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Chris Casarez, Purchasing Coordinator  
Gregory-Portland ISD  
1200 Broadway Blvd.  
Portland, TX 78374

Computer Solutions is pleased to submit the following proposal.

### Solution Overview

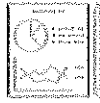
Computer Solutions will assist Gregory-Portland ISD with a migration from On-prem Cisco Communication Manager (CUCM) to cloud-based WebEx Calling. As well, Computer Solutions will assist with a 1:1 replacement of GPISD's current FMC1000 with a new FMC1600. Computer Solutions will transfer all current configurations and validate that the new FMC1600 is working correctly after the migration.

### About Computer Solutions

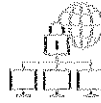
Headquartered in San Antonio, Computer Solutions is a local, dependable IT provider who has served South Texas for over thirty years. Maintaining outstanding relationships with industry leaders such as Cisco, EMC, VMware, HP, Nimble, Lenovo, and Microsoft, Computer Solutions is the foremost provider for technology products and services for the public and private sector alike. Computer Solutions is founded in delivering exceptional customer service while meeting customer needs and providing expert consulting.



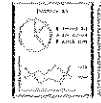
Design and Implementation



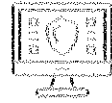
Project Management



Design and Implementation



Assessments



Managed Services

Partnering with Computer Solutions ensures access to experienced, knowledgeable personnel who specialize in Cisco infrastructure, and will efficiently deliver services, guiding Gregory-Portland ISD through any challenges while maintaining the highest standards for success and customer service. Computer Solutions employs over 60+ professionals in the South Texas market, who maintain a variety of certifications including:

- Cisco Certified Internetwork Expert (CCIE®) – Routing/Switching, Voice, Security
- Cisco Certified Network Professional (CCNP®)
- Cisco Certified Security Professional (CCSP®)
- Microsoft Certified Solutions Expert (MCSE)
- Microsoft Certified Solutions Associate (MCSA) – Enterprise Desktop Support Technicians
- VMware Certified Professional (VCP)
- Project Management Professional (PMP)
- Registered Communications Distribution Designer (RCDD)

Professional services implementations are led by experienced project management professionals who supervise all project tasks and maintain reliable communication to points-of-contact to ensure team members are aware of project status, potential issues, and budgetary concerns. By mitigating issues through meticulous planning and implementation by seasoned professionals, Computer Solutions projects are consistently successful, and we are excited to share this success with Gregory-Portland ISD.

Education Experience That Matters

Computer Solutions has assisted over 5 ESC regions and countless school districts across Texas achieve their technology goals. We understand the challenges schools face with a rapidly changing IT landscape and work with administrators to develop innovative solutions that can meet their current and future needs.

If you have any questions or need additional information regarding this proposal, please feel free to contact me. Our staff is available for interview and would be pleased to provide any additional information to aid in the selection of an awardee. Thank you for your time and consideration.

Best regards,



Jeff Byrom  
Account Executive  
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Employer Identification Number: 94-2650013  
Vendor Tax ID: 1942650013800  
Texas QISV: 1942650013800/20464  
SPIN: 143005689

**PRICING**



**Great South Texas Corp dba Computer Solutions**  
 14410 Wurzbach Parkway, Suite 175  
 San Antonio, Texas 78216  
 United States  
 www.comsolx.com  
 (P) 210-369-0300

<b>Quote (open)</b>	
<b>Date</b> Aug 15, 2023 08:11 PM CDT	<b>Expiration Date</b> 08/31/2023
<b>Modified Date</b> Aug 22, 2023 10:59 AM CDT	
<b>Quote #</b> 1040540 - rev 1 of 1	
<b>Description</b> WxC/UMB/AC, FMC1600, Phones, & Smartnet (5YR Lease)	
<b>SalesRep</b> Jones, David (P) 210-389-0318 (F) 210-369-0389	
<b>Customer Contact</b> Guerra, Andrew (P) 361-777-1088 x 1 aguerra@g-plsd.org	

**Customer**  
 Gregory-Portland ISD (17180)  
 Guerra, Andrew  
 608 College St  
 Portland, TX 78374  
 United States  
 (P) 361-777-4045  
 (F) 361-777-4046

**Bill To**  
 Gregory-Portland ISD  
 Payable, Accounts  
 608 College St  
 Portland, TX 78374  
 United States  
 (P) 361-777-4045  
 (F) 361-777-4046

**Ship To**  
 Gregory-Portland ISD  
 Receiving, Central  
 1100 Lang Rd.  
 Portland, TX 78374  
 United States  
 (P) 361-777-4045  
 (F) 361-777-4046

**Contract Programs:** DIRCIS4167 - CISCO DIR-TSO-4167 EXP 10/1/23  
**Certifications:** WBE/SBE/HUB# 1942650013800 Exp: 08/31/2023  
**Sales Order Type:** Drop Ship - Ship to customers location

**Customer PO:**

**Terms:**  
 Net 30 Days

**Ship Via:**  
 FedEx Ground  
**Carrier Account #:**

**Special Instructions:**

Item	Description	Part	Unit Price	Qty	Unit Price	Total
<b>Flex-3 WebEx Calling Subscription</b>						
1	Collaboration Flex Plan 3.0 - Top-Level Sku 60 Months - 5 Year Term	A-FLEX-3	\$0.00	1	\$0.00	\$0.00
Note: Included Components: 1 SVS-FLEX-SUPT-BAS Basic Support for Flex Plan 660 A-FLEX-C-PRO Webex Calling Entitlement 660 A-FLEX-P-CALL Prem to Webex Calling / UCM Cloud 13200 A-FLEX-FILESTG-ENT File Storage Entitlement 660 A-FLEX-PROPACK-ENT Pro Pack for Cisco Control Hub Entitlement 660 A-FLEX-MSG-NU-ENT Messaging Named User Entitlement (1) Usage Component: Invoiced Per Incident A-FLEX-ERC Emergency Response Center Call fee per location search US (\$43.00)						
2	Cisco Collaboration Flex Plan 3.0 Webex Calling Professional Subscription license - 1 named user - hosted - academic	A-FLEX-NUCL-P-E	\$750.00	660	\$277.50	\$183,150.00
Note: 5 Year / 60 Month Subscription <b>IP Phones</b>						
3	Cisco IP Phone 7841 VoIP phone - SIP, SRTP - 4 lines	CP-7841-K0=	\$427.13	64	\$140.95	\$9,020.80
4	Cisco IP Phone 7821 VoIP phone - SIP, SRTP - 2 lines	CP-7821-K9=	\$301.50	168	\$99.50	\$16,716.00
<b>Umbrella Subscription</b>						
5	Cisco Umbrella Insights License - 1 user - hosted - subscription required	UMB-INSIGHTS-K9	\$211.80	600	\$101.88	\$60,996.00
Note: 5 Year / 60 Month Subscription <b>FMC-1600 w/ 5YR SNT Smartnet</b>						
6	Cisco FirePOWER Management Center 1600 Chassis Network management device - 10 GbE - front to back airflow - 1U - rack-mountable	FMC1600-K9	\$29,236.01	1	\$12,571.05	\$12,571.05
Note: Included Components: 1 SF-FMC-7.0.1-K9 Cisco Firepower Management Center Software V7.0.1 2 FMC-M5-PS-AC-770W Cisco FMC 770W AC Power Supply 2 CAB-6K12A-NA Power Cord, 126VAC 13A NEMA 5-15 Plug, North America 1 FMC-M5-NIC-SFP Cisco FMC X710-DA2 dual-port 10G SFP+ NIC 1 FMC-M5-MRAID-12G Cisco FMC 12G Modular RAID controller with 2GB cache 1 FMC-M5-SD-32G Cisco FMC 32GB SD Card Module 1 FMC-M5-TPM-2.0 Cisco FMC Trusted Platform Module 2.0						



1 FMC-M5-MSTOR-SD Cisco FMC Mini Storage Carrier Card for SD (holds up to 2) 2 FMC-M5-HDD-1.2TB Cisco FMC 1.2TB 12G SAS 10K RPM SFF HDD 1 FMC-M5-CPU-I4215 Cisco FMC 2.4 GHz 4215 Processor, 13.75MB Cache, 8 Core 2 FMC-M5-MEM-A-16GB Cisco FMC 16GB DDR4-3200-MHz RDIMM/PC4-21300/Single Rank							
7	Cisco Smart Net Total Care Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: FMC1600-K9  Note: 5 Year SNT 8x5xNBD Smartnet (x2) 4112 FPWR & AnyConnect (Secure Client) Licenses	CON-SNT-FCM1600K	\$3,491.00	5	\$2,304.06	\$11,520.30	
8	Cisco Threat Defense Threat and Malware Subscription license (5 years) - 1 appliance - ESD - for P/N: L-FPR4112T-TM=	L-FPR4112T-TM-5Y	\$162,067.02	2	\$50,344.13	\$116,680.26	
Note: 5 Year / 60 Month License							
9	Cisco AnyConnect Plus Subscription license (5 years) + 5 Years Software Application Support plus Upgrades (SASU) - 1 user - volume - 25-99 licenses - ESD  Note: 5 Year / 60 Month License Smartnet	L-AC-PLS-5Y-S1	\$22.58	25	\$8.13	\$203.25	
10	Cisco Smart Net Total Care Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: FPR4112-NGFW-K9  Note: (x2) FPR4112-NGFW-K9 - S/N: JMX2437L00N and JMX2437L00P 5 Year Term for 9/11/2023 - 9/10/2028	CON-SNT-FPR4112-NGFW-K9	\$8,973.00	10	\$5,922.18	\$59,221.80	
11	Cisco SMARTnet Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: C9407R-96U-BNDL-A, C9407R-96UBNDL-A-WS  Note: (x1) C9407R-96U-BNDL-A - S/N: FXS2236Q1GM 5 Year Term for 10/9/2023 - 10/8/2028	CON-SNT-C9407R-96U-BNDL-A-WS	\$1,076.00	5	\$1,106.15	\$5,530.75	
12	Cisco SMARTnet Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: ISR4351/K9, ISR4351/K9-RF, ISR4351/K9-WS  Note: (x1) ISR4351/K9 - S/N: FLM2218V15G 5 Year Term from Order Date Professional Services	CON-SNT-ISR4351K	\$1,495.81	5	\$987.23	\$4,936.15	
13	ComSol Professional Services - See Statement of Work Fixed Bld Engagement	COMSOL-PS	\$54,106.00	1	\$54,106.00	\$54,106.00	

Thank you for the opportunity to provide this quote.

<b>Subtotal:</b>	<b>\$634,660.36</b>
Tax (0.000%):	\$0.00
Shipping:	\$0.00
<b>Total:</b>	<b>\$634,660.36</b>
(List Price:	\$1,231,151.92)

**Invoicing and Partial Invoice Policy:** Computer Solutions will invoice or partial invoice products and/or services when they have shipped or rendered complete (or Milestone Complete). By ordering or releasing a PO for this order, you agree to pay for the items that have shipped or delivered as part of the whole order.

**Subscriptions/Enterprise Agreements Cancellation Policy:** Computer Solutions requires a forty-five (45) day written notification from the customer based on the renewal/anniversary date in order to process the cancellation with the applicable manufacturer(s).

Freight charges are estimates only. Returns are subject to approval and may include a restocking fee.

This document and the information contained is PROPRIETARY and CONFIDENTIAL and may not be duplicated, redistributed, or displayed to any other party without the written permission of Great South Texas Corp d.b.a Computer Solutions.

## AGREEMENT

This Statement of Work (SOW) is by and between Computer Solutions and Gregory-Portland ISD (Customer) and is pursuant to the Master Services Agreement between Computer Solutions and Gregory-Portland ISD. This SOW defines the services and deliverables, if any, to be provided to Gregory-Portland ISD.

## SCOPE OF WORK SUMMARY

Computer Solutions will assist Customer with their migration from Cisco Communication Manager (CUCM) to cloud-based WebEx Calling and assist with the 1:1 replacement of their current FMC1000 with a new FMC1600. This proposed work effort is in response to RFP#2223-06. Listed below are high level summary and clarification of activity performed by Computer Solutions:

### FMC1000 to FMC1600 Migration

Computer Solutions will assist Customer with the 1:1 replacement of their current FMC1000 with a new Cisco FMC1600. Computer Solutions will transfer all current configurations and validate the new Cisco FMC1600 is working correctly after the migration.

### Migration of Users and Devices from Cisco on premise to Cisco WebEx Calling

Computer Solutions will assist with the migration from the existing Cisco on premise phone system to Cisco WebEx Calling based on requirements in the RFP. Configurations for users, devices, and auto-attendants will be based on the existing configurations in place today. Clarifications and considerations to line items in the RFP are summarized below:

#### RFP Page 2 III. Summary > d. PSTN Requirements

- Computer Solutions will leverage Customers' existing ISR4K router as a "Local Gateway" to provide PSTN services for WebEx Calling based on existing PSTN service provider that terminates to this gateway. In the event Customer's PSTN services go down and/or the existing ISR4K experiences a failure WebEx Calling phones (physical and/or softphones) will not be able to make inbound or outbound calls as Customer is not including any gateways to provide Survivable Remote Site Telephony (SRST).
- There is no analog infrastructure in scope. If analog requirements are added a change request will be required for hardware and/or additional professional services required for discovery and/or installation.

#### RFP Page 3 III. Summary > e. Feature Requirements > ii. E911

- Red Sky is an included service with WebEx Calling. Customer will be required to register with the RedSky service. Customer is required to install the RedSky application independently to end-user devices. Guidance will be provided on registering with Redsky and configuration on up to five (5) devices.

#### RFP Page 3 III. Summary > f. Professional Service Requirements > iii. "Partner is required to train customer to add additional granularity and/or update system independently to complete compliance requirements and/or stay in compliance with these and/or other regulations."

- Computer Solutions will remotely provide two (2) one (1)-hour training sessions on e911 location configurations.

#### RFP Page 3 III. Summary > f. Professional Service Requirements > v. "Partner is required to provide end user training to customer assigned staff for usage of new physical phone, softphone (WebEx), and RedSky e911 address updates (softphone users)."

- Computer Solutions will Conduct three (3) ninety (90)-minute informal knowledge transfer sessions on WebEx Calling overviewing differences with physical phones and capabilities of the WebEx Application as soft phone including how users will update their e911 address location when remote.
- Customer is required to provide SMEs from each campus that can attend training who can assist fellow staff with common questions post-migration.
- Customer is required to install the RedSky and WebEx applications for users that will leverage it for soft phone usage.

#### RFP Page 3 III. Summary > f. Professional Service Requirements > vi. "Partner is required to provide administration training for IT staff responsible for the common daily maintenance of the system including MACD's (Moves/Adds/Change/Delete) of users, devices, 911 notifications, and e911 location information.

- Computer Solutions will conduct two (2) ninety (90)-minute informal knowledge transfer for Customer’s voice administration team over viewing common maintenance items including but not limited to MACDs of users/devices, licensing, e911 configurations, and location of analytics.

RFP Page 3 III. Summary > f. Professional Service Requirements viii. “Partner is required to provide guidance on migration method customer can use. This knowledge transfer is expected to consume up to 90 minutes and can be done remotely during a video conference call where screens can be shared to show the recommended method(s).”

- Based on Customer independently deploying new phones in advance of the Customer migration from Cisco CUCM to Webex Calling (Cloud), Computer Solutions will provide guidance on migration method they can use. This knowledge transfer is expected to consume up to ninety (90)-minutes and will be done remotely during a video conference call where screens can be shared to show the recommended method(s).

RFP Page 3 III. Summary > f. Professional Service Requirements x. “Partner is required to perform migration from CUCM to WebEx Calling in an assigned maintenance window where ALL phones are migrated during a single event.

- Computer Solutions will have one (1) resource on-site during the production cutover and Day 1 Support based out of a single campus location.
- Customer is required to provide a POC at each campus to perform testing and report back on success and/or items that require remediation so that a successful test plan is completed. Computer Solutions may request POC reset phones during remediation of items.

## SCOPE OF WORK

The following Scope of Work is based on our current understanding of Customer’s requirements, expectations, and the functionality of their current environment. Any deviations from this Scope of Work could result in a Project Change Request.

- Customer will provide either badge/key access to the campus or provide onsite escort during on-site work.
- Customer will provide remote access VPN for discovery, configurations, and Day 1 Support.
- Customer will deliver equipment to each installation campus.
- Customer will provide all copper/fiber patch cords and required power and rack space to complete installation.

### I. MILESTONE 1 – PLANNING

#### Tasks

Title	Description	Location
<b>Internal Kickoff Meeting</b>	Attend an internal kickoff meeting with the Computer Solutions Project Team to discuss project architecture/design, Customer expectations, and project schedule.	Remote
<b>Customer Kickoff Meeting</b>	Attend a kickoff meeting with Customer to discuss scope, schedules, risks, roles, expectations, and logistics.	Remote
<b>Discovery</b>	Review Customer’s current environment, as related to the project scope, and review the Customer-provided documentation for the site.	Remote

#### Deliverables

Title	Description
<b>Project Schedule</b>	The timetable by which the project tasks will be executed. The schedule will be adjusted, as needed, to facilitate the project’s requirements.
<b>Design Document Method of Procedure (MOP)</b>	Details the high-level architecture of this Scope of Work and/or a high-level network diagram. A high-level overview of the maintenance windows including task breakdowns, the estimated time to complete tasks, and rollback plan.
<b>Test Plan</b>	Verifies the implementation meets the identified requirements.

#### Customer Requirements

- Customer will provide current IT environment documentation that is applicable to the project requirements at the end of the Customer Kickoff Meeting or before Discovery begins. Examples include network and voice diagrams, call center scripts, system configurations, etc. When applicable, documentation will include user account, relevant IP addresses, and administrative passwords.

*Location*

All tasks will be performed remotely.

**II. MILESTONE 2 – ON-SITE DISCOVERY AND PLANNING**

*Tasks*

Title	Description	Location
<b>On-Site Discovery and Planning</b>	Conduct a one (1) day discovery at Customer’s site to prepare Customer for the migration activities. The following will be topics of discussion and handoff to Customer: <ul style="list-style-type: none"> <li>• Export existing user and phone information from CUCM, format it in XLS and provide Customer a template to fill in any missing information (username to extension, AD username, users email address etc.).</li> <li>• Provide Customer a template XLS to create listing of Emergency Locations for e911 and assist with naming conventions that will be used.</li> <li>• Validate with Customer which Auto Attendants will be created based on what is currently in Unity Connection.</li> </ul>	On-Site

*Location*

1200 Broadway Blvd., Portland, TX 78374

**III. MILESTONE 3 – REFRESH FMC1000 TO FMC1600**

*Tasks*

Title	Description	Location
<b>Refresh FMC1000 to FMC1600</b>	Perform a direct physical replacements of the existing FMC1000 with a Cisco FMC1600 and apply the licensing, if needed. <ul style="list-style-type: none"> <li>• Transfer all current configurations and validate the new Cisco FMC1600 is working correctly after the migration.</li> </ul>	On-Site
<b>Execute Test Plan</b>	Execute the test plan identified during Milestone 1 – Planning. Modify the installation and configurations, as required, to meet the identified project requirements. Submit the test plan results to Customer for signoff.	On-Site

*Deliverables*

Title	Description
<b>Completed Test Plan</b>	Verifies the implementation meets the identified requirements.

*Customer Requirements*

- Signoff on the executed test plan must be received by Computer Solutions before proceeding to the next milestone.

*Location*

1200 Broadway Blvd., Portland, TX 78374

**IV. MILESTONE 4 – PHONE MIGRATION GUIDANCE**

*Tasks*

Title	Description	Location
<b>Phone Migration Guidance</b>	In advance of the Customer migration from Cisco CUCM to Webex Calling (Cloud), Customer will physically install new Cisco phones in the existing CUCM on-premise environment to replace phones that are not compatible for a mass / single cutover MPP migration to the cloud.	Remote

Partner is required to provide guidance on migration method Customer can use. This knowledge transfer is expected to consume up to ninety (90) minutes and can be done remotely during a video conference call where screens can be shared to show the recommended method(s).

*Location*

Migration guidance provided remotely.

**V. MILESTONE 5 – REDSKY E911 CONFIGURATIONS**

*Tasks*

Title	Description	Location
<b>RedSky e911 Configurations</b>	Assist Customer with RedSky e911 enablement. Build out emergency locations based on Customer-provided listing.  Partner is required to create up to fifty (50) locations for e911 purposes in Cisco/RedSky for physical locations to be provided during 911 calls to PSAP. <ul style="list-style-type: none"> <li>Example: High School Gym, High School Cafeteria, Building 101 – Floor 2 – Office 101, etc.</li> </ul>	Remote

*Location*

RedSky tasks will be performed remotely.

**VI. MILESTONE 6 – REDSKY E911 ADMINISTRATION TRAINING**

*Tasks*

Title	Description	Location
<b>RedSky e911 Administration Training</b>	Partner is required to train Customer to add additional granularity and/or update system independently to complete compliance requirements and/or stay in compliance with these and/or other regulations. <ul style="list-style-type: none"> <li>Conduct two (2) one (1)-hour sessions with Customer.</li> </ul>	Remote

*Location*

RedSky tasks will be performed remotely

**VII. MILESTONE 7 – NETWORK/FIREWALL UPDATES**

*Tasks*

Title	Description	Location
<b>Network/Firewall Updates</b>	Assist Customer with configuring firewall based on WebEx Calling requirements: <ul style="list-style-type: none"> <li>Option 1: This can be based with URL filtering, configure the firewall to allow the Webex Calling destination URLs.</li> <li>Option 2: If the firewall doesn't support URL/domain filtering, then the firewall will be configured to filter traffic using IP address ranges and ports as listed in the IP Addresses and Ports for Webex Calling Services.</li> </ul> Reference: <ul style="list-style-type: none"> <li><a href="https://help.webex.com/en-us/article/b2exve/Port-Reference-Information-for-Cisco-Webex-Calling">https://help.webex.com/en-us/article/b2exve/Port-Reference-Information-for-Cisco-Webex-Calling</a></li> </ul>	Remote

*Location*

Firewall configuration tasks will be performed remotely.

**VIII. MILESTONE 8 – CONTROL HUB TENANT CONFIGURATIONS**

*Tasks*

Title	Description	Location
<b>Control Hub Tenant Configurations</b>	Configure Customer organization in admin.webex.com (control hub) in preparation for migration. The following work activities are included during this: <ul style="list-style-type: none"> <li>• Configure LDAP integration. (MS or Azure)</li> <li>• Configure SIP Trunk to leverage local GW for PSTN. (Spectrum is current PSTN provider)</li> <li>• Import User and Device Configurations based on export from CUCM done during discovery.</li> <li>• Perform initial testing with test user and device by segregating dial plan to leverage new SIP trunk for the individual user and outbound calls.</li> <li>• Perform an initial migration task with up to five (5) phones that can be tested for MPP migration to validate the automated process used in production cutover will be successful.</li> </ul>	Remote

*Deliverables*

Title	Description
<b>Completed Test Plan</b>	Verifies the implementation meets the identified requirements.

*Customer Considerations*

- Signoff on the executed test plan must be received by Computer Solutions before proceeding to the next milestone.
- We are recommending Customer consider Intelepeer for PSTN instead of using local GW. If pricing is comparable at time of deployment, we will migrate to Intelepeer instead of configuring SIP Trunk to local GW.
- Optionally, Customer could migrate to Intelepeer with on-premise CUCM first in preparation for this migration so the transition to WebEx calling would be handled by Intelepeer and no other provider. This could be accomplished with a service ticket quoted separately.
- New SIP Trunk will be tested in advance and then activated during production cutover.

*Location*

Control Hub tasks will be performed remotely.

**IX. MILESTONE 9 – AUTO-ATTENDANT CONFIGURATIONS**

*Tasks*

Title	Description	Location
<b>Auto-Attendant Configurations</b>	Partner is required to create up to twenty (20) auto-attendants for call distribution to departments based on existing Cisco Unity Connection ACDs.	Remote

*Location*

Auto Attendant tasks will be performed remotely.

**X. MILESTONE 10 – INFORMAL KNOWLEDGE TRANSFER - END USER SME'S**

*Tasks*

Title	Description	Location
<b>Informal Knowledge Transfer - End User SME'S</b>	Conduct three (3) ninety (90)-minute informal knowledge transfer sessions on WebEx Calling overviewing differences with physical phone and capabilities of the WebEx Application as soft phone including how users will update their e911 address location when remote.	Remote

*Customer Requirements*

- Customer is required to provide SMEs from each campus to attend training who can assist fellow staff with common questions post-migration.

- Customer is required to install the WebEx applications for users that will leverage it for soft phone usage.

*Location*

Knowledge Transfer tasks will be performed remotely.

**XI. MILESTONE 11 – PRODUCTION CUTOVER**

*Tasks*

Title	Description	Location
<b>Production Cutover</b>	During an assigned maintenance window update phone firmware to MPP leveraging CUCM and phone reset. Have Customer perform the approved test plan and remediate any issues relating to the phone migration to allow for all tests to pass successfully.	Onsite

*Deliverables*

Title	Description
<b>Completed Test Plan</b>	Verifies the implementation meets the identified requirements.

*Customer Requirements*

- Signoff on the executed test plan must be received by Computer Solutions before proceeding to the next milestone. (email response with approval is acceptable)
- Customer is responsible for having POC at each campus to perform testing of multiple phone(s) to validate success.

*Location*

1200 Broadway Blvd., Portland, TX 78374.

**XII. MILESTONE 12 – DAY 1 SUPPORT**

*Tasks*

Title	Description	Location
<b>Day 1 Support</b>	Provide Day 1 Support the first business day users are in the office using the new phone system.	Onsite

*Customer Requirements*

- Customer is required to assign a single point of contact who will reach out to Computer Solutions for any issues reported to them by Customer's staff.

*Location*

1200 Broadway Blvd., Portland, TX 78374

**XIII. MILESTONE 13 – INFORMAL KNOWLEDGE TRANSFER - VOICE ADMINISTRATION**

*Tasks*

Title	Description	Location
<b>Informal Knowledge Transfer - Voice Administration</b>	Conduct two (2) ninety (90)-minute informal knowledge transfer for Customer's voice administration team overviewing common maintenance items including but not limited to MACDs of users/devices, licensing, e911 configurations, and location of analytics.	Remote

*Location*

All tasks will be performed remotely

#### XIV. PROJECT CLOSEOUT

---

After the last milestone is complete, Computer Solutions will begin closing out the project. As-built documentation will be delivered to Customer and signoff from Customer on the project closeout documents will be requested within five (5) business days.

##### *Deliverables*

Title	Description
As-built Documentation	Documentation that details the configuration(s) of the environment at the end of the project.

#### XV. OUT-OF-SCOPE

---

Work items, tasks, and deliverables not identified herein are outside the scope of this engagement. Out of scope items include the following:

- Formal operational or training guides.
- Vendor installation or configuration guides.
- Relocation of uninstalled or removed equipment, unless defined in the Scope of Work.

#### XVI. ESTIMATED SCHEDULE

---

Project tasks will be completed on a contiguous basis, otherwise project cost and resource scheduling may be impacted.

#### XVII. CHANGE MANAGEMENT

---

Changes to the project scope, schedule, tasks, staffing, or pricing must be requested through a Project Change Request (PCR). Changes documented in the PCR must be approved by Customer and Computer Solutions before they take effect.

## ROLE AND RESPONSIBILITIES

### I. COMPUTER SOLUTIONS ROLES AND RESPONSIBILITIES

The following Computer Solutions resources will be assigned to this project.

- **Project Manager:** The Project Manager will oversee project planning, coordination, and reporting activities. Tasks include:
  - Serving as the primary point of contact for project activities related to the Scope of Work.
  - Communicating project status to stakeholders once a week
  - Coordinating status meetings at a frequency of typically once per week.
  - Managing the execution of Scope of Work tasks according to the Project Schedule.
  - Managing the change control process.
  - Engaging with Customer and vendor resources contracted by Computer Solutions to execute project tasks.
  - Risk and Issue tracking.
  - Planning, tracking, and reporting on outputs and outcomes.
  - Financial planning and tracking as identified in the kickoff meeting.
  - Continually assessing scope, timing, and resource requirements.
- **Engineer(s):** The engineer is responsible for executing the tasks as outlined in the Scope of Work.

### II. CUSTOMER ROLES AND RESPONSIBILITIES

The following Customer resources will be assigned to this project:

- **Project Executive:** Authorizes expenditures and ensuring funding is available. Authorizes or rejects proposed changes to scope, cost, or schedule.
- **Project Manager:** Ensures risks and issues are tracked, mitigated, and resolved. Coordinates meetings with Customer resources. Authorizes formal closure of the project. Serves as Customer's liaison to Computer Solutions.

Customer is responsible for the following:

1. **Preparation:** Before project kickoff, Customer will resolve any issues that affect Computer Solutions' ability to deliver the services described herein. Customer will also complete any requested Pre-Engagement Checklist items.
2. **Requirements:** Customer will fulfill the *Customer Requirements* as outlined in the Scope of Work. Failure to fulfill these requirements may result in a Project Change Request.
3. **Environment Changes:** Customer will notify Computer Solutions prior to initiating changes to their IT environment or implementing 3rd party vendor changes that affect the hardware, software, or services associated with this project. Computer Solutions shall not be liable for any service failures or disruptions associated with Customer initiated changes that have not been approved by Computer Solutions. If Computer Solutions' labor is required to correct said disruptions, Customer will be charged at current hourly time and materials rates.
4. **Facilities and Environment Access:** Customer will provide physical access to server rooms, workstations, and network closets. Customer will also provide a dedicated work area and/or conference room for training sessions or meetings. Customer will provide remote access to systems and networks, as necessary, to facilitate the services described herein.
5. **Software/Hardware Licensing:** Customer will ensure software and hardware is correctly licensed and available prior to project commencement.
6. **3rd Party Tools:** If this project requires the use of 3rd party software or tools, Customer will assist Computer Solutions in their installation.
7. **Staff Availability and Points of Contact:** Customer will make their team available, as needed, to facilitate project tasks.
8. **Project Approvals:** This project may require approval and signoff on various documentation such as schedules, design, test plans, etc. Once signoff is requested, Customer has no more than two (2) business days to approve the documentation. If no response is received, then the project work may be placed on hold and cancellation fees may be incurred.
9. **As-Built Documentation and Project Closure Acceptance:** After the delivery of project closure documentation, Customer has five (5) business days to approve or reject said documentation. If Customer does not provide a written explanation of rejection during this timeframe, the documentation will be considered as accepted, the project will be closed, and invoices will be prepared and delivered.

## TERMS AND CONDITIONS

The following terms and conditions are applicable to this Statement of Work.

1. **Computer Solutions Commitment:** For a period of thirty (30) days, following project completion, Computer Solutions warrants the performance of Computer Solutions' professional services,
2. **Manufacturer Defects:** Computer Solutions shall not be responsible for any manufacturer product defects, features or functionality as advertised, for the outcome or scheduling of services provided by manufacturers or for any acts or omissions of 3<sup>rd</sup> party contractors hired by Customer in connection with the project.
3. **Service Hours:** All services will be scheduled and performed during Computer Solutions' business hours of Monday through Friday, 8:00 a.m. to 5:00 p.m., local time. Services outside these hours must be scheduled at least 24 hours in advance. If the project requires services outside of Computer Solutions' normal business hours, Computer Solutions will work with Customer to schedule such services.
4. **Data Backup:** Computer Solutions recommends that Customer back up its environment including servers, networks, storage, power, lighting, and heating/cooling systems before the start of Computer Solutions' services. Maintenance and backup of the physical and technical environment is solely the responsibility of Customer. If data loss occurs, Computer Solutions shall not be liable. Data loss includes but is not limited to corrupt, inaccurate, lost, and damaged data, or unrecoverable media errors.
5. **Project Delays:** Customer may be subject to additional fees for any Customer induced delays including but not limited to the Customer documentation approval process, Customer personnel availability, or unprepared work environment.
6. **Product Delays:** Computer Solutions shall not be responsible for project delays concerning product sourcing, delivery, and/or availability from the manufacturer or distributor. If product sourcing affects the project, Computer Solutions will make reasonable efforts to find an alternative method for acquiring product. Any product delays will be communicated to Customer as necessary.
7. **Product Delivery:** Customer will not withhold or delay payment for product invoiced by Computer Solutions regardless of project outcomes or timeline.
8. **Cancellation/Rescheduling:** If Customer postpones scheduled project within eight (8) hours of the scheduled start date, Computer Solutions reserves the right to invoice up to eight (8) hours for each resource if alternative work cannot fulfill idle time.
9. **Unscheduled Work:** If Customer requests Computer Solutions to perform work that is not scheduled at least 24 hours in advance of performing said work, Customer will be charged at current after-hours rates. These rates do not apply when Computer Solutions requests the option to perform unscheduled services for convenience purposes.
10. **Resource Reassignment:** Computer Solutions reserves the right to change staff and assign different resource types and applicable costs due to unique project requirements learned during project initiation or execution, with full intent to stay within quoted price.
11. **Travel:** For travel extending beyond 50 miles outside the San Antonio metropolitan area, Customer will be charged for travel charges incurred by Computer Solutions, unless the resource type was not available in the respective city or at the time required to perform the work. Travel fees will be based on the provisions of the State of Texas Travel Allowance Guide and may include but are not limited to reasonable airfare, rental car, lodging, meals, travel time, and mileage to the Customer site.
12. **Insurance:** Computer Solutions carries appropriate insurance coverage and will provide certificates of insurance upon request.
13. **Finality:** This Statement of Work is final, and no other written or verbal agreements are binding. This Statement of Work may be amended or modified by, and only by, a written instrument executed by all parties hereto.
14. **NetWatch Managed Services:** Any design, planning, and execution of services performed within the scope of this Statement of Work are separate from any existing NetWatch Managed Services Agreements. Once complete, management of the solution may be added to the current NetWatch Managed Services Agreement and supported by the Computer Solutions Support Operations Center (SOC). Inclusion of the solution under NetWatch Managed Services may be subject to additional fees.
15. **Limitations of Liability:**
  - 15.1. EXCEPT AS EXPRESSLY SET FORTH IN THIS SECTION, COMPUTER SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, TO CUSTOMER OR TO ANY OTHER PERSON REGARDING ANY SERVICES, RESOURCES, EQUIPMENT, SOFTWARE, OR OTHER ITEMS PROVIDED TO CLIENT UNDER THIS AGREEMENT OR THE RESULTS TO BE DERIVED FROM THE USE THEREOF, AND COMPUTER SOLUTIONS EXPRESSLY DISCLAIMS ANY WARRANTIES ARISING FROM COURSE OF DEALING, USAGE OF TRADE OR COURSE OF PERFORMANCE, AND THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR PARTICULAR PURPOSE.
  - 15.2. **Limited Time for Action.** No action, regardless of form, arising out of the services under this Statement of Work may be brought by either party more than two years after the alleged action has accrued; provided, however, an action for nonpayment may be brought within two years of the date of termination.
  - 15.3. **Force Majeure.** Computer Solutions shall not be liable to Customer for any delay in performance or any failure in performance hereunder caused in whole or in part by reason of force majeure, which shall be deemed to include the occurrence of any event beyond the control of Computer Solutions, Customer failure to furnish necessary information with respect to details of performance

on the part of Customer, war (whether an actual declaration thereof is made or not), sabotage, insurrection, riot and other acts of civil disobedience, action of a public enemy, failure or delays in transportation, laws, regulations or acts of any national, state or local government (or any agency, subdivision or instrumentality thereof), judicial action, labor dispute, accident, fire, explosion, flood, storm or other act of God, shortage of labor, fuel, raw materials, machinery or technical failures.

15.4. **Damages.** COMPUTER SOLUTIONS' ENTIRE LIABILITY IS SET FORTH IN THIS SECTION 15.3. IN NO EVENT WILL COMPUTER SOLUTIONS BE LIABLE FOR CONSEQUENTIAL, INDIRECT, INCIDENTAL, PUNITIVE, OR ANY OTHER NON-DIRECT DAMAGES INCLUDING, WITHOUT LIMITATION, LOST PROFITS OR ANY CLAIM OR DEMAND AGAINST CUSTOMER BY ANY OTHER PART DUE TO ANY CAUSE WHATSOEVER, EVEN IF COMPUTER SOLUTIONS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. COMPUTER SOLUTIONS' ENTIRE LIABILITY HEREUNDER, REGARDLESS OF THE FORM OF ACTION, SHALL NOT EXCEED THE TOTAL AMOUNT PAID BY CUSTOMER FOR SERVICES RENDERED UNDER THIS AGREEMENT TO COMPUTER SOLUTIONS DURING THE TWELVE (12) MONTHS IMMEDIATELY PRECEDING THE EVENT GIVING RISE TO SUCH ACTION, EXCLUDING AMOUNTS PAID FOR REIMBURSEMENT OF EXPENSES.

15.5. **Applicable Law:** This Agreement has been accepted and made performable in Bexar County, Texas. This Agreement and the rights and obligation of the parties hereto shall be construed under and governed by the laws of the State of Texas, without giving effect to principles of conflict of laws. Exclusive venue for resolution of any dispute between the parties related to the subject matter hereof shall be in Bexar County, Texas.

16. **Equal Opportunity:** "This contractor and all covered subcontractors shall abide by the requirements of 41 CFR } 60-1.4(a), 29 CFR Part 741, Appendix A to Subpart A, 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability."

17. **Payment:**

17.1. **Payment Terms:** Payment terms shall be in accordance with the terms of the Master Services Agreement (MSA) between Customer and Computer Solutions.

## PRICING AND PROJECT SUMMARY

1. **Pricing Structure:** This is a fixed bid engagement.
2. **Project Services Total:** \$53,256.00
3. **Estimated Travel Expenses:** \$850.00 (actual expenses to be billed)

## CONTRACT ACCEPTANCE

Gregory-Portland ISD has reviewed the content of this contract and hereby selects Computer Solutions as a service provider for RFP#2223-06 Phone Equipment Replacement. Computer Solutions and Gregory-Portland ISD acknowledge that upon execution of this contract, it shall constitute a binding agreement between the parties and that all terms herein are accepted.

Computer Solutions Account Executive

Gregory-Portland ISD

Signature:



Name: Jeff Byrom

Title: Account Executive

Date: August 24, 2023

Signature:



Name: Michelle Cavazos

Title: Superintendent

Date: 8/28/2023

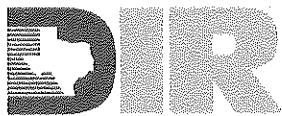


**PROUD TO  
CALL TEXAS  
OUR HOME**

## Committed to Texas Education Since 1978.

Headquartered in San Antonio, we built our reputation by forging long-term relationships with our customers.  
We're a partner you can count on.

The Cooperative Contracts IT purchasing program saved state agencies and educators \$367 million in IT purchases in 2017. It's important we work together to give students a bright future and that's why Computer Solutions has contracted with numerous IT vendors under the Texas DIR Program to provide you the best value. We're committed to delivering the highest quality of service and our solutions have been deployed in institutions across Texas stretching from the Rio Grande Valley to the Gulf Coast and the Hill Country.



State of Texas  
Texas Department of Information Resources  
Numerous Contracts  
Vendor Number: 1942650013800



State of Texas  
Historically Underutilized Business  
Vendor ID/Number: 1942650013800 / 20464  
Expiration Date: June 28, 2025



Women's Business Enterprise Alliance  
Women's Business Enterprise  
Certificate Number: 245833  
Expiration Date: July 31, 2024



South Central Texas Regional Certification Agency  
Women's Business Enterprise  
Certificate Number: 219089371  
Expiration Date: June 28, 2025





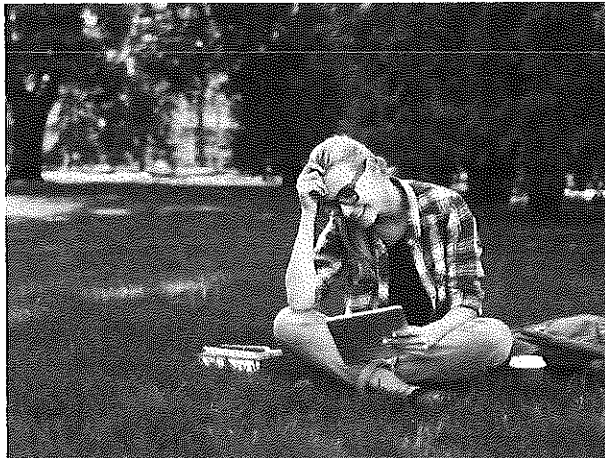
# GRADE A EXPERTISE

## We're Your Trusted Cisco Partner

With a partnership lasting over 25 years, Computer Solutions has designed solutions for over 5 Texas ESC regions and 25 school districts across the Lone Star state. Our certifications are your assurance our team can deliver the very best.

Cisco has fostered learning and innovation with 30,000 schools and universities worldwide. Cisco keeps them connected, enabling seamless learning in physical and virtual classrooms while empowering teachers to educate freely within a safe and secure environment. Cisco offers solutions for collaboration, introducing students to people and places across the globe.

Cisco helps over 6,000,000 students and researchers achieve success and at Computer Solutions, we work closely with Cisco to make that happen. We build a solid foundation by developing a customized technology plan that meets your school's needs and at every step, we work with your team to minimize downtime so your students and faculty can focus on what matters.



### BUSINESS SPECIALIZATIONS



- Advanced Collaboration
- Advanced Data Center
- Advanced Security
- Advanced Enterprise Networking
- Collaboration SaaS Authorization
- Master Collaboration
- Customer Experience Specialization

### PARTNER PROGRAMS

- Cloud Services
- Enterprise Collaboration, Data Center, and Security Agreements
- Migration Incentive
- Premier Partner

### CERTIFICATIONS

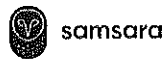
- Cisco Certified Internetwork Expert (CCIE) Collaboration
- Cisco Certified Internetwork Expert (CCIE) Routing and Switching
- Cisco Certified Network Professional (CCNP) Collaboration
- Cisco Certified Network Professional (CCNP) Routing and Switching
- Cisco Certified Network Professional (CCNP) Security
- Cisco Certified Network Associate (CCNA) Collaboration
- Cisco Certified Network Associate (CCNA) Data Center
- Cisco Certified Network Associate (CCNA) Routing and Switching
- Cisco Certified Network Associate (CCNA) Security
- Cisco Certified Network Associate (CCNA) Wireless

# TRUSTED. DEPENDABLE.

We are committed to education and our solutions have helped communities throughout Texas accomplish their technology goals.

## Certified Experts in the World's Leading Technologies.

We're passionate about technology and that passion is evident in our strategic partnerships. As a certified partner with multiple manufacturers, you can rest assured our team delivers the highest levels of service according to best practices.



### Your Trusted and Local Partner.

With over 35 seasoned, certified professionals located in Central Texas, our team doesn't just deliver outstanding solutions. We know our customers and are extremely familiar with their environments. We make sure our solutions are cost-effective and meet the demands of tomorrow while providing great returns with low risk.

**APPENDIX B: FORMS**

**I. BID PROPOSAL FORM**

**Bid Proposal Form**

Gregory-Portland ISD  
Phone service 5-year lease/Purchase Option  
1200 Broadway  
Portland, TX 78374  
361-777-1089 opt. 1

Due Date: August 24, 2023  
Due Time: 2:00 PM CST

This bid responds to all specifications as contained in the said notice, except that deviations from said specifications are noted on the attached pages.

**Cloud Phone service**

Pricing for:  Cost of Cloud phone service

Other: \_\_\_\_\_

\$ 534,660.36 Total Implementation Cost (including taxes and fees)

Pricing for:  Cost of Cloud phone service 5-year lease

Other: \_\_\_\_\_

\$ 534,660.36 Total Implementation Cost (including taxes and fees)

By signing below, I attest that I am authorized representative agent and that I am authorized by my signature to bind this company contractually.

Billing Terms Net 30 Date 8-3-2023  
Vendor's Company Name Great South Texas Corporation d.b.a. Computer Solutions  
Signature [Signature]  
Name and Title Jeff Byrom, Account Executive  
Address 14410 Wurzbach Parkway, Suite 175  
City/State/Zip San Antonio, TX 78216  
Telephone ( 210 ) 369-0351 Fax ( 210 ) 369-0389  
Contact Person David Jones  
Contact Phone ( 210 ) 369-0318 Fax ( 210 ) 369-0389

## II. REFERENCES

## Reference Request Form

All vendors are required to provide a minimum of three (3) references as part of your bid submittal for similar projects in Texas in the last three (3) years. Failure to provide references will cause your proposal to be rejected as non-responsive.

## REFERENCE 1 – MARBLE FALLS ISD

<b>Address</b>	1800 Colt Circle, Marble Falls, TX 78654	<b>Contact Person</b>	Nathan Fink
<b>Type of Business</b>	K-12 Public School District	<b>Title</b>	Director of Technology
<b>Dates of Work</b>	2023 - Current	<b>Phone</b>	830-693-6497
<b>Project Value</b>	~\$300,000.00	<b>Email</b>	<a href="mailto:nfink@mfisd.txed.net">nfink@mfisd.txed.net</a>
<b>Description of Work</b>	WebEx Calling project is currently underway. Existing Cisco On-Prem UC environment, which is migrating to WxC. Approximately 600 endpoints.		

## REFERENCE 2 – PORT OF CORPUS CHRISTI

<b>Address</b>	400 Harbor Drive, Corpus Christi, TX 78401	<b>Contact Person</b>	Bland Chamberlain
<b>Type of Business</b>	K-12 Public School District	<b>Title</b>	Network Administrator
<b>Dates of Work</b>	2023 – Current	<b>Phone</b>	361-885-6146
<b>Project Value</b>	~\$125,000.00	<b>Email</b>	<a href="mailto:bland@pocca.com">bland@pocca.com</a>
<b>Description of Work</b>	WebEx Calling project is currently underway. Existing Cisco On-Prem UC environment, which is migrating to WxC. Approximately 270 endpoints.		

## REFERENCE 3 – NUSTAR ENERGY L.P.

<b>Address</b>	19003 IH-10 West, San Antonio, TX 78257	<b>Contact Person</b>	Stewart Ogier
<b>Type of Business</b>	Oil & Gas Industry	<b>Title</b>	IS Network Team
<b>Dates of Work</b>	2022 - Current	<b>Phone</b>	210-918-2120
<b>Project Value</b>	~\$400,000.00	<b>Email</b>	<a href="mailto:stewart.ogier@nustarenergy.com">stewart.ogier@nustarenergy.com</a>
<b>Description of Work</b>	WebEx Meetings & Calling project is currently underway. Approximately 26 locations, 146 endpoints deployed out of 198 total phones/users.		



IV. CONFLICT OF INTEREST QUESTIONNAIRE

<b>CONFLICT OF INTEREST QUESTIONNAIRE</b> For vendor doing business with local governmental entity		<b>FORM CIQ</b>
<p><b>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</b></p> <p>This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).</p> <p>By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.</p> <p>A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.</p>	<b>OFFICE USE ONLY</b>  Date Received:	
<p><b>1 Name of vendor who has a business relationship with local governmental entity.</b></p> <p style="text-align: center;">Great South Texas Corporation d.b.a. Computer Solutions</p>		
<p><b>2</b> <input type="checkbox"/> Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)</p>		
<p><b>3 Name of local government officer about whom the information is being disclosed.</b></p> <p style="text-align: center;">n/a Name of Officer</p>		
<p><b>4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.</b></p> <p style="margin-left: 40px;">A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?</p> <p style="margin-left: 80px;"> <input type="checkbox"/> Yes      <input type="checkbox"/> No                 </p> <p style="margin-left: 40px;">B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?</p> <p style="margin-left: 80px;"> <input type="checkbox"/> Yes      <input type="checkbox"/> No                 </p>		
<p><b>5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.</b></p>		
<p><b>6</b> <input type="checkbox"/> Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).</p>		
<p><b>7</b></p> <p style="text-align: center;">                  _____                  Signature of vendor doing business with the governmental entity             </p>		<p>8/15/2023 Date</p>

V. FELONY CONVICTION NOTICE

FELONY CONVICTION NOTICE

Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a) states, "a person or business entity that enters into a contract with a School District must give advance notice to the District if the person or owner or operator of the business entity has been convicted of a felony." The notice must include a general description of the conduct resulting in the conviction of a felony.

Subsection (b) states, "a school District may terminate a contract with a person or business entity if the District determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction." The District must compensate the person or business entity for services performed before the termination of the contact.

I, the undersigned agent for the firm named below, certify that the information concerning notification of felony conviction has been reviewed by me and the following information furnished is true to the best of my knowledge.

Vendor's Name Great South Texas Corporation d.b.a. Computer Solutions

Authorized Company

Official's Name (please print) Marianne Fiorenza

A. My firm is not owned or operated by anyone who has been convicted of a felony.

Signature of Company Official *Marianne Fiorenza* Date: 8/3/2023

B. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony.

Name of Felon(s) \_\_\_\_\_

Details of Conviction(s) \_\_\_\_\_

Signature of Company Official \_\_\_\_\_ Date: \_\_\_\_\_

C. My firm is a publicly owned, Stock-exchange Corporation; therefore, this reporting requirement is not required.

Signature of Company Official \_\_\_\_\_ Date: \_\_\_\_\_

VI. NON-COLLUSION STATEMENT

**NON-COLLUSION STATEMENT**

STATE OF TEXAS §

COUNTY OF SAN PATRICIO §

BEFORE ME, the undersigned authority, on this day personally appeared Roberta J. Puente known to me to be the person whose name is subscribed to the following, who, upon oath, says:

I am the manager, secretary or other agent or officer of the principal of the Bidder or Proposer ("Bidder") in the matter of the bids or proposals to which this affidavit is attached, and I have full knowledge of the relations of the Bidder with the other firms in this same line of business, and the Bidder is not a member of any trust, pool, or combination to control the price of supplies, materials and/or services bid on, or to influence any person to propose or not to bid thereon.

I further affirm that the Bidder has not given, offered to give, nor intends to give at a any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted bid/proposal.

Roberta J. Puente  
Affiant (Contractor)

Roberta J. Puente  
Printed Name

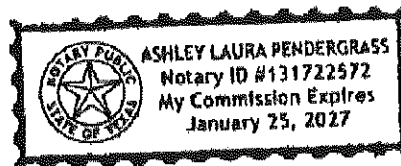
Controller  
Title

Computer SOLUTIONS  
Company

Subscribed and sworn to before me, this, 21st day of August, 2023

Ashley Laura Pendergrass  
Notary Public

My Commission Expires 1-25-27



VII. SUSPENSION AND DEBARMENT CERTIFICATION

**Suspension or Debarment Certificate**

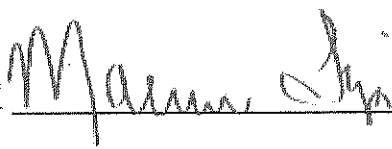
Non-Federal entities are prohibited from contracting with or making subawards under covered transactions to parties that are suspended or debarred or whose principals are suspended or debarred. Covered transactions include procurement for goods or services equal to or in excess of \$100,000.00. Contractors receiving individual awards for \$100,000.00 or more and all subrecipients must certify that the organization and its principals are not suspended or debarred.

By submitting this offer and signing this certificate, the bidder:

- Certifies that the owner/operator has not been convicted of a felony except as indicated on separate attachment to this offer, in accordance with Section 44.034, Texas Education Code, and
- Certifies that no suspension or disbarment is in place, which would preclude receiving a federally funded contract under the Federal OMB, A-102, Common Rule (\_\_\_36)

Vendor Name Great South Texas Corporation d.b.a. Computer Solutions

Authorized Company Official's Name Marianne Fiorenza

Signature of Company Official  Date 8/15/2023

Vendor E-mail Address mfiorenza@comsoltx.com

Vendor Telephone Number (210) 369-0300

VIII. CERTIFICATION REGARDING TERRORIST ORGANIZATIONS & BOYCOTTING OF ISRAEL

CERTIFICATIONS REQUIRED AS OF SEPTEMBER 1, 2017

**CERTIFICATION REGARDING TERRORIST ORGANIZATIONS  
& BOYCOTTING OF ISRAEL  
[Govt Code 80B (HB89) and Govt Code 2252 (SB252)]**

Vendor hereby certifies that it is not a company identified on the Texas Comptroller's list of companies known to have contracts with, or provide supplies or services to, a foreign organization designated as a Foreign Terrorist Organization by the U.S. Secretary of State.

Vendor further certifies and verifies that neither Vendor, nor any affiliate, subsidiary, or parent company of Vendor, if any (the "Vendor Companies"), boycotts Israel, and Vendor agrees that Vendor and Vendor Companies will not boycott Israel during the term of this Agreement. For purposes of this Agreement, the term "boycott" shall mean and include terminating business activities or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory.

JB Initials of Authorized Representative of Vendor


Vendor's Name/Company Name: Great South Texas Corporation d.b.a. Computer Solutions

Address, City, State, and Zip Code: 14410 Wurzbach Parkway, Suite 175, San Antonio, TX 78216

Phone Number: (210) 369-0351 Fax Number: (210) 369-0389

Printed Name and Title of Authorized Representative: Jeff Byrom

Email Address: jbyrom@comsoltx.com

Signature of Authorized Representative: 

Date: 8/22/2023 Federal Tax ID# 94-2650013

**IX. SAMPLE CISCO CAPITAL / KEY GOVERNMENT FINANCE PROPOSAL (0% RATE)**



**CISCO CAPITAL FINANCING OPTION**

August 22, 2023  
 \*Quote Expires: September 21, 2023

Gregory Portland ISD

**EQUIPMENT FINANCE OPTION:** The financing will be completed by Key Government Finance, Cisco Systems Capital's financing partner for government and education customers. Payments due under the financing will be made directly to Key Government Finance, Inc.

**LESSOR:** Key Government Finance, Inc.

**LESSEE:** Gregory Portland ISD

**EQUIPMENT:** Cisco Systems Products

Project Summary	
Cisco Systems Products	\$ 334,660.36
Est. Sales Tax (if any)	\$ -
<b>TOTAL AMOUNT TO BE FINANCED</b>	<b>\$ 334,660.36</b>

**FINANCING STRUCTURE:** This is a financing with the title to the equipment passing to lessee. This is a net financing under which Lessee pays all costs, including insurance, maintenance and taxes, for the term of the financing. At the end of the financing term the equipment can be purchased for \$1.

Amount to be Financed	Interest Rate	Annual Payments	First Payment Due Date	Payment Factor(%)	Pmts / Year	Term
\$534,660.36	0.00%	\$106,932.07	*10/1/2023	0.2000030	1	5 Years

\*Assumes a lease/escrow funding on 8/24/2023  
 PENDING PROMOTIONAL 0.0% APPROVAL AS OF 08/28/23

(\*) The payment factor expresses the payment as a percentage of the Equipment Cost. To calculate the periodic lease payment for any Equipment Cost, multiply the payment factor by the Equipment Cost.

**RATE INDEX:** The interest rate provided above is based on current market rates as of the date of this proposal, and will be subject to change based on market conditions as of the time of closing. After closing the interest rate will be fixed for the term of the financing.

**APPROVAL:** The financing contemplated by this proposal is subject to the execution and delivery of all appropriate documents (in form satisfactory to Lessor), including without limitation, to the extent applicable, the Master Lease Agreement, any Schedule, financing statements, legal opinion or other documents or agreements reasonably required by Lessor. This proposal, until credit approved, serves as a quotation, not a commitment by Key Government Finance to provide credit. Final acceptance of this proposal is subject to credit, collateral and essential use review and approval by Lessor.

**CONTACT:** Contact your financing representative with any questions:

David Wright - US State & Local Government Account Manager  
 Cisco Systems Capital

Jason Hennings - US State & Local Government Account Manager  
 Key Government Finance, a Cisco Systems Capital Partner  
 (720) 304-1442

[dawright2@cisco.com](mailto:dawright2@cisco.com)

[jason.m.hennings@key.com](mailto:jason.m.hennings@key.com)

**NOTES:** The rates provided above are based on a minimum funding amount of \$50,000. If total to be funded will be less than \$50,000 please contact us for a revised Proposal.

**\*IMPORTANT INFORMATION ABOUT PROCEDURES FOR APPLYING FOR FINANCING WITH Key Government Finance.**

Lessor notifies Lessee that pursuant to the requirements of the USA Patriot Act (Title III of Pub. L. 107-56, as amended and supplemented) (the "Patriot Act"), that Lessor is required to obtain, verify and record all information that identifies Lessee, which information includes the name and address of Lessee and other information that will allow Lessor to identify Lessee in accordance with the Patriot Act.

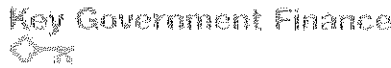
This proposal is issued in reliance upon the accuracy of all information presented by you to us and is contingent upon the absence of any material adverse change in your condition, financial or otherwise, from the condition as it was represented to us at the time of this proposal. This proposal is subject to our formal approval and the execution of documentation acceptable to each of us. IT IS NOT A COMMITMENT BY US TO ENGAGE IN THIS TRANSACTION.

(a) Key Government Finance ("KGF") is not acting as an advisor to you and does not owe a fiduciary duty pursuant to Section 10B of the Exchange Act to you with respect to the information and material contained in this communication; (b) KGF is acting for its own interests; and (c) you should discuss any information and material contained in this communication with any and all internal or external advisors and experts that you deem appropriate before acting on this information or material. \*The legal documentation will contain provisions relating to increase costs, liability and changes in corporate income tax rates.\*

In Association with Key Government Finance, Inc.  
 1000 South McCaslin Blvd  
 Superior, CO 80027



**X. SAMPLE CISCO CAPITAL / KEY GOVERNMENT FINANCE APPLICATION**



**Key Government Finance, Inc. on behalf of Cisco Systems Capital Corp.  
Essential Use Form/Schedule Set Up**

**Customer Information**

Borrower's legal name as shown on audited financials:							
Contact name:							
Website to obtain 3 years of audited financials found at:							
Street Address		City		State		Zip	
Phone Number		Fax Number					
Email		EIN (Required)					

**Invoices to be sent to:**

Contact name		Department					
Street Address		City		State		Zip	
Phone Number		Fax Number		Email			
Special Instructions							

**Project Information**

Equipment/Product/Software/Services Description (please refrain from using acronyms or part numbers):

--

What is the purpose of this acquisition, what makes it essential & what benefits are expected (eg, cost savings, productivity, functionality, etc.)?

--

Is this replacing equipment, expanding an existing system or completely brand new?	Replacement: <input type="checkbox"/>	Expansion: <input type="checkbox"/>	New: <input type="checkbox"/>
If replacement, what is the age of the equipment it is replacing?		If replacement or expansion, is the existing equipment paid off?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>

Are you self-insured for property damage?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>	Are you self-insured for liability?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>
What is your current liability coverage limit?	\$	Are you a member of a managed risk pool for insurance?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>
Will Key Government Finance be listed as Loss Payee and Additional Insured on the insurance certificates?			Yes: <input type="checkbox"/> No: <input type="checkbox"/>

Will any loan or grant proceeds be used as the dedicated source of repayment for this financing?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>	Have you ever defaulted, failed to pay or non-appropriated on a lease purchase, loan or bond?	Yes: <input type="checkbox"/> No: <input type="checkbox"/>
For any payments due in your current FY, have those payments been formally appropriated?			Yes: <input type="checkbox"/> No: <input type="checkbox"/>
If no, or if your 1st payment is due in next fiscal year, has this been formally approved by board resolution?			Yes: <input type="checkbox"/> No: <input type="checkbox"/>
Will payments be made from your General Fund?			Yes: <input type="checkbox"/> No: <input type="checkbox"/>
If no, which fund & provide page in most recent audit where found?			

What is your population, enrollment or number of customers?		As of what date?	
What is your taxable assessed value?		As of what date?	

Submitted By (Name):		Title:	
Signature		Date:	

- So that we may begin our credit review process, please scan and email this application, along with your equipment quote (bif of materials) to [jason.m.hennings@key.com](mailto:jason.m.hennings@key.com).
- Additionally, please email or mail the 3 most recent copies of your Audited Annual Financial Statements, plus a copy of this year's budget to [jason.m.hennings@key.com](mailto:jason.m.hennings@key.com) at Key Government Finance, Inc., Attn: Jason Hennings, 1000 S. McCasin Blvd., Superior, CO 80027

**XI. SAMPLE (PREVIOUS) CISCO CAPITAL / KEY GOVERNMENT FINANCE APPLICATION**

**Key Government Finance, Inc., on behalf of Cisco Systems Capital Corp.**  
*Financing Application for State & Local Government Customers*



<b>Lessee</b> (Full Legal Name)	Gregory-Portland Independent School District		
<b>Federal Tax ID #</b>	73-6001014		
<b>Street Address</b>	608 College Street		
<b>City, State, and Zip</b>	Portland, Texas 78374		
<b>Customer Contact</b>	<b>Andrew Guerra</b>	<b>Invoices to be sent to:</b>	
<b>Title</b>	Director of Technology	<b>Contact</b>	Alice Frick, Accountant
<b>Phone and Fax No.</b>	(361) 777-1089 fax (361) 777-4264	<b>Department</b>	Gregory-Portland ISD Business Office
<b>e-mail address</b>	aguerra@gsd.net	<b>Street Address</b>	608 College Street
		<b>City, State, and Zip</b>	Portland, Texas 78374
<b>Contract Signer</b>	<b>Paul Clove</b>	<b>Phone and Fax No.</b>	(361) 777-1091 x 1018 fax (361) 777-1093
<b>Title</b>	Superintendent	<b>e-mail address</b>	
<b>Phone and Fax No.</b>	(361) 777-1091 x 1018 fax (361) 777-1093	<b>Special Instructions</b>	
<b>e-mail address</b>	pclove@gsd.net		

**1. Equipment Description:**  
network equipment and telephone; equipment list attached

**2. What is the purpose of the proposed equipment acquisition?**  
to replace network equipment that allows campuses to communicate, telephone system, district firewall

**3. Why is the equipment essential?**  
to replace equipment that is 5 years old, to allow district to stay up to date for the next 5 years

**4. What department is using the equipment?**  
technology

**5. Have you issued or do you intend to issue more than \$30 million in tax exempt debt during the current year?**  
no

**6. Is the new equipment replacement, an upgrade or additional to the department?**  
upgrade

**7. If replacement or upgrade, what is the age of the existing equipment?**  
5 years

**8. If you're upgrading existing equipment, is the existing equipment paid off?**  
Yes

<b>Source of funds for proposed payments:</b>	<b>Fund Balance:</b>	<b>Date of most recent Audited Financial Statement:</b>
General Fund x	\$20,108,057	8/31/2012
<b>Other (provide detail)</b>	As of 8/31/2012	<b>Fiscal Year End:</b>
		31-Aug

**9. Have funds been appropriated for the payments due on the proposed financing during the current budgetary period?** Yes, as of 03/19/2013

**10. Will any loan or grant money be directly used to make the payments?** No  
If so provide detail.

**11. Have you ever defaulted or non-appropriated on a lease or bond obligation?** No

**General Liability Insurance Coverage limits in the amount of \$1 Million is required. If applicable, automobile liability coverage of \$3 million required.**

Self Insured? No      General Liability Coverage Limits: \$1 million      Is the lessee a member of a managed risk pool? No      If yes please provide the name and coverage amounts below.

**If the lessee has additional commercial insurance coverage please provide coverage limits**

<b>Submitted by (Name):</b>	Paul Clove	<b>Title:</b>	Superintendent
<b>Signature:</b>		<b>Date:</b>	

So that we may begin our credit review process, please scan and email this application, along with your equipment quote (bill of materials) and the signed financing proposal, to jason.m.lanings@key.com

Please mail or email the 3 most recent copies of your Audited Annual Financial Statements, plus a copy of this year's budget, to:

Jason Lanings      720.964.1443 ph / 216.370.4109 fax  
Key Government Finance, Inc.  
1080 S. McCaslin Blvd.  
Superior CO 80027

Please note that we do require the copies of your audited annual financial statements in order to process your request.  
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