will make reasonable effort to minimize travel expenses and will work closely with Pittsburg Kansas to ensure enough time is built into the project schedule to maximize efficiency when scheduling site visits.

Project Schedule

Project duration and end date are dependent upon ConvergeOne and Customer availability, Customer readiness, and the actual start date. ConvergeOne will use commercially reasonable efforts to commence delivery of services defined in this SOW within four (4) weeks from the date of the Customer's approved purchase order and signed and submitted SOW.

Project work required beyond the term of the Estimated Project Duration specified in this section may require a ConvergeOne Change Request Form signed by both parties in accordance with the Project Change Management procedures defined herein. Any extension of the project's duration for any reason other than delays caused solely by ConvergeOne may require an increase in SOW pricing.

Change Management

It may become necessary to amend this SOW for reasons including, but not limited to, the following:

- The Customer requires changes to the scope of work to be performed and/or specifications of design or services

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- Non-availability or change in availability of resources which are beyond either party's control
- Environmental or architectural impediments or omissions not previously identified

In the event either party desires to change this SOW, the following procedures will apply:

- The party requesting the change (either the Customer or ConvergeOne) will deliver a Change Request document to the other party. The Change Request will describe the nature of the change; the reason for the change and the effect the change will have on the scope of work, which may include changes to the deliverables, and the schedule. The parties will evaluate the Change Request and negotiate in good faith the changes to the Services and the additional charges, if any, required to implement the Change Request. If both parties agree to implement the Change Request, the appropriate authorized representatives of the parties will sign the Change Request, indicating the acceptance of the changes by the parties.
- Upon execution of the Change Request, said Change Request will be incorporated into, and made a part of this SOW.
- Whenever there is a conflict between the terms and conditions set forth in a fully executed Change Request and those set forth in the original SOW, or previous fully executed Change Request, the terms and conditions of the most recent fully executed Change Request shall prevail.

Completion

ConvergeOne project personnel will be considered to have completed the services under this SOW when they have completed the Planning, Design and Execution Services as described herein.

In order to refuse acceptance of the services performed, Customer must immediately provide written notification to ConvergeOne, describing why the Customer is rejecting the services performed. ConvergeOne shall have ten (10) business days after the receipt of such notice to remedy the error, given it is within ConvergeOne' scope and reasonable ability to do so. Such time period to correct the error may be extended by mutual consent of Customer and ConvergeOne.

Professional Services Pricing and Invoicing

<i>Description</i>	<i>Price (U.S. Dollars)</i>
Fixed Fee Total Services	\$30,895

Services provided on a fixed price basis will be due within thirty (30) days from the date of the invoice unless otherwise agreed between Customer and ConvergeOne credit department.

Any change to the Project Pricing and Payment schedule will be managed through the Change Management procedures specified herein.

All stated prices are exclusive of any taxes, fees and duties or other amounts, however designated, and including without limitation value added and withholding taxes which are levied or based upon such charges, or upon this SOW (other than taxes based on the net income of ConvergeOne). The Customer shall pay any taxes related to services purchased or licensed pursuant to this SOW or the Customer shall present an exemption certificate acceptable to the taxing authorities. Applicable taxes shall be billed as a separate item on the invoice.

Project Hardware Invoicing

INVOICES: Separate invoices will be issued for each of the elements of this order which includes (1) procurement of hardware on behalf of the Customer; and (2) configuration of Customer-owned hardware to Customer's specifications, with delivery and set-up of configured hardware to Buyer's designated location(s). Payment terms are Net 30 unless otherwise agreed between Customer and ConvergeOne credit department.

SHIPPING: Title and all risks of loss are transferred to the Customer upon delivery of the hardware by a third party to ConvergeOne's location for configuration services to be rendered. Regardless of the FOB shipping process for the final configured hardware, Customer retains title and remains liable for all risks of loss. Customer has the option to inspect and count the hardware upon delivery to ConvergeOne's location.

INSPECTION AND ACCEPTANCE: Inspection and acceptance of the configured hardware will be at the Customer's destination unless otherwise requested. Regardless of the FOB point, the Customer retains title and agrees to bear all risk of loss which occurs prior to delivery.

DATACENTER REFRESH

Authorization to Proceed

The use of signatures on this SOW is to ensure agreement and understanding on project objectives and assumptions, and the work and deliverables to be performed by ConvergeOne.

By signing below, the duly authorized Customer representative signifies their commitment to proceed with the project as described in this SOW.

Pittsburg Kansas

By

Name (please print)

Title

Date

Purchase Order (PO) Number

NOTE: Any services performed on credit (e.g. T&M, Purchase Order) requires a pre-approved credit application to be on file with ConvergeOne.

NOTE: WITHOUT THE PRIOR WRITTEN CONSENT OF CONVERGEONE, UNDER NO CIRCUMSTANCES IS ANY PART OF THIS DOCUMENT TO BE DISCLOSED TO A THIRD PARTY OR USED FOR ANY PURPOSE OTHER THAN THE EXECUTION OF THIS PROJECT BY CONVERGEONE AND THE CUSTOMER.

Network Switch Refresh

City of Pittsburg

Fixed Cost Statement of Work

NAM – Sam Voss

Engineer – Jayson Tobias

Document Version – 1.0

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Project Overview

City of Pittsburg has requested assistance from ConvergeOne in replacing core and access-layer switching infrastructure in municipal facilities. This scope of work serves to outline the level of effort required to complete this task.

This Statement of Work (“SOW”) is made and entered into between ConvergeOne (“ConvergeOne”) and City of Pittsburg (“Customer”).

This SOW defines the services and deliverables that ConvergeOne shall provide to Customer pursuant to the Solution Summary. The terms of this SOW are limited to the scope of this SOW and shall not be applicable to any other SOWs, which may be executed and attached to the Agreement.

The scope and pricing of this SOW are valid for 30 days from the **Effective Date of 10/2/19**. After 30 days, the information contained in the SOW is no longer valid and will need to be re-assessed which could lead to an increase in cost of services and delay in execution of the project.

Customer Contact Information and Project Location

Contact Information

Name	Email	Phone
Jeff Bair	Jeff.bair@pittks.org	620-231-4100

Project Location

Location	Address	Service Delivery Method
City Hall	201 W. 4 th Street Pittsburg KS 66762	On-site

Planning, Design and Execution Services

This section identifies the work that will be performed as part of this project. Below is an initial, high-level list of tasks and assumptions for the project. This schedule may change depending on the Customer's business requirements and other factors. Also, depending on the schedule finally agreed upon at the kickoff meeting, the days worked may not be contiguous. ConvergeOne will conduct a meeting with the Customer to review and finalize the technical approach, constraints and project schedule. This meeting is intended to ensure that all parties are operating under like-expectations for the project.

Planning and Design

This portion of the project is a detailed planning and design phase that incorporates both a discovery and a design component. During this process all elements that potentially impact project success are examined. Once complete, detailed design recommendations and a project implementation schedule are created that will ensure the proposed solution meets the Customer's requirements.

Project Kickoff Meeting

ConvergeOne will conduct a meeting with the Customer to review and finalize the technical approach, constraints and project schedule. This session is intended to ensure that all parties are operating under like-expectations for the project.

Planning and Design Tasks

During Planning and Design, ConvergeOne may perform the following tasks as needed:

- Perform a discovery of the current environment and design
- Identify Customer solution requirements and any design considerations
- Validate hardware, software, and/or licensing
- Propose a solution design
- Create a detailed configuration and implementation plan
- Create a test and verification plan, which will identify critical business functions affected by this project and a propose a method(s) to test and verify these functions during implementation
- Identify knowledge transfer goals, participants and schedule
- Establish a post-implementation support schedule if needed

Planning and Design Deliverables

The project will install hardware at the following locations:

- Cisco Nexus 93180YC-FX NXOS-based L3 Switches
 - (2) City Hall
- Cisco Catalyst 9300-48P Switches
 - (6) Police HQ
- (6) Meraki MS225-48LP Switches
 - (1) Armory
 - (1) Parks and Maintenance
 - (4) City Hall
- (13) Meraki MS225-24P Switches
 - (1) JVG Annex
 - (4) Fire Station
 - (1) Four Oaks
 - (1) Housing
 - (1) Lincoln Center
 - (1) Library

- (3) MACC
- (1) Water Treatment Plant
- (1) Waste Water Treatment Plant

Execution

This section of the Statement of Work covers the work that will be performed during the Execution phase of this project.

Configuration and Implementation Tasks

This section details the Configuration and Implementation Tasks of the project.

Cisco Nexus 9300 Installation

- Unbox, rack and stack Nexus 9000 gear at primary location.
- Each device will require (2) NEMA C13 receptacles.
- Upgrade Nexus NXOS to most current recommended image.
- Insert QSFPs, configure each set of Nexus switches into VPC pair.
- Prepare Layer 2, Layer 3 configuration from existing Nexus 5K.
- Migrate existing connections from Nexus 5K to 9K, test inter- and intra-site connectivity (during customer maintenance window hours).
- Provide (4) hours of post-cutover support the maintenance window.

Cisco Catalyst 9300 Installation

- Unpack Cisco Catalyst 9300 switches in dedicated workspace.
- Upgrade switches to most-current recommended IOS image.
- Implement Cisco best-practices configuration, adapting AAA, SNMP settings presently in use and adjusting as necessary.
- Migrate Layer 2 and Layer 3, access port and uplink configuration to new switches. Identify and label non-user access VLAN members, such as APs, printers, wireless access points, etc.
- Rack and stack devices. Each switch will need (1) NEMA 5-15 power outlet. Migrate user and non-user access connections to ports as configured. Migrate links between MDF and IDF locations, test and validate connectivity.

Meraki MS225 Switch Installation

- Unpack and rack Meraki MS225 switches. Each switch will need one (1) NEMA 5-15 power outlet.

- Connect stacking cables between devices if required.
- Upgrade switch to most current stable IOS.
- Configure global settings per industry and Cisco/Meraki best practices.
- Perform interface-level configuration.
- Create VLANs, and assign switch ports to VLANs.
- Perform Layer 3 configuration.
- Assign VLAN SVIs to Meraki switches and test connectivity.
- Attach SFPs, connect fiber and copper patch cables.
- Ensure switches connect to Meraki portal.

Post-Implementation Support

ConvergeOne will provide 4 hours of Post-Implementation Support following the services outlined in this Statement of Work. The Customer will be billed at T&M rates for additional (out-of-scope) Post-Implementation Support.

NOTE: Ongoing post-project service-level agreement (SLA) support by subscription is available for purchase under separate contract with ConvergeOne and is not included as part of this SOW. Post-project support is otherwise provided on a best-effort basis, is outside the scope of this SOW, and is billable to the Customer at T&M rates.

Knowledge Transfer

Knowledge Transfer is an informal conference or in-person session(s) wherein ConvergeOne presents and reviews the overall solution and addresses Customer questions regarding the completed design. During the Planning and Design phase of the project, ConvergeOne and the Customer will determine a Knowledge Transfer session(s) schedule, content and participants.

- As no administrative interfaces are changing as a part of this project, no explicit knowledge transfer is included as a part of this project.

NOTE: Knowledge Transfer is not a formal training class that would otherwise be delivered by a certified vendor learning partner. ConvergeOne can recommend official training classes at Customer's request.

Execution Deliverables

ConvergeOne may provide the following execution deliverables as part of the deployment:

Project Closeout

At the conclusion of the project, ConvergeOne and the Customer will conduct a project closeout meeting. Below are the items that will be covered in the meeting:

- Review of the project deliverables, major milestones and accomplishments
- Review of quality results
- Review of key lessons learned
- Review of any outstanding issues or Customer dissatisfaction
- Discussion of any further steps required by either the Customer or ConvergeOne

Project Management

ConvergeOne assumes the following project management responsibilities:

- Designate a ConvergeOne Project Manager to be the Customer's primary point of contact for all project activities
- Coordinate with the Customer and ConvergeOne project personnel to facilitate the project
- Regularly review ConvergeOne project activities, any checkpoint meetings and overall schedule for the project activities
- Ensure ConvergeOne employees and any ConvergeOne subcontractors conform to the Customer's reasonable workplace policies, conditions and safety regulations that are consistent with ConvergeOne's obligations herein. Customer will provide a written list of these obligations to ConvergeOne in writing prior to commencement of the Services. ConvergeOne personnel or subcontractors shall not be required to sign individual agreements with the Customer or waive any personal rights
- Confirm the Customer's business goals and review items to be completed prior to the installation or deployment date(s)

Project Assumptions

This SOW, and the service pricing herein, was prepared based partly on the following key assumptions ("Assumptions"). Any deviations from these Assumptions that arise during the project shall be managed through the Change Management procedures as defined herein. Customer agrees that any changes in the Assumptions may result in an adjustment in the Service Pricing.

General Assumptions

- Any ConvergeOne Professional Services time accrued due to manufacturer related cases, bugs, hardware failures or Telco related issues requiring 2 Hours or less in total are at no charge for Fixed Fee engagements. Any time beyond these 2 hours (which we will give as customer satisfaction in appreciation for your business) will be billable to the customer. Manufacturers do not reimburse ConvergeOne for resolving their bugs. These are all unforeseen issues that are out of ConvergeOne's control and are the responsibility of the manufacturer or Telco provider.
- Delays caused by the lack of completed site preparation or the Customer's failure to meet any responsibilities specified in this SOW may be billed at ConvergeOne T&M rates and may include reasonable travel and other expenses
- This SOW exclusively defines the scope of the services that ConvergeOne shall provide to the Customer. This SOW shall not apply to any purchase of product or maintenance, which must be purchased separately, under terms outside the scope of this SOW
- A new SOW will be required for any additional project services following the completion of the activities under this SOW or in support of any other services requested by the Customer outside the scope of this SOW
- ConvergeOne may require a lead-time of up to 30 days from acceptance of a Purchase Order from the Customer to begin work
- The Customer shall designate a person to whom all ConvergeOne communications may be addressed and who has the authority to act on all aspects of this SOW
- The Customer retains overall responsibility for any business process impact and any Customer-internal change management procedures and communications
- The Customer is responsible for any static IP devices, drive mappings, printers, and any testing of access to resources (telephony, applications, software, access to data) for Customer's employees/staff
- The Customer will provide accurate information about the network infrastructure in its current state, identifying any significant problems in the current voice and data environments and ensuring pre-requisite hardware, software, network and connectivity configurations are acquired and available
- The Customer is responsible for all licenses and software associated to this project. Any delays due to lack of proper licenses and or software may incur additional costs
- The Customer is responsible for all hardware, software, and service maintenance contracts. ConvergeOne may choose to not fulfill items within the scope of this SOW if maintenance contracts are not valid and up to date

- ConvergeOne is not responsible for cable management or ceiling (or above ceiling) mounted hardware to support wireless infrastructures
- ConvergeOne is not responsible for any Microsoft Active Directory, Windows, and/or Exchange administration
- Post-installation design modifications, systems consulting and design, and engineer design and development that are not defined in this SOW are out of scope and can be provided on a T&M or other paid contractual basis upon Customer's request

Personnel

ConvergeOne follows a skills-based implementation philosophy. Based on a project's needs, individuals with specific skill sets may be engaged at various phases of this project. This allows ConvergeOne to provide the Customer with a specialized team to accomplish a successful implementation. The ConvergeOne Project Manager is responsible for assigning and scheduling engineers as needed.

Travel Policy

Travel and reasonable living expenses will be billed monthly on an actual cost basis. Items to be considered travel expenses include; Air travel, Transportation, Lodging, Meals. ConvergeOne will make reasonable effort to minimize travel expenses and will work closely with City of Pittsburg to ensure sufficient time is built into the project schedule to maximize efficiency when scheduling site visits.

Project Schedule

Project duration and end date are dependent upon ConvergeOne and Customer availability, Customer readiness, and the actual start date. ConvergeOne will use commercially reasonable efforts to commence delivery of services defined in this SOW within four (4) weeks from the date of the Customer's approved purchase order and signed and submitted SOW.

Project work required beyond the term of the Estimated Project Duration specified in this section may require a ConvergeOne Change Request Form signed by both parties in accordance with the Project Change Management procedures defined herein. Any extension of the project's duration for any reason other than delays caused solely by ConvergeOne may require an increase in SOW pricing.

Change Management

It may become necessary to amend this SOW for reasons including, but not limited to, the following:

- The Customer requires changes to the scope of work to be performed and/or specifications of design or services
- Non-availability or change in availability of resources which are beyond either party's control
- Environmental or architectural impediments or omissions not previously identified

In the event either party desires to change this SOW, the following procedures will apply:

- The party requesting the change (either the Customer or ConvergeOne) will deliver a Change Request document to the other party. The Change Request will describe the nature of the change; the reason for the change and the effect the change will have on the scope of work, which may include changes to the deliverables, and the schedule. The parties will evaluate the Change Request and negotiate in good faith the changes to the Services and the additional charges, if any, required to implement the Change Request. If both parties agree to implement the Change Request, the appropriate authorized representatives of the parties will sign the Change Request, indicating the acceptance of the changes by the parties.
- Upon execution of the Change Request, said Change Request will be incorporated into, and made a part of this SOW.
- Whenever there is a conflict between the terms and conditions set forth in a fully executed Change Request and those set forth in the original SOW, or previous fully executed Change Request, the terms and conditions of the most recent fully executed Change Request shall prevail.

Completion

ConvergeOne project personnel will be considered to have completed the services under this SOW when they have completed the Planning, Design and Execution Services as described herein.

In order to refuse acceptance of the services performed, Customer must immediately provide written notification to ConvergeOne, describing why the Customer is rejecting the services performed. ConvergeOne shall have ten (10) business days after the receipt of such notice to remedy the error, given it is within ConvergeOne's scope and reasonable ability to do so. Such

time period to correct the error may be extended by mutual consent of Customer and ConvergeOne.

Professional Services Pricing and Invoicing

<i>Description</i>	<i>Price (U.S. Dollars)</i>
Project Milestone: 50% upon Completion of Cisco Nexus and Catalyst Configuration	\$12,595
50% upon Project Completion	\$12,595
Total Price	\$25,190

Services provided will be invoiced fifty percent (50%) of the Price upon execution of the SOW and balance due monthly as Services are performed by ConvergeOne and are due within thirty (30) days from the date of the invoice unless otherwise agreed between Customer and ConvergeOne credit department.

Any change to the Project Pricing and Payment schedule will be managed through the Change Management procedures specified herein.

All stated prices are exclusive of any taxes, fees and duties or other amounts, however designated, and including without limitation value added and withholding taxes which are levied or based upon such charges, or upon this SOW (other than taxes based on the net income of ConvergeOne). The Customer shall pay any taxes related to services purchased or licensed pursuant to this SOW or the Customer shall present an exemption certificate acceptable to the taxing authorities. Applicable taxes shall be billed as a separate item on the invoice.

Project Hardware Invoicing

INVOICES: Separate invoices will be issued for each of the elements of this order which includes (1) procurement of hardware on behalf of the Customer; and (2) configuration of Customer-owned hardware to Customer's specifications, with delivery and set-up of configured hardware to Buyer's designated location(s). Payment terms are Net 30 unless otherwise agreed between Customer and ConvergeOne credit department.

SHIPPING: Title and all risks of loss are transferred to the Customer upon delivery of the hardware by a third party to ConvergeOne's location for configuration services to be rendered. Regardless of the FOB shipping process for the final configured hardware, Customer retains title and remains liable for all risks of loss. Customer has the option to inspect and count the hardware upon delivery to ConvergeOne's location.

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City of Pittsburg

By

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