

**CITY OF MIRAMAR  
PROPOSED CITY COMMISSION AGENDA ITEM**

**Meeting Date:** November 3, 2021

**Presenter's Name and Title:** Clayton D. Jenkins, Director of Information Technology

**Prepared By:** Joseph Castelli, Network Manager

**Temp. Reso. Number:** 7476

**Item Description:** Temp. Reso. 7476 APPROVING THE AWARD OF REQUEST FOR PROPOSALS No. 21-04-19 ENTITLED "CISCO SWITCH REPLACEMENT" TO THE HIGHEST RATED RESPONSIVE RESPONSIBLE PROPOSER, R2 UNIFIED TECHNOLOGIES, LLC, IN AN AMOUNT NOT TO EXCEED \$3,740,000; APPROVING THE FINANCING OF THE EQUIPMENT WITH KEY GOVERNMENT FINANCE, INC., THROUGH A LEASE PURCHASE OVER A FIVE-YEAR TERM; AUTHORIZING THE CITY MANAGER TO EXECUTE THE APPROPRIATE AGREEMENT.

Consent ☐ Resolution ☒ Ordinance ☐ Quasi-Judicial ☐ Public Hearing ☐

**Instructions for the Office of the City Clerk:** none

**Public Notice** – As required by the Sec. \_\_\_\_ of the City Code and/or Sec. \_\_\_\_, Florida Statutes, public notice for this item was provided as follows: on \_\_\_\_ in a \_\_\_\_ ad in the \_\_\_\_; by the posting the property on \_\_\_\_ and/or by sending mailed notice to property owners within \_\_\_\_ feet of the property on \_\_\_\_  
(fill in all that apply)

**Special Voting Requirement** – As required by Sec. \_\_\_\_, of the City Code and/or Sec. \_\_\_\_, Florida Statutes, approval of this item requires a \_\_\_\_ (unanimous, 4/5ths etc.) vote by the City Commission.

**Fiscal Impact:** Yes ☒ No ☐

**REMARKS:** Funding in the amount of \$748,000 is available in FY22 in the Information Technology Fund 504, GL Account 504-58-581-516-000-606402, Communication Equipment, with appropriate funding allocated in subsequent fiscal years of the lease term.

**Content:**

- **Agenda Item Memo from the City Manager to City Commission**
- **Resolution TR**
  - **Exhibit A: Key Government Finance, Inc. Leasing Agreement**
- **Attachment(s)**
  - **Attachment 1: Request for Proposals No. 21-04-19**
  - **Attachment 2: R2 Unified Technologies, LLC proposal to RFP 21-04-19**
  - **Attachment 3: R2 Unified Technologies, LLC cost reduction.**



**CITY OF MIRAMAR  
INTEROFFICE MEMORANDUM**

**TO:** Mayor, Vice Mayor, & City Commissioners

**FROM:**  Vernon E. Hargray, City Manager 

**BY:** Clayton Jenkins, IT Director

**DATE:** October 28, 2021

**RE:** Temp. Reso. No. 7476 Approving the Award of RFP No. 21-04-19 for Cisco Switch Replacement to R2 Unified Technologies, LLC

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**RECOMMENDATION:** Temp. Reso. No. 7476 approving the award of Request for Proposals (RFP) No. 21-04-19 for Cisco Switch Replacement to R2 Unified Technologies, LLC ("R2") the highest rated responsive, responsible proposer in an amount not-to-exceed \$3,740,000 and approving the financing of the equipment with Key Government Finance, Inc.; authorizing the City Manager to execute the appropriate agreement.

**ISSUE:** Pursuant to City Code, approval of the City Commission is required for the purchase of or contract for goods and services in excess of \$75,000 from the same person or entity within a single fiscal year.

**BACKGROUND:** The City of Miramar has standardized on network switches from Cisco for over 20 years. These devices provide communications for the computers, servers, phones, and wi-fi connections used by City staff including Police and Fire for everyday critical operations. The current series of Cisco switches are not optimized to support Smart City initiatives and cannot leverage the latest security features needed to protect the City's infrastructure from potential cyber security attacks. These Cisco switches deployed citywide are now considered End of Life and End of Support which means Cisco will no longer provide any software, security, or hardware support. The City currently has 110 switches that are at End of Life.

**DISCUSSION:** RFP No. 21-04-19 entitled "Cisco Switch Replacement" was advertised on Demandstar on April 6, 2021, on behalf of the IT Department. The RFP was also advertised in a newspaper of general circulation. A pre-proposal conference was conducted virtually on April 14, 2021. One addendum was issued to the RFP on April 20, 2021, to answer questions received. The RFP closed on April 27, 2021, with a total of four proposals from:

1. Acordis International Corp
2. United Data Technologies, Inc.
3. R2 Unified Technologies, LLC.
4. DVTECK, Inc.

A five-member selection committee met virtually via WebEx on May 19, 2021, to discuss the proposals. DVTECK, Inc., was deemed non-responsive, and the committee proceeded to review and discuss the three responsive, responsible proposals. The Selection Committee agreed to request oral presentations from the three proposers and oral presentations were conducted June 3, 2021. The Selection Committee discussed and scored the proposals after the oral presentations, in accordance with the criteria set forth in the RFP. The firms' references were contacted and verified, and certifications were confirmed through the Cisco partner locator portal.

The final scores were as follows:

Rank	Vendor Name	TOTAL
1	R2 Unified Technologies, LLC	483.70
2	Acordis	442.00
3	United Data Technologies, Inc	409.80

The scores resulted in R2 as the highest rated responsive responsible proposer who has completed this exact complex implementation for other municipalities. The selection committee made the recommendation for award to R2 as the highest ranked, responsive, and responsible proposer, who has committed to award 16% of the project cost for services to be performed by a minority firm.

Additionally, staff negotiated with R2 which resulted in a saving of \$60,000, reducing the cost of the project from \$3,800,000 to \$3,740,000. This cost validation negotiation was assisted with resources from Gartner, a global research and advisory firm.

The solution provided will replace the 110 Cisco Network switches that are currently End of Life and End of Support, allow for Smart City integration, and provide enhanced security features needed to protect the City against cyber security threats. This network design was validated with the contracted assistance from Plante Moran Consulting Company.

**ANALYSIS:** The not to exceed cost of \$3,740,000 will be financed with Key Government Finance, Inc., over a five-year period. The cost will not exceed \$748,000 per fiscal year.

Funding in the amount of \$748,000 is available in FY22 in the Information Technology GL Account 504-58-581-516-000-606402, entitled, "Communication Equipment." As this is a five-year lease, approval of this item will require funding to be appropriated for subsequent years.

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**CITY OF MIRAMAR  
MIRAMAR, FLORIDA**

**RESOLUTION NO. \_\_\_\_\_**

**A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF MIRAMAR, FLORIDA, APPROVING THE AWARD OF REQUEST FOR PROPOSALS NO. 21-04-19 ENTITLED "CISCO SWITCH REPLACEMENT" TO THE HIGHEST RATED RESPONSIVE, RESPONSIBLE PROPOSER, R2 UNIFIED TECHNOLOGIES, LLC, IN AN AMOUNT NOT-TO-EXCEED \$3,740,000; APPROVING THE FINANCING OF THE EQUIPMENT WITH KEY GOVERNMENT FINANCE, INC., THROUGH A LEASE PURCHASE OVER A FIVE YEAR TERM; AUTHORIZING THE CITY MANAGER TO EXECUTE THE APPROPRIATE AGREEMENT; AND PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS,** Cisco network switches are in use at all City locations as part of the core network infrastructure; and

**WHEREAS,** this equipment is vital to allowing City computers and devices to communicate and access services such as the internet; and

**WHEREAS,** maintaining data integrity of the City's information is critical; and

**WHEREAS,** Request for Proposals No. 21-14-19 entitled "Cisco Switch Replacement" ("the RFP") was advertised on DemandStar on April 6, 2021 and advertised in a newspaper of general circulation; and

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**WHEREAS**, a pre-proposal conference was conducted on April 14, 2021; and

**WHEREAS**, the RFP closed on April 27, 2021 with a total of four proposals; and

**WHEREAS**, a five-member selection committee met on May 19, 2021 to review and discuss the proposals; and the committee deemed one firm as non-responsive and agreed to request oral presentations from the remaining three firms; and

**WHEREAS**, oral presentations were conducted from three firms on June 3, 2021; and

**WHEREAS**, the selection committee scored the proposals after the oral presentations which resulted in R2 Unified Technologies, LLC as the highest rated responsive responsible proposer who has completed this complex implementation for other local municipalities; and

**WHEREAS**, City staff negotiated an additional saving of \$60,000 from R2 Unified Technologies, LLC; and

**WHEREAS**, pursuant to City Code, approval of the City Commission is required for the purchase of or contract for services in excess of \$75,000 from the same person or entity within a single fiscal year; and

**WHEREAS**, the total value of the contract is \$3,740,000; and

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**WHEREAS**, the purchase of the equipment will be Financed by Key Government Finance, Inc., over a five year lease term; and

**WHEREAS**, each fiscal year lease payment is not to exceed \$748,000; and

**WHEREAS**, the City Manager recommends approval of the award of RFP No. 21-04-19 to R2 Unified Technologies, LLC, the highest rated responsive responsible proposer for Cisco switch replacement in an amount not-to-exceed \$3,740,000 to be financed by Key Government Finance, Inc., over a five year lease term; and

**WHEREAS**, the City Commission deems it in the best interest of the residents and citizens of the City of Miramar to approve the award of RFP No 21-04-19 to R2 Unified Technologies, LLC, the highest rated responsive responsible proposer for Cisco switch replacement in an amount not-to-exceed \$3,740,000 to be financed by Key Government Finance, Inc. over a five year term and authorizes the City Manager to execute the appropriate agreement.

**NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF MIRAMAR, FLORIDA AS FOLLOWS:**

**Section 1:** That the foregoing “**WHEREAS**” clauses are ratified and confirmed as being true and correct and are made specific part of this Resolution.

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**Section 2:** That it approves the award of Request for Proposals No. 21-04-19 entitled "Cisco Switch Replacement" to R2 Unified Technologies, LLC in an amount not-to-exceed \$3,740,000 and authorizes the City Manager to execute the appropriate agreements attached hereto as Exhibit "A" together with any non-substantive changes deemed appropriate by the City Manager and approved as to form and legal sufficiency by the City Attorney for the lease purchase of the equipment with Key Government Finance, Inc. over a five year term.

**Section 3:** That the appropriate City Officials are authorized to do all things necessary and expedient to carry out the aims of this Resolution.

**Section 4:** That this resolution shall take effect immediately upon adoption.



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**PASSED AND ADOPTED** this \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

\_\_\_\_\_  
Mayor, Wayne M. Messam

\_\_\_\_\_  
Vice Mayor, Yvette Colbourne

ATTEST:

\_\_\_\_\_  
City Clerk, Denise A. Gibbs

I HEREBY CERTIFY that I have approved  
this RESOLUTION as to form:

\_\_\_\_\_  
City Attorney,  
Austin Pamies Norris Weeks Powell, PLLC

**Requested by Administration**

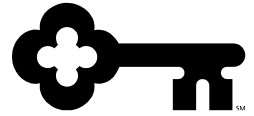
Commissioner Winston F. Barnes  
Commissioner Maxwell B. Chambers  
Vice Mayor Yvette Colbourne  
Commissioner Alexandra P. Davis  
Mayor Wayne M. Messam

**Voted**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Reso. No. \_\_\_\_\_

# EXHIBIT A



Key Government Finance, Inc.  
1000 South McCaslin Boulevard  
Superior, CO 80027-9456  
Email: tamura.m.kaler@key.com

September 8, 2021

Joseph Castelli  
City of Miramar  
2300 Civic Center Place  
Miramar, Florida 33025

Re: Key Government Finance, Inc.  
Property Schedule No. 2002832705

Dear Mr. Castelli:

Enclosed, please find two (2) sets of financing documents for your review and execution. (If these documents were emailed to you, please **print out two (2) sets.**) Execute both sets and return all of the originals to my attention. **The original sets of the executed documents are required prior to funding your transaction. To expedite the return of these documents, please overnight them to me:**

**KEY GOVERNMENT FINANCE, INC. ATTN: Tammy Kaler**  
**1000 S. MCCASLIN BLVD, SUPERIOR, CO 80027**

**Only the person with Signing Authority, listed on the Lessee's Certificate, should execute the documents. For verification of original documents, please execute in blue ink.** Upon closing, Key Government Finance will return a fully executed original set for your files.

**Please Note: All fully executed documents must be returned no later than November 10, 2021; otherwise, the transaction is subject to re-pricing.**

**Executed documents required for funding are:**

1. Addendum to Master Equipment Lease Agreement
2. Property Schedule No. 2002832705
3. Property Description and Payment Schedule (Exhibit 1)
4. Lessee's Counsel's Opinion (Exhibit 2)
5. Lessee's Certificate (Exhibit 3)
6. Payment of Proceeds Instructions (Exhibit 4)
7. Acceptance Certificate (Exhibit 5)
8. Certificate of Insurance – **Required prior to funding.**
9. Notification of Tax Treatment with Tax Exemption Certificate or Letter – **Required for annual state tax audits.**
10. Invoicing Instructions – **Required in order to ensure that invoices are directed to the proper area in your organization.**
11. Email Invoice Acknowledgement – If you wish to enroll in this program
12. Escrow Agreement and Investment Direction
13. Board Minutes approving this financing
14. Financing Application
15. W-9

Please contact either Kevin Law at (720) 304-1186 or me at (720) 304-1202 with any questions.

Sincerely,

*Tammy Kaler*  
Account Manager

# DOCUMENTATION CHECKLIST

- ☐ **Addendum to Master Equipment Lease Agreement\***
- ☐ **Property Schedule 1\***
- ☐ **Property Description and Payment Schedule** – Exhibit 1
- ☐ **Lessee's Counsel's Opinion** – Exhibit 2. Exhibit 2 is the standard legal opinion used by Key Government Finance, Inc. This opinion will need to be processed by your attorney on their letterhead. Your attorney will want to review the Lease/Purchase Agreement.
- ☐ **Lessee's Certificate** – Exhibit 3. Please fill in the date of the meeting of the governing body, referenced in section 1. We would also like a copy of those minutes or board resolutions for our files.
- ☐ **Payment of Proceeds Instructions** – Exhibit 4. This is the Vendor payment information.
- ☐ **Acceptance Certificate** – Exhibit 5. ***The date of Acceptance will need to be filled in*** with the date the equipment is installed and accepted.
- ☐ **Request for Certificate of Insurance** – Please fill out the form and fax it to your insurance company. The Insurance Certificate is required prior to funding.
- ☐ **Notification of Tax Treatment** – Please provide your State of Sales/Use Tax Exemption Certificate
- ☐ **Invoicing Instructions** – The information you provide enables us to invoice you correctly.
- ☐ **Email Invoice Acknowledgement** – If you wish to enroll in this program.
- ☐ **Escrow Agreement**  
Please keep copies of Exhibit A (Form of Requisition of Costs of Property) and Schedule 1 (Disbursement Schedule). When you are ready to disburse funds from Escrow, you will need to sign and fill in both Exhibit A and Schedule 1. Along with those 2 forms, we will need copies of invoices. Exhibit 5 (Acceptance Certificate) will need to be filled out when the project is complete and it is your final payment request.
- ☐ Board Minutes approving this financing
- ☐ Financing Application
- ☐ W-9

\*The items above marked with an asterisk require a signature in the presence of a witness/attestor. The attesting of the signature does not require a notary, but the signature of a person present at the time the document is signed.

# Addendum to Master Equipment Lease Agreement

Florida Counties, Municipalities, School Districts and Fire Districts

THIS **ADDENDUM**, which is entered into as of November 10, 2021 between Key Government Finance, Inc. ("Lessor") and City of Miramar ("Lessee"), is intended to modify and supplement Property Schedule No. 2002832705 (the "Property Schedule") to the Master Equipment Lease Agreement between Lessor and Lessee dated June 30, 2017 (the "Master Agreement"). Capitalized terms not otherwise defined herein shall have the meanings set forth in the Master Agreement.

1. The Master Agreement is hereby amended as set forth below:

(a) Section 6.01 is amended by the addition of the following to the end of said section: "Lessor acknowledges that in no event may it compel the use of ad valorem taxing power to compel Lessee to pay Rental Payments or other payment obligations under this Agreement."

(b) Section 7.03 entitled "Security Interest" is deleted in its entirety.

(c) Section 12.01 is amended by deletion in the third to the last line the words "and chattel mortgages or financing statements."

(d) Subsection 13.02(b) is amended to read as follows:

(b) Lessor may terminate the Property Schedule and may require Lessee, at Lessee's expense, to promptly return any or all of the Property to the possession of Lessor at such place within the United States as Lessor shall specify, and Lessor may thereafter dispose of the Property; provided, however, that any proceeds from the disposition of the property in excess of the sum required to (i) defease the Property Schedule pursuant to Section 6.07, (ii) pay any other amounts then due under the Property Schedule, including payments under Section 13.02(a), and (iii) pay Lessor's costs and expenses associated with the disposition of the Property (including attorneys fees), shall be paid to Lessee or such other creditor of Lessee as may be entitled thereto, and further provided that no deficiency shall be allowed against Lessee;

(e) Subsection 13.02(e) is amended to read as follows:

(e) Following an Event of Default or an Event of Nonappropriation hereunder and upon failure of Lessee to voluntarily comply with Section 6.06 or 13.02(b), Lessor may take any action, at law, that is permitted by applicable law and that may appear necessary or desirable to enforce or to protect any of its rights under the Property Schedule and this Agreement against Lessee's legally available funds. Lessor and Lessee agree that there is no intention to create under this Agreement and the applicable Property Schedules a right of Lessor to dispossess Lessee involuntarily of the legal title to or the right of use of the Property. Lessor hereby irrevocably waives any right to specific performance of Lessee's covenant to transfer legal title to and return of possession of the Property to Lessor.

2. If Lessee utilizes the services of a procurement management program operated by another governmental authority in connection with the acquisition of Property, Lessee shall be solely responsible for the payment of all rebates, revenues sharing and other fees payable to such governmental authority in connection with its participation in such program, regardless of whether any available discount has been applied in determining the amount of proceeds of the Property Schedule payable to the Vendor.

3. If Lessee is a county, lessee represents and warrants to Lessor that:

(a) If the term of the Property Schedule exceeds 5 years, Lessee further represents and covenants that the Rental Payments are payable from sources other than ad valorem taxes.

(b) Lessee further represents, covenants and warrants with respect to each Property Schedule that it has been, or will be prior to its Commencement Date, approved by the Board of County Commissioners of Lessee.

IN WITNESS WHEREOF, Lessor and Lessee have caused this Addendum to be executed in their names by their duly authorized representatives as of the date first above written.

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

By:

Name:

Title:

**Lessee: City of Miramar**

By:

Name:

Title:

Attest By:

Name:

Title:

# Property Schedule No. 2002832705

## Master Equipment Lease Agreement

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This **Property Schedule No. 2002832705** is entered into as of the Commencement Date set forth below, pursuant to that certain Master Equipment Lease Agreement (the "Master Agreement"), dated as of June 30, 2017, between Key Government Finance, Inc., and City of Miramar.

1. Interpretation. The terms and conditions of the Master Agreement are incorporated herein by reference as if fully set forth herein. Reference is made to the Master Agreement for all representations, covenants and warranties made by Lessee in the execution of this Property Schedule, unless specifically set forth herein. In the event of a conflict between the provisions of the Master Agreement and the provisions of this Property Schedule, the provisions of this Property Schedule shall control. All capitalized terms not otherwise defined herein shall have the meanings provided in the Master Agreement.
2. Commencement Date. The Commencement Date for this Property Schedule is November 10, 2021.
3. Property Description and Payment Schedule. The Property subject to this Property Schedule is described in Exhibit A hereto. Lessee shall not remove such property from the locations set forth therein without giving prior written notice to Lessor. The Rental Payment Schedule for this Property Schedule is set forth in Exhibit 1.
4. Opinion. The Opinion of Lessee's Counsel is attached as Exhibit 2.
5. Lessee's Certificate. The Lessee's Certificate is attached as Exhibit 3.
6. Payment of Proceeds. Lessor shall disburse the proceeds of this Property Schedule in accordance with the instructions attached hereto as Exhibit 4.
7. Acceptance Certificate. The form of Acceptance Certificate is attached as Exhibit 5.
8. Additional Purchase Option Provisions. In addition to the Purchase Option provisions set forth in the Master Agreement, and so long as no Event of Default has occurred and is continuing, Lessee may prepay, in whole but not in part, the principal outstanding hereunder, plus a prepayment premium equal to 3% of the outstanding principal.
9. Expiration. Lessor, at its sole determination, may choose not to accept this Property Schedule if the fully executed, original Agreement (including this Property Schedule and all ancillary documents) are not received by Lessor at its place of business by November 10, 2021.
10. Interest Rate. 0.00%.
11. Continuing Disclosure. Lessor acknowledges that, in connection with Lessee's compliance with any continuing disclosure undertakings (each, a "Continuing Disclosure Agreement") entered into by Lessee pursuant to SEC Rule 15c2-12 promulgated pursuant to the Securities and Exchange Act of 1934, as amended (the "Rule"), Lessee may be required to file with the Municipal Securities Rulemaking Board's Electronic Municipal Market Access system, or its successor ("EMMA"), notice of its incurrence of its obligations under this Property Schedule and notice of any accommodation, waiver, amendment, modification of terms or other similar events reflecting financial difficulties in connection with this Property Schedule, in each case including a description of the material terms thereof (each such notice, an "EMMA Notice"). Lessee shall not file or submit or permit the filing or submission of any EMMA Notice that includes any of the following unredacted information regarding Lessor or the Escrow Agent: physical or mailing addresses, account information, e-mail addresses, telephone numbers, fax numbers, tax identification numbers, or titles or signatures of officers, employees or other signatories. Lessee acknowledges and agrees that Lessor is not responsible in connection with any EMMA Notice relating to this Property Schedule for Lessee's compliance or noncompliance (or any claims, losses or liabilities arising therefrom) with the Rule, any Continuing Disclosure Agreement or any applicable securities laws, including but not limited to those relating to the Rule.

IN WITNESS WHEREOF, Lessor and Lessee have caused this Property Schedule to be executed in their names by their duly authorized representatives as of the Commencement Date above. This Property Schedule shall not be binding upon Lessor until any and all conditions precedent contained herein have been met and receipt of, in form satisfactory to Lessor in its sole discretion, all required documentation and credit enhancements from Lessee including but not limited to, acceptance certificate, counsel opinion(s), insurance certificate(s), and tax documentation.

<b>Lessor: Key Government Finance, Inc.</b>
By:
Name:
Title:

<b>Lessee: City of Miramar</b>
By:
Name:
Title:

Attest By:
Name:
Title:

## EXHIBIT 1

### Property Description and Payment Schedule

Re: **Property Schedule No. 2002832705**, dated November 10, 2021, to Master Equipment Lease Agreement dated June 30, 2017, between Key Government Finance, Inc. and City of Miramar.

The Property is as follows: The Property as more fully described in Exhibit A incorporated herein by reference and attached hereto.

EQUIPMENT LOCATION: 2300 Civic Center Place  
Miramar, Florida 33025

USE: Networking Equipment - This use is essential to the proper, efficient and economic functioning of Lessee or to the services that Lessee provides; and Lessee has immediate need for and expects to make immediate use of substantially all of the Property, which need is not temporary or expected to diminish in the foreseeable future.

#### Rental Payment Schedule

If the Due Dates are not defined in this Rental Payment Schedule, they shall be defined as the 10th day of each annual period of this Rental Payment Schedule commencing with the Acceptance Date.

Total Principal Amount: **\$3,739,021.81**.

Payment No.	Due Date	Rental Payment	Principal	Interest	Principal Balance
1	1/10/2022	\$747,804.36	\$747,804.36	\$0.00	\$2,991,217.45
2	1/10/2023	\$747,804.36	\$747,804.36	\$0.00	\$2,243,413.09
3	1/10/2024	\$747,804.36	\$747,804.36	\$0.00	\$1,495,608.72
4	1/10/2025	\$747,804.36	\$747,804.36	\$0.00	\$747,804.36
5	1/10/2026	\$747,804.36	\$747,804.36	\$0.00	\$0.00

**Lessee: City of Miramar**

By:

Name:

Title:

## EXHIBIT A

## Property Description

Equipment as described in R2 Unified Technologies Quotation "City of Miramar – Cisco Switch Refresh RFP," undated (inserted below), referred to and incorporated herein by this reference.

### City of Miramar - Cisco Switch Refresh RFP

<u>Qty</u>	<u>Manufacturer Part Number</u>	<u>Description</u>
		Cisco ASR 1002-HX Aggregation Services Router - 750W Redundant Power - Cisco DNA Premier On-Prem 10G Aggregate License, 5 Year Subscription - 5 Years, 8x5xNBD SMARTnet Solution Support - 5 Years, 24x7 SMARTnet Solution Support & Software Subscription
4	ASR1002-HX-DNA	Cisco ASR 1002-HX, 4x10GE+4x1GE, Dual PS with DNA Support
4	CON-SSSNT-ASR100HX	SOLN SUPP 8X5XNBD Cisco ASR 1002-HX, 4x10GE+4x1GE, Dual PS
4	NETWORK-PNP-LIC-O	Network Plug-n-Play Connect SDWAN SW Device Provisioning
4	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400
4	EPA-BLANK	Ethernet Port Adapter (EPA) Blank Cover
4	PNP-CAP-VBOND	Network Plug-n-Play Connect VBOND Provisioning for SDWAN
4	SASR1KHUCMK9-1610	Cisco ASR1000 HX SD-WAN IOS XE Universal
4	ASR1002HX-IPSECHW	Cisco ASR1002-HX Crypto Module with no default throughput
4	CON-SSSNT-ASR10S2H	SOLN SUPP 8X5XNBD Cisco ASR1002-HX Crypto Module with no d
4	DNA-P-5G-P-5Y	DNA Premier OnPrem License, Agg 10G, 5Y
4	SVS-PDNA-5G-P5Y	Solution Support for SW - DNA Premier OnPrem Lic, 5G, 5Y
4	SDWAN-DNA-A	Cisco DNA Advantage for DNA Center
1600	SDWAN-UMB-PRE	Cisco Umbrella for DNA Premier
4	MEMUSB-1024FT	1GB USB Flash Token
4	M-ASR1002HX-16GB	Cisco ASR1002-HX 16GB DRAM
8	ASR1000X-AC-750W	Cisco ASR1000-HX 750W AC Power Supply
8	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m
4	DSTACK-T3-P	Cisco DNA Premier Stack - upto 10G (Aggr, 20G)
		Cisco Catalyst 9500 PoE Core Switch - 48 x 1/10/25GB Ports - 4 x 40/100B Uplinks - 650W Redundant Power - Cisco DNA Premier Licensing, 5 Year Subscription - 5 Years, 8x5xNBD SMARTnet Solution Support - 5 Years, 24x7 SMARTnet Solution Support & Software Subscription
2	C9500-48Y4C-A	Catalyst 9500 48-port x 1/10/25G + 4-port 40/100G, Advantage
2	CON-SSSNT-C9504YA4	SOLN SUPP 8X5XNBD Catalyst 9500 48-port 25/100G only, Adva
2	C9500-NW-A	C9500 Network Stack, Advantage
2	SC9500HUK9-173	Cisco Catalyst 9500H XE.17.3 UNIVERSAL
2	C9K-PWR-650WAC-R	650W AC Config 4 Power Supply front to back cooling
2	C9K-PWR-650WAC-R/2	650W AC Config 4 Power Supply front to back cooling
4	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
2	C9K-F1-SSD-BLANK	Cisco pluggable SSD storage
4	C9K-T1-FANTRAY	Catalyst 9500 Type 4 front to back cooling Fan
2	C9500-DNA-48Y4C-P	C9500 DNA Premier, 48Y4C Port, Term License
2	CON-SSTCM-C9524QP	SOLN SUPP SW SUBC9500 DNA Premier 2
2	C9500-DNA-P-5Y	C9500 DNA Premier, 40X/24Q/48Y4C/32C/32QC, 5Year Term License
100	ISE-BASE-T	ISE BASE Term License
100	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y



100	ISE-PLS-T	ISE PLS Term License
100	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y
200	SWATCH-T	StealthWatch 1 FPS Term License
200	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y
6	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic
6	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y
2	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment
		Cisco Catalyst 9500 PoE Core Switch - 24 x 1/10/25GB Ports - 4 x 40/100B Uplinks - 650W Redundant Power - Cisco DNA Premier Licensing, 5 Year Subscription - 5 Years, 8x5xNBD SMARTnet Solution Support - 5 Years, 24x7 SMARTnet Solution Support & Software Subscription
8	C9500-24Y4C-A	Catalyst 9500 24x1/10/25G and 4-port 40/100G, Advantage
8	CON-SSSNT-C95024YA	SOLN SUPP 8X5XNBD Catalyst 9500 24-port 25/100G only, Adva
8	C9500-NW-A	C9500 Network Stack, Advantage
8	SC9500HUK9-173	Cisco Catalyst 9500H XE.17.3 UNIVERSAL
8	C9K-PWR-650WAC-R	650W AC Config 4 Power Supply front to back cooling
8	C9K-PWR-650WAC-R/2	650W AC Config 4 Power Supply front to back cooling
16	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
8	C9K-F1-SSD-BLANK	Cisco pluggable SSD storage
16	C9K-T1-FANTRAY	Catalyst 9500 Type 4 front to back cooling Fan
8	C9500-DNA-24Y4C-P	C9500 DNA Premier, 24Y4C Port, Term License
8	CON-SSTCM-C9512QP	SOLN SUPP SW SUBC9500 DNA Premier
8	C9500-DNA-L-P-5Y	C9500 DNA Premier 12Q/16X / 24Y4C 5Year Term License
400	ISE-BASE-T	ISE BASE Term License
400	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y
400	ISE-PLS-T	ISE PLS Term License
400	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y
800	SWATCH-T	StealthWatch 1 FPS Term License
800	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y
24	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic
24	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y
8	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment
		Cisco Catalyst 9300 48 Port UPoE Switch - 1100W Redundant Power - Cisco Stacking and Power Stack Cables - Cisco 8 Port 10GB Network Module - DNA Premier Licensing, 5 Year Subscription - 5 Years, 24x7x4 SMARTnet Support
110	C9300-48U-A	Catalyst 9300 48-port UPOE, Network Advantage
110	C9300-NW-A-48	C9300 Network Advantage, 48-port license
110	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply
110	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply
220	CAB-TA-NA	North America AC Type A Power Cable
110	C9300-SSD-NONE	No SSD Card Selected
110	STACK-T1-50CM	50CM Type 1 Stacking Cable
110	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM
110	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module
110	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment
110	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic
110	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y

5500	ISE-BASE-T	ISE BASE Term License
5500	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y
5500	ISE-PLS-T	ISE PLS Term License
5500	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y
5500	ISE-PLS-T	ISE PLS Term License
5500	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y
11000	SWATCH-T	StealthWatch 1 FPS Term License
11000	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y
11000	SWATCH-T	StealthWatch 1 FPS Term License
11000	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y
5500	ISE-BASE-T	ISE BASE Term License
5500	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y
110	C9300-DNA-P-48	C9300 48-Port DNA-Premier License
110	C9300-DNA-P-48-5Y	C9300 DNA Premier, 48-Port, 5 Year Term License
110	CAT-DNA-P-ADD	Catalyst DNA Premier Add-On, Term Licenses
110	CAT-DNA-P-ADD-5Y	DNA Premier Catalyst Add-on, 5 Year Term License
110	CON-SNTP-C93004UA	SNTP-24X7X4 Catalyst 9300 48-port UPOE, Network Adva
110	S9300UK9-1612	Cisco Catalyst 9300 XE 16.12 UNIVERSAL
Cisco Catalyst 9300 24 Port UPoE Switch - 1100W Redundant Power - Cisco Stacking and Power Stack Cables - Cisco 8 Port 10GB Network Module - DNA Premier Licensing, 5 Year Subscription - 5 Years, 24x7x4 SMARTnet Support		
54	C9300-24U-A	Catalyst 9300 24-port UPOE, Network Advantage
54	C9300-NW-A-24	C9300 Network Advantage, 24-port license
54	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply
54	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply
108	CAB-TA-NA	North America AC Type A Power Cable
54	C9300-SSD-NONE	No SSD Card Selected
54	STACK-T1-50CM	50CM Type 1 Stacking Cable
54	CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM
54	C9300-NM-8X	Catalyst 9300 8 x 10GE Network Module
54	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment
54	PI-LFAS-T	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic
54	PI-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y
5400	SWATCH-T	StealthWatch 1 FPS Term License
5400	SWATCH-TRK-5Y	ISE BASE Tracker Term 5Y
2700	ISE-PLS-T	ISE PLS Term License
2700	ISE-PLS-TRK-5Y	ISE PLS Tracker Term 5Y
2700	ISE-BASE-T	ISE BASE Term License
2700	ISE-BASE-TRK-5Y	ISE BASE Tracker Term 5Y
54	CON-SNTP-C93002UA	SNTP-24X7X4 Catalyst 9300 24-port UPOE, Network Adva
54	C9300-DNA-P-24	C9300 24-Port DNA-Premier License
54	C9300-DNA-P-24-5Y	C9300 DNA Premier, 24-Port, 5 Year Term License
54	S9300UK9-1612	Cisco Catalyst 9300 XE 16.12 UNIVERSAL

Cisco DNA Center Appliance - Dual Intel Xeon Gold 6238 2.1GHz 22 Core Processors per Appliance - 256GB RAM per Appliance - 2 x Cisco 3 Meter 10GB SFP+ Cables per Appliance - 5 Years, 8x5xNBD SMARTnet Solution Support

2	DN2-HW-APL	Cisco DNA Center Appliance (Gen 2) - 44 Core
2	DNA-SW-1.3	Cisco DNA Center SW 1.3
4	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
2	DN2-PCIE-ID10GF	Intel X710-DA2 dual-port 10G SFP+ NIC
4	DN2-PSU1-770W	Cisco UCS 770W AC Power Supply for Rack Server
2	DN2-SD-64G-S	64GB SD Card for UCS Servers
2	DN2-TPM2-002	Trusted Platform Module 2.0 for UCS servers
2	DN2-RAID-M5	Cisco 12G Modular RAID controller with 2GB cache
2	DN2-MSTOR-SD	Mini Storage Carrier for SD (holds up to 2)
2	DN2-PCIE-IQ10GF	Intel X710 quad-port 10G SFP+ NIC
4	SFP-H10GB-CU3M	10GBASE-CU SFP+ Cable 3 Meter
16	DN2-SD19T61X-EV	1.9TB 2.5 inch Enterprise Value 6G SATA SSD
4	DN2-SD480G61X-EV	480GB 2.5 inch Enterprise Value 6G SATA SSD
4	DN2-CPU-I6238	Intel 6238 2.1GHz/140W 22C/30.25MB DCP DDR4 2933 MHz
16	DN2-MR-X32G2RT-H	32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
2	CON-SSSNT-DN2HWPL	SOLN SUPP 8X5XNBD DNA Center Appliance (Gen 2)
		Cisco Secure Network Server - 5 Years, 2x7x4 SMARTnet Support
4	SNS-3655-K9	Medium Secure Network Server for ISE Applications
8	CAB-N5K6A-NA	Power Cord, 200/240V 6A North America
16	SNS-HD600G10K12N	600GB 12G SAS 10K RPM SFF HDD
4	SW-36X5-ISE-K9	Cisco ISE Software Load on SNS-36x5-K9 appliance
8	SNS-PSU1-770W	770W power supply
4	SNS-PCIE-IRJ45	Intel i350 Quad Port 1Gb Adapter
4	SNS-RAID-M5	Cisco 12G Modular RAID controller with 2GB cache
4	SNS-CPU-4116	2.1 GHz 4116/85W 12C/16.50MB Cache/DDR4 2400MHz
4	R2XX-RAID10	Enable RAID 10 Setting
24	SNS-MR-X16G1RT-H	16GB DDR4-2933-MHz RDIMM/1Rx4/1.2v
4	CON-SNTP-SNS3655K	SNTC-24X7X4 Medium Secure Network Server for ISE App
		Cisco Stealthwatch Flow Collector 4210 - 5 Years, 24x7x4 SMARTnet Support
2	ST-FC4210-K9	Cisco Stealthwatch Flow Collector 4210
4	ST-M5-PWR-AC-770W	Cisco Stealthwatch AC Power Supply 770W
4	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
2	ST-M5-10G-NIC	Cisco Stealthwatch X710-DA2 dual-port 10G SFP+ NIC
2	ST-FC-NF-7.0-K9	Cisco Stealthwatch Flow Collector NetFlow Software v7.0
2	ST-M5-RAID-12G	Cisco Stealthwatch 12G SAS Modular Raid Controller
2	ST-M5-TPM-2.0	Cisco Stealthwatch Trusted Platform Module 2.0
4	ST-M5-CPU-6130	Cisco Stealthwatch CPU 2.10 GHz 6130 - Cache 16C/22MB
16	ST-M5-HDD-1.2TB	Cisco Stealthwatch 1.2 TB 12G SAS 10K RPM SFF HDD
32	ST-M5-MEM-32GB	Cisco Stealthwatch 32 GB DDR4-2666 MHz RDIMM/PC4-21300
2	CON-SNTP-STFC4291	SNTC-24X7X4 Cisco Stealthwatch Flow Collector 4210
		Cisco Stealthwatch Management Console - 5 Years, 24x7x4 SMARTnet Support
2	ST-SMC2210-K9	Cisco Stealthwatch Management Console 2210
4	ST-M5-PWR-AC-770W	Cisco Stealthwatch AC Power Supply 770W
4	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
2	ST-M5-10G-NIC	Cisco Stealthwatch X710-DA2 dual-port 10G SFP+ NIC
2	ST-SMC-7.0-K9	Cisco Stealthwatch Management Console Software v7.0

2	ST-M5-RAID-12G	Cisco Stealthwatch 12G SAS Modular Raid Controller
2	ST-M5-TPM-2.0	Cisco Stealthwatch Trusted Platform Module 2.0
4	ST-M5-CPU-6130	Cisco Stealthwatch CPU 2.10 GHz 6130 - Cache 16C/22MB
16	ST-M5-HDD-1.2TB	Cisco Stealthwatch 1.2 TB 12G SAS 10K RPM SFF HDD
32	ST-M5-MEM-32GB	Cisco Stealthwatch 32 GB DDR4-2666 MHz RDIMM/PC4-21300
2	CON-SNTP-STSMC22K	SNTPC-24X7X4 Cisco Stealthwatch Management Console 22
8	SFP-10G-LR-S=	Cisco 10GB Long Range SFP Transceiver 10GBASE-LR SFP Module, Enterprise-Class
390	SFP-10G-SR-S=	Cisco 10GB Short Range SFP Transceiver 10GBASE-SR SFP Module, Enterprise-Class
58	GLC-SX-MMD=	Cisco 1GB SFP Transceiver 1000BASE-SX SFP transceiver module, MMF, 850nm, DOM
		Cisco DNA Center Appliance - Dual Intel Xeon Gold 6238 2.1GHz 22 Core Processors per Appliance - 256GB RAM per Appliance - 2 x Cisco 3 Meter 10GB SFP+ Cables per Appliance - 5 Years, 8x5xNBD SMARTnet Solution Support
1	EA-DNAC-OFFER	Requires email pre-approval: ea-dnac-offer(a)cisco.com
1	DNA-SOLN-STARTER	Solution Starter
1	DN2-HW-APL-U	Cisco DNA Center Appliance 44 Core-- Upgrade (Gen 2)
1	CON-SSSNT-DN2HWPL	SOLN SUPP 8X5XNBD DNA Center Appliance (Gen 2)
1	DNA-SW-1.3	Cisco DNA Center SW 1.3
2	DN2-SD480G6I1X-EV	480GB 2.5 inch Enterprise Value 6G SATA SSD
2	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America
1	DN2-PCIE-IQ10GF	Intel X710 quad-port 10G SFP+ NIC
1	DN2-SD-64G-S	64GB SD Card for UCS Servers
1	DN2-RAID-M5	Cisco 12G Modular RAID controller with 2GB cache
1	DN2-MSTOR-SD	Mini Storage Carrier for SD (holds up to 2)
8	DN2-SD19T61X-EV	1.9TB 2.5 inch Enterprise Value 6G SATA SSD
1	DN2-TPM2-002	Trusted Platform Module 2.0 for UCS servers
2	DN2-PSU1-770W	Cisco UCS 770W AC Power Supply for Rack Server
1	DN2-PCIE-ID10GF	Intel X710-DA2 dual-port 10G SFP+ NIC
2	DN2-CPU-I6238	Intel 6238 2.1GHz/140W 22C/30.25MB DCP DDR4 2933 MHz
8	DN2-MR-X32G2RT-H	32GB DDR4-2933-MHz RDIMM/2Rx4/1.2v
		Cisco DNA EA Bundle
1	ELA2-M	Cisco EA BUNDLE
1	E2-N-AS	Cisco DNA for EA - Access Switching
1	E2-N-AS-S	Access Switching EA - Support
54	E2N-C93001-G-P	C9300 24-port CISCO DNA EA Premier New Purchase
110	E2N-C93002-G-P	C9300 48-port CISCO DNA EA Premier New Purchase
2	E2N-C95005-G-P	C9500 CISCO DNA EA Premier 48Y4C New Purchase
8	E2N-C95006-G-P	C9500 CISCO DNA EA Premier 24Y4C New Purchase
1	E2-N-CL-SDWAN	Cisco DNA for EA - Cloud WAN
1	E2-N-OP-SDWAN-S	Cisco DNA for EA On-Prem WAN Support
4	E2N-SDWAN-P-T3-G-P	Enterprise WAN Tier 3 On-Prem (10G) DNA EA Premier
1	Professional Services	Installation and Configuration of Cisco SDA Solution

## EXHIBIT 2

### **Lessee's Counsel's Opinion**

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#### **[To be provided on letterhead of Lessee's counsel.]**

[Address to Lessor and Lessee]

RE: **Property Schedule No. 2002832705**, dated November 10, 2021, to Master Equipment Lease Agreement dated June 30, 2017, between Key Government Finance, Inc. and City of Miramar.

Ladies and Gentlemen:

We have acted as special counsel to City of Miramar ("Lessee"), in connection with the Master Equipment Lease Agreement, dated as of June 30, 2017 (the "Master Agreement"), between City of Miramar, as lessee, and Key Government Finance, Inc. as lessor ("Lessor"), and the execution of Property Schedule No. 2002832705 (the "Property Schedule") pursuant to the Master Agreement and, if applicable, that certain Escrow Agreement dated as of November 10, 2021 by and among Lessee, Lessor and KeyBank National Association as Escrow Agent (the "Escrow Agreement", and collectively the "Transaction Documents"). We have examined the law and such certified proceedings and other papers as we deem necessary to render this opinion.

All capitalized terms not otherwise defined herein shall have the meanings provided in the Transaction Documents.

As to questions of fact material to our opinion, we have relied upon the representations of Lessee in the Transaction Documents and in the certified proceedings and other certifications of public officials furnished to us without undertaking to verify the same by independent investigation.

Based upon the foregoing, we are of the opinion that, under existing law:

1. Lessee is a public body corporate and politic, duly organized and existing under the laws of the State, and has a substantial amount of one or more of the following sovereign powers: (a) the power to tax, (b) the power of eminent domain, and (c) the police power.

2. Lessee has all requisite power and authority to enter into the Transaction Documents and to perform its obligations thereunder, including the account(s) opened pursuant to the Escrow Agreement.

3. The execution, delivery and performance of the Transaction Documents by Lessee has been duly authorized by all necessary action on the part of Lessee.

4. All proceedings of Lessee and its governing body relating to the authorization and approval of the Transaction Documents, the execution thereof and the transactions contemplated thereby have been conducted in accordance with all applicable open meeting laws and all other applicable state and federal laws.

5. Lessee has acquired or has arranged for the acquisition of the Property subject to the Property Schedule, and has entered into the Master Agreement and the Property Schedule, in compliance with all applicable public bidding laws.

6. Lessee has obtained all consents and approvals of other governmental authorities or agencies which may be required for the execution, delivery and performance by Lessee of the Transaction Documents.

7. The Transaction Documents have been duly executed and delivered by Lessee and constitute legal, valid and binding obligations of Lessee, enforceable against Lessee in accordance with the terms thereof, except insofar as the enforcement thereof may be limited by any applicable bankruptcy, insolvency, moratorium, reorganization or other laws of equitable principles of general application, or of application to municipalities or political subdivisions such as the Lessee, affecting remedies or creditors' rights generally, and to the exercise of judicial discretion in appropriate cases.

8. As of the date hereof, based on such inquiry and investigation as we have deemed sufficient, no litigation is pending, (or, to our knowledge, threatened) against Lessee in any court (a) seeking to restrain or enjoin the delivery of the Transaction Documents or of other agreements similar thereto; (b) questioning the authority of Lessee to execute the Transaction Documents, or the validity of the Transaction Documents, or the payment of principal of or interest on, the Property Schedule; (c) questioning the constitutionality of any statute, or the validity of any proceedings, authorizing the execution of the Transaction Documents; or (d) affecting the provisions made for the payment of or security for the Transaction Documents.

This opinion may be relied upon by Lessor, its successors and assigns, and any other legal counsel who provides an opinion with respect to the Property Schedule.

Very truly yours,

By: \_\_\_\_\_

**DO NOT SIGN THIS FORM – MUST BE ON LETTERHEAD OF LESSEE’S COUNSEL**

Dated: \_\_\_\_\_

## EXHIBIT 3

### **Lessee's Certificate**

Re: **Property Schedule No. 2002832705**, dated November 10, 2021, to Master Equipment Lease Agreement dated June 30, 2017, between Key Government Finance, Inc. and City of Miramar.

The **undersigned attestor**, being the duly elected, qualified and acting \_\_\_\_\_ of City of Miramar ("Lessee") does hereby certify, as of November 10, 2021, as follows:

1. Lessee did, at a meeting of the governing body of the Lessee held on \_\_\_\_\_, by resolution or ordinance duly enacted, in accordance with all requirements of law, approve and authorize the execution and delivery of the above-referenced Property Schedule (the "Property Schedule") and the Master Equipment Lease Agreement (the "Master Agreement") by the following named representative of Lessee, to wit:

NAME OF EXECUTING OFFICIAL (Official(s) who signed the documents.)	TITLE OF EXECUTING OFFICIAL	SIGNATURE OF EXECUTING OFFICIAL
And/Or		
And/Or		

2. The above-named representative of the Lessee held at the time of such authorization and holds at the present time the office set forth above.

3. The meeting(s) of the governing body of the Lessee at which the Master Agreement and the Property Schedule were approved and authorized to be executed was duly called, regularly convened and attended throughout by the requisite quorum of the members thereof, and the enactment approving the Master Agreement and the Property Schedule and authorizing the execution thereof has not been altered or rescinded. All meetings of the governing body of Lessee relating to the authorization and delivery of Master Agreement and the Property Schedule have been: (a) held within the geographic boundaries of the Lessee; (b) open to the public, allowing all people to attend; (c) conducted in accordance with internal procedures of the governing body; and (d) conducted in accordance with the charter of the Lessee, if any, and the laws of the State.

4. No event or condition that constitutes, or with the giving of notice or the lapse of time or both would constitute, an Event of Default or an Event of Nonappropriation (as such terms are defined in the Master Agreement) exists at the date hereof with respect to this Property Schedule or any other Property Schedules under the Master Agreement.

5. The acquisition of all of the Property under the Property Schedule has been duly authorized by the governing body of Lessee.

6. Lessee has, in accordance with the requirements of law, fully budgeted and appropriated sufficient funds for the current budget year to make the Rental Payments scheduled to come due during the current budget year under the Property Schedule and to meet its other obligations for the current budget year and such funds have not been expended for other purposes.

7. As of the date hereof, no litigation is pending, (or, to my knowledge, threatened) against Lessee in any court (a) seeking to restrain or enjoin the delivery of the Master Agreement or the Property Schedule or of other agreements similar to the Master Agreement; (b) questioning the authority of Lessee to execute the Master Agreement or the Property Schedule, or the validity of the Master Agreement or the Property Schedule, or the payment of principal of or interest on, the Property Schedule; (c) questioning the constitutionality of any statute, or the validity of any proceedings, authorizing the execution of the Master Agreement and the Property Schedule; or (d) affecting the provisions made for the payment of or security for the Master Agreement and the Property Schedule.

City of Miramar
<b>Attest By:</b>
Title:
<b>SOMEONE OTHER THAN THE EXECUTING OFFICIAL(S) SHOWN ABOVE MUST SIGN HERE.</b>

EXHIBIT 4

**Payment of Proceeds Instructions**

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

Re: **Property Schedule No. 2002832705**, dated November 10, 2021 (the "Property Schedule") to Master Equipment Lease Agreement dated June 30, 2017, between Key Government Finance, Inc. ("Lessor") and City of Miramar ("Lessee").

Ladies and Gentlemen:

The undersigned, an Authorized Representative of the Lessee hereby requests and authorizes Lessor to disburse the net proceeds of the Property Schedule as follows:

Name of Payee: KeyBank National Association - Escrow

By check \_\_\_\_\_

By wire transfer   X  

City of Miramar

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_



EXHIBIT 5

**Acceptance Certificate**

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

Re: **Property Schedule No. 2002832705**, dated November 10, 2021, to Master Equipment Lease Agreement dated June 30, 2017, between Key Government Finance, Inc. and City of Miramar.

Ladies and Gentlemen:

In accordance with the above-referenced Master Equipment Lease Agreement (the "Master Agreement"), the undersigned ("Lessee") hereby certifies and represents to, and agrees with Key Government Finance, Inc. ("Lessor"), as follows:

- (1) The Property, as such terms are defined in the above-referenced Property Schedule, has been acquired, made, delivered, installed and accepted on the date indicated below.
- (2) Lessee has conducted such inspection and/or testing of the Property as it deems necessary and appropriate and hereby acknowledges that it accepts the Property for all purposes.
- (3) No event or condition that constitutes, or with notice or lapse of time, or both, would constitute, an Event of Default or an Event of Nonappropriation (as such terms are defined in the Master Agreement) exists at the date hereof.

Date: \_\_\_\_\_

City of Miramar  
as Lessee

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**\*\*Please fill out this form and email it to your insurance company\*\***

## **Request for Certificate of Insurance**

**TO:**

**Insurance Carrier:** (Name) \_\_\_\_\_  
(Address) \_\_\_\_\_  
(Address) \_\_\_\_\_  
(Contact Name) \_\_\_\_\_  
(Contact Phone) \_\_\_\_\_  
(Contact Email) \_\_\_\_\_

**FROM:**

**Customer/Lessee:** City of Miramar  
2300 Civic Center Place  
Miramar, Florida 33025  
Contact Name: Joseph Castelli  
Contact Phone: (954) 602-3099

**City of Miramar** is in the process of financing Networking Equipment with Key Government Finance, Inc.

City of Miramar requests that Key Government Finance, Inc. be listed as "Key Government Finance, Inc., their successors and assigns" and that it be named ADDITIONAL INSURED as to liability coverage and LOSS PAYEE as to property coverage. A copy of said certificate should be forwarded to Key Government Finance, Inc. as described below.

**NOTE:** Coverage is to include:

- (1) insurance against all risks of physical loss or damage to the Equipment;
- (2) commercial general liability insurance (including blanket contractual liability coverage and products liability coverage) for personal and bodily injury and property damage of not less than \$1,000,000; and
- (3) if applicable, automobile liability coverage of not less than \$3,000,000.

Key Government Finance, Inc. is to receive **30 days** prior written notice of cancellation or material change in coverage. ***Qualifying language such as "endeavor to provide"; "but failure to do so shall impose no obligation or liability of any kind upon the insurer, its agents or representative" or the like will NOT be accepted and will delay funding.***

- ☐ 1. Please **EMAIL** this completed information to:  
Key Government Finance, Inc.  
Tammy Kaler, Account Manager  
Phone Number: (720) 304-1202  
Email: tamura.m.kaler@key.com
- ☐ 2. Please **MAIL** a Certificate of Insurance to:  
Key Government Finance, Inc.  
Attn: Collateral Services  
1000 S. McCaslin Blvd.  
Superior, CO 80027
- ☐ 3. Please **CONTACT** the Account Manager:  
✓ When sending this Certificate.  
✓ If this cannot be completed today.  
✓ If you have any questions.

## Notification of Tax Treatment

Key Government Finance, Inc. is required to collect and remit sales/use tax in the taxing jurisdiction where your equipment will be located. In the event we do not receive a valid sales tax exemption certificate prior to the date your lease commences, you will be charged sales/use tax.

Personal property tax returns will be filed as required by local law. In the event that any tax abatements or special exemptions are available on the equipment you will be leasing from us, please notify us as soon as possible and forward the related documentation to us. This will ensure that your leased equipment will be reported correctly.

Please indicate below if you feel that your lease is subject to tax or whether a valid exemption exists.

\_\_\_\_\_ I agree that my lease is subject to sales/use tax.

\_\_\_\_\_ I am exempt from sales/use tax and I have attached a completed exemption certificate to Key Government Finance, Inc.

\_\_\_\_\_ I have previously provided a completed exemption certificate to Key Government Finance, Inc. which is valid for this transaction.

\_\_\_\_\_ I am exempt from state tax but subject to local tax. I have attached a completed exemption certificate.

\_\_\_\_\_ I have a valid abatement or property tax exemption (documentation attached).

If applicable to the tax rates in your state, are you outside the city limits or in an unincorporated area? \_\_\_\_\_

Additional comments:

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<b>Lessee: City of Miramar</b>
By:
Name:
Title:

**LESSEE INVOICE INSTRUCTIONS**  
(The information you provide enables us to invoice you correctly.)

City of Miramar  
Property Schedule No. 2002832705

**BILL TO ADDRESS:**

**BILLING CONTACT:**

First, M.I. and Last Name:

Title:

Phone Number:

Fax Number:

**PURCHASE ORDER NUMBER:**

Invoices require purchase order numbers: YES \_\_\_\_\_ NO \_\_\_\_\_

Purchase Order Number:

**FEDERAL TAX ID NUMBER:**

**EQUIPMENT LOCATION** (If different from Billing Address):

**ADDITIONAL INFORMATION NEEDED ON INVOICE:**

## EMAIL INVOICE ACKNOWLEDGEMENT

Key Government Finance, Inc. sends payment invoices, as a courtesy and for your information, to its clients via email in order to provide a faster and more efficient service.

Please provide the information requested below in order for us to ensure that these invoices are sent to the appropriate email address.

Email Address \_\_\_\_\_

Retype email address \_\_\_\_\_

Email Address \_\_\_\_\_

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Email Address \_\_\_\_\_

Retype email address \_\_\_\_\_

We recommend that you provide a team email address that is monitored by more than one person in order to reduce the risk that the recipient is unavailable. Request to change this email address should be emailed to [customerservice@leasingcentral.com](mailto:customerservice@leasingcentral.com).

We also recommend that you add the [noreply@leasingcentral.com](mailto:noreply@leasingcentral.com) email address to your email address book so that these emails are not flagged as Spam.

-----

### Acknowledgement

The email address provided above is confirmed to be correct, secure, and should be utilized for all current, proposed and future transaction payment invoices between Key Government Finance, Inc. and City of Miramar.

City of Miramar acknowledges that it will no longer receive paper invoices and that it remains obligated to make all payments as they come due, regardless of whether an invoice has been received or not.

### City of Miramar

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

## Escrow Disbursement Instructions

In reference to your equipment financing, we will be depositing the financing proceeds directly into an escrow account. This account will provide you with the ability to disburse funds incrementally (either directly to vendors or to reimburse yourself) based on equipment invoices (any \$ size and frequency). You will control the disbursement of funds by completing the attached documents.

**Escrow Disbursements** – The following are the steps that you will need to take when making disbursements of proceeds from your escrow account:

1. Complete and sign **Exhibit A** “FORM OF REQUISITION OF COSTS OF PROPERTY”. This needs to be on your letterhead.
  2. Complete and sign – **Schedule 1** “DISBURSEMENT SCHEDULE” complete with payment information.
  3. Attach – Invoice(s) from the Vendor(s).
  4. Mail a completed and signed copy of the **Exhibit A, Schedule 1 and the Vendor invoices** to my attention at the address listed below.
- **Note: If the disbursement from the escrow is for the reimbursement of funds already expended, you must attach proof of payment (front and back of cancelled checks).**

**\*\*PLEASE NOTE THAT WE MUST RECEIVE THE ORIGINAL DOCUMENTS\*\***

**Once you are ready to do the final disbursement out of the Escrow account:**

- Final Disbursement – Include the signed and dated original of the **Exhibit 5** “ACCEPTANCE CERTIFICATE” (this document was part of your original document package), along with the Exhibit A “FORM OF REQUISITION OF COSTS OF PROPERTY” and the rest of the attachments needed. Additionally, please include a letter stating that this is the final disbursement and that you wish to close the Escrow account.
- If there is any money remaining in the Escrow account, after the final disbursement to the Vendor(s), the balance will be applied to your next payment.

If you have any questions regarding this information, please give me a call.

Thank you.

Tammy Kaler  
Key Government Finance  
1000 S. McCaslin Blvd.  
Superior CO 80027  
(720) 304-1202  
tamura.m.kaler@key.com

## ESCROW AGREEMENT

This Escrow Agreement (the "Escrow Agreement"), dated as of November 10, 2021 and entered into among Key Government Finance, Inc. ("Lessor"), City of Miramar ("Lessee") and KeyBank National Association (the "Escrow Agent").

### RECITALS:

A. Lessor and Lessee are parties to a Master Equipment Lease Agreement, dated as of June 30, 2017 and Schedule No. 2002832705 thereunder, dated as of November 10, 2021 (the "Lease Agreement"), whereunder Lessee is acquiring from Lessor certain personal property more particularly described therein (the "Property").

B. Lessor and Lessee intend to cause or have caused certain funds to be deposited with Escrow Agent to pay for costs of the Property, and Escrow Agent has agreed to disburse said funds in accordance with the terms and conditions of this Escrow Agreement.

C. Each of the parties has authority to enter into this Escrow Agreement and has taken all actions necessary to authorize the execution of this Escrow Agreement by the officers whose signatures are affixed hereto.

NOW, THEREFORE, the parties agree as follows:

1. Appointment of Escrow Agent. Lessor, Lessee and Escrow Agent agree that Escrow Agent shall act as sole Escrow Agent under the Lease Agreement and this Escrow Agreement, in accordance with the terms and conditions set forth in this Escrow Agreement. The Escrow Agent, in its capacity as escrow agent hereunder, shall not be deemed to be a party to the Lease Agreement, and this Escrow Agreement shall be deemed to constitute the entire agreement regarding the Acquisition Fund (as hereinafter defined) among Lessor, Lessee and Escrow Agent.

2. Acquisition Fund. There is hereby established in the custody of Escrow Agent an escrow fund designated as the "City of Miramar Acquisition Fund" (the "Acquisition Fund") to be held and administered by Escrow Agent in trust for Lessee in accordance with this Escrow Agreement, subject to Lessor's rights under Section 3 hereof. It is anticipated that the funds in the Acquisition Fund and earnings thereon shall be sufficient to pay the cost of acquisition of the Property. In the event such sums are insufficient, Lessee shall be responsible for the timely payment of any deficiency.

The moneys and investments held by Escrow Agent under this Escrow Agreement are irrevocably held in trust for the benefit of Lessee and Lessor, and such moneys, together with any income or interest earned thereon, shall be expended only as provided in this Escrow Agreement, and shall not be subject to levy or attachment or lien by or for the benefit of any creditor of Lessee (other than Lessor) or Lessor. Lessee hereby grants to Lessor a security interest in the Acquisition Fund to secure payment of all sums due to Lessor under the Lease. For such purpose, Escrow Agent hereby agrees to act as agent for Lessor in connection with the perfection of such security interest and agrees to note, or cause to be noted, on all books and records relating to such accounts, Lessor's interest therein.

2.A. Deposit in Acquisition Fund. There shall be deposited in the Acquisition Fund the sum of \$3,739,021.81. Escrow Agent shall maintain accounting records sufficient to permit calculation of the income on investments and interest earned on deposit of amounts held in the Acquisition Fund, and such income and interest shall become part of the Acquisition Fund and may be expended as provided herein.

2.B. Disbursements from Acquisition Fund. Escrow Agent shall make payments from the Acquisition Fund to pay costs of the Property upon receipt of requisitions from Lessee, signed by an authorized individual substantially in the form attached hereto as Exhibit A, which is incorporated by reference herein. In the event Escrow Agent is directed or requested by Lessee to hold or deposit any retained funds or to accept a retainage bond (in lieu of funds) as may be required by law or the terms of the acquisition contract to which Lessee is a party, Escrow Agent shall act in accordance with Lessee's instructions, and such retained funds (or performance bond) and any interest thereon shall be paid as provided in instructions to Escrow Agent from Lessee. In no event, shall Lessee submit more than six (6) requisitions in any month. The final requisition shall include the final acceptance certificate required in the Lease Agreement, which shall be executed by the Lessee and delivered to the Escrow Agent. Where requisitions involve titled motor vehicles, the requisition shall also include:

- (i) Manufacturer's Certificate of Origin.
- (ii) Motor vehicle paperwork appropriate to state of registration, noting Key Government Finance, Inc. as lien holder.
- (iii) Insurance certificate naming Key Government Finance, Inc., its successors and assigns as sole loss payee and additional insured for the specified equipment.

3. Termination of Escrow.

(a) Acquisition of Property. Upon the final acceptance of the Property by Lessee, as evidenced by execution by Lessee of a final acceptance certification pursuant to the Lease Agreement and delivered to Escrow Agent, and the payment of all costs related thereto (i) any retainage shall be disbursed as directed by Lessee, and (ii) any amounts remaining in the Acquisition Fund (including the earnings from investments thereof) shall be transferred to Lessee and be applied toward reimbursement of Lessee for funds advanced for the Property. To the extent that additional moneys in excess of those needed to reimburse Lessee for the acquisition of the Property exist in the Acquisition Fund, such amounts shall be paid to Lessor and applied first to the next payment due on the Lease and then applied to prepayment of the principal component of installment payments and Lessor shall recalculate the lease payment schedule for the remaining term such that the remaining lease payments shall be level. Upon disbursement of all sums in the Acquisition Fund, this Escrow Agreement shall terminate, provided that the indemnifications by Lessee shall survive the termination of this Escrow Agreement.

(b) Eighteen Months. This Escrow Agreement shall terminate eighteen (18) months from the date of this Escrow Agreement. It may, however, be extended by mutual consent of the Lessee and Lessor in writing to the Escrow Agent either in advance of the termination or retroactively. Any money remaining in the Acquisition Fund at the time of termination under this subsection (b) shall be transferred to Lessor and shall be applied first to the next payment due under the Lease, and then, if there are amounts remaining, applied to the prepayment the Lease being applied to principal and Lessor shall recalculate the lease payment schedule for the remaining term such that the remaining lease payments shall be level. Lessee shall be deemed to have accepted all Property paid for from the Acquisition Fund at the time of termination under this subsection (b). Upon disbursement of all sums in the Acquisition Fund, this Escrow Agreement shall terminate, provided that the indemnifications by Lessee shall survive the termination of this Escrow Agreement.

(c) Event of Default. Upon receipt of written notice from Lessor of an event of default by Lessee under the Lease Agreement Escrow Agent shall disburse the funds in the Acquisition Fund to Lessor for application in accordance with the Lease Agreement. Upon such payments from the Acquisition Fund, this Escrow Agreement shall terminate, provided that the indemnifications by Lessee shall survive the termination of this Escrow Agreement.

4. Investment of Acquisition Fund. Monies held by Escrow Agent hereunder shall be invested and reinvested by Escrow Agent upon written instructions from Lessee, signed by an authorized individual substantially in the form attached hereto as Exhibit B, which is incorporated by reference herein, in an investment which is a permitted investment for Lessee under the laws of the state in which Lessee is organized. Escrow Agent shall have no responsibility for advising Lessee or Lessor as to the permissibility of any investment of monies in the Acquisition Fund. If Escrow Agent does not receive a written direction from Lessee as to the investment or reinvestment of monies in the Acquisition Fund, Escrow Agent may hold such monies uninvested until such direction is received. Escrow Agent shall have no responsibility for any losses suffered from any investment of monies on deposit in the Acquisition Fund authorized by Lessee.

5. Amendment and Modification. This Escrow Agreement may not be amended, modified, altered, supplemented or waived except by a written instrument executed by Lessor, Lessee and Escrow Agent.

6. Regarding the Escrow Agent.

(a) Duties of Escrow Agent. Escrow Agent undertakes to perform only such duties as are specifically set forth in this Escrow Agreement. Escrow Agent shall be under no implied obligation or subject to any implied liability hereunder. Escrow Agent shall incur no liability whatsoever except for its gross negligence or willful misconduct so long as it is acting in good faith. Escrow Agent shall not be required to take notice of any of the provisions of the Lease Agreement or any document or instrument executed in connection therewith, except as expressly set forth in this Escrow Agreement. The permissive right of the Escrow Agent to do things enumerated in this Escrow Agreement shall not be construed as a duty.

(b) Escrow Agent Reliance. Escrow Agent may act in reliance upon any writing or instrument or signature which it, in good faith, believes to be genuine, may assume the validity and accuracy of any statement or assertion contained in such a writing or instrument, and may assume that any person purporting to give any writing, notice, advice or instructions in connection with the provisions hereof has been duly authorized to do so. Escrow Agent shall not be liable in any manner for the sufficiency or correctness as to form, manner and execution, or validity of any instrument deposited with it, nor as to the identity, authority or right of any person executing the same; and its duties hereunder shall be limited to those specifically provided herein.

(c) Counsel and Fees; Reliance upon Counsel. If Escrow Agent believes it to be reasonably necessary to consult with counsel concerning any of its duties in connection herewith, or in case the Escrow Agent becomes involved in litigation on account of acting hereunder, then, in either case, its cost, expenses and reasonable attorneys fees shall be paid by Lessee. Escrow Agent's right to receive its attorneys' fees and expenses shall survive the termination of



this Escrow Agreement. If Escrow Agent consults with counsel, Escrow Agent may act, in good faith, in reliance upon the advice of counsel concerning its duties in connection herewith or in acting hereunder.

(d) No Obligation to Take Legal Action. Escrow Agent shall not be under any obligation to take any legal action in connection with this Escrow Agreement or for its enforcement, or to appear, prosecute or defend any action or legal proceeding which, in its opinion, would or might involve it in any costs, expense, loss or liability, or to otherwise expend or risk its own funds or incur any financial liability in the performance of this Escrow Agreement, unless and as often required by it, it shall be furnished with security and indemnity satisfactory against all such costs, expenses, losses or liabilities. If any controversy arises between the parties hereto or with any third person, the Escrow Agent shall not be required to resolve the same or to take any action to do so (other than to use its best efforts to give notice of such controversy to Lessor and Lessee) but may, at its discretion, institute such interpleader or other proceedings as it deems proper.

(e) Quarterly Statement. Escrow Agent shall issue a quarterly accounting statement showing receipts to and disbursements from the Acquisition Fund. Such statement shall be mailed to Lessor and Lessee.

(f) Resignation and Termination. Escrow Agent may, upon providing thirty days written notice, resign its position as Escrow Agent and terminate its liabilities and obligations hereunder. In the event Escrow Agent is not notified within thirty days of a successor Escrow Agent, Escrow Agent shall be entitled to transfer all funds to a court of competent jurisdiction with a request to have a successor appointed, at the expense of Lessee. Upon filing such action and delivering such assets, Escrow Agent's obligations and responsibilities shall cease. Lessor and Lessee may jointly terminate Escrow Agent and appoint a successor Escrow Agent by providing 15 days written notice to Escrow Agent.

7. Indemnification. To the extent permitted by law, Lessee hereby assumes liability for, and hereby agrees (whether or not any of the transactions contemplated hereby are consummated) to indemnify, protect, save and keep harmless the Escrow Agent and its respective successors, assigns, agents, employees and servants, from and against any and all liabilities, obligations, losses, damages, penalties, claims, actions, suits, costs, expenses and disbursements (including reasonable legal fees and disbursements) of whatsoever kind and nature which may be imposed on, incurred by or asserted against, Escrow Agent at any time (whether or not also indemnified against the same by Lessee or any other person under any other agreement or instrument, but without double indemnity) in any way relating to or arising out of the execution, delivery and performance of this Escrow Agreement, the establishment hereunder of the Acquisition Fund, the acceptance of the funds and securities deposited therein, the purchase of any securities to be purchased pursuant thereto, the retention of such securities or the proceeds thereof, and any payment, transfer or other application of moneys or securities by Escrow Agent in accordance with the provisions of this Escrow Agreement; provided, however, that Lessee shall not be required to indemnify, protect, save or keep harmless Escrow Agent against Escrow Agent's own gross negligence or willful misconduct or gross negligence or willful misconduct of Escrow Agent's respective successors, assigns, agents and employees or the material breach by Escrow Agent of the terms of this Escrow Agreement. The indemnities contained in this Section shall survive the termination of this Escrow Agreement.

8. Notices. Any notices permitted or required under this Escrow Agreement shall be in writing and shall be deemed given upon the date of personal delivery or 48 hours after deposit in the United States mail, certified or registered, postage fully prepaid, return receipt requested, addressed to the addresses set forth on the signature page of this Escrow Agreement. The party to whom notices or copies of notices are to be sent shall have the right at any time and from time to time to change its address for notice or person to receive notice by giving notice in the manner specified in this paragraph.

9. Escrow Agent's Fee. Escrow Agent shall be paid no fee for setting up the escrow. In the event that Escrow Agent is made a party to litigation with respect to the Acquisition Fund, or brings an action in interpleader, or Escrow Agent is required to render any service not provided for in this Escrow Agreement, or there is any assignment of interests in this escrow or any modification hereof, Escrow Agent shall be entitled to reasonable compensation for such extraordinary services and reimbursement by Lessee for all fees, costs, liability and expenses, including attorney fees. Lessee also agrees to pay any investment fees or other charges of Escrow Agent, such as wire transfer charges and disbursement charges and agrees such fees and charges may be deducted by and paid to the Escrow Agent from funds in or to be deposited in the Acquisition Fund or from investment earnings to be deposited in the Acquisition Fund.

10. Counterparts. This Escrow Agreement may be executed in any number of counterparts, each of which shall be deemed an original, but all of which shall constitute one and the same instrument. This Escrow Agreement is to be executed by the parties hereto in sufficient numbers so that an Escrow Agreement bearing each party's original signature can be held by the Escrow Agent.

11. Waiver. Any waiver by any party of any breach of any term or condition of this Escrow Agreement shall not operate as a waiver of any other breach of such term or condition or any other term or condition, nor shall any failure to enforce such provision hereof operate as a waiver of such provision or of any other provision hereof, nor constitute

nor be deemed a waiver or release of any other party for anything arising out of, connected with, or based on this Escrow Agreement.

12. Exhibits. All exhibits, schedules and lists attached to this Escrow Agreement or delivered pursuant to this Escrow Agreement shall be deemed a part of this Escrow Agreement and incorporated herein, where applicable, as if fully set forth herein.

13. Applicable Law. This Escrow Agreement shall be governed by the laws of the state in which Lessee is located.

14. Successors and Assigns. This Escrow Agreement shall be binding on and shall inure to the benefit of the parties and their respective successors and assigns. Any corporation or association into which the Escrow Agent may merge, or to which Escrow Agent may sell or transfer its banking business, shall automatically be and become successor Escrow Agent hereunder and vested with all powers as was its predecessor without the execution or filing of any instruments or further act, deed or conveyance on the part of the parties hereto.

15. Severability. In the event any provision of this Escrow Agreement shall be held invalid or unenforceable by any court of competent jurisdiction, such holding shall not invalidate or render unenforceable any other provision hereof.

16. **WAIVER OF JURY TRIALS. UNLESS PROHIBITED BY LAW, LESSEE, LESSOR AND ESCROW AGENT HEREBY IRREVOCABLY WAIVE ALL RIGHT TO TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM (WHETHER BASED ON CONTRACT, TORT OR OTHERWISE) ARISING OUT OF OR RELATING TO THIS ESCROW AGREEMENT OR THE ACTIONS OF LESSOR, LESSEE OR ESCROW AGENT IN THE NEGOTIATION, ADMINISTRATION, PERFORMANCE OR ENFORCEMENT HEREOF.**

IN WITNESS WHEREOF, Lessor, Lessee and Escrow Agent have caused this Escrow Agreement to be executed by their duly authorized representatives, all as of the date first above written.

Key Government Finance, Inc.

By: \_\_\_\_\_  
Authorized Officer

Title: \_\_\_\_\_

Address: 1000 S. McCaslin Blvd.  
Superior, Colorado 80027

City of Miramar

By: \_\_\_\_\_  
Authorized Officer

Title: \_\_\_\_\_

Address: 2300 Civic Center Place  
Miramar, Florida 33025  
Email: \_\_\_\_\_ Phone No.: \_\_\_\_\_

KeyBank, National Association

By: \_\_\_\_\_  
Authorized Officer

Address: 1000 South McCaslin Blvd.  
Superior, CO 80027

Below listed are additional authorized representatives of Lessee allowed to:	
<ul style="list-style-type: none"><li>process escrow requisitions; and</li><li>provide investment direction for escrow proceeds</li></ul>	
Signature: _____	
Name: _____	Title: _____
Email: _____	Phone No.: _____
Signature: _____	
Name: _____	Title: _____
Email: _____	Phone No.: _____
The above-named representative(s) of Lessee held at the time of authorization of this Escrow Agreement by the governing body of Lessee and holds at the present time the office set forth above, has been duly authorized to sign this Escrow Agreement, and the signature set forth above is his or her true signature.	
Attest By: _____	
Name: _____	
Title: _____	

[Please type on your letterhead]

EXHIBIT A  
FORM OF REQUISITION  
COSTS OF PROPERTY  
Schedule No. 2002832705

C/O Key Government Finance, Inc.  
1000 South McCaslin Blvd.  
Superior, CO 80027  
Attn: Tammy Kaler  
(720) 304-1202, tamura.m.kaler@key.com

On Behalf of:  
KeyBank National Association  
127 Public Square  
Cleveland, OH 44114

Amount Requested: \$ \_\_\_\_\_

Total Disbursements to Date: \$ \_\_\_\_\_

Requisition No.: \_\_\_\_\_

1. The undersigned, an officer or official of Lessee, hereby requests and authorizes KeyBank National Association, as Escrow Agent under the Escrow Agreement dated as of November 10, 2021, among City of Miramar (the "Lessee"), Key Government Finance, Inc. (the "Lessor") and Escrow Agent, to pay to or upon the order of the Lessee the amount specified above for the payment or reimbursement of costs of Property described in Schedule 1 attached.

2. The Lessee hereby certifies that:  
(a) each obligation mentioned in Schedule 1 has been properly incurred, is a proper charge against the Acquisition Fund and has not been the basis of any previous disbursement;  
(b) no part of the disbursement requested hereby will be used to pay for materials not yet incorporated into the Property or for services not yet performed in connection therewith;  
(c) insurance requirements of the Lease have been complied with and such coverage is in force;  
(d) as of the date of this Requisition no "Event of Default," as that term is defined in the Lease Agreement between Lessor and Lessee has occurred and is continuing and no event which with notice or lapse of time, or both, has occurred and is continuing which would constitute such Event of Default; and  
(e) the Property acquired with this disbursement is functionally complete and operationally independent and is hereby accepted. If this is the final requisition, the final acceptance certification required in the Lease Agreement is attached hereto.

3. All capitalized terms herein shall have the meanings assigned to them in the Escrow Agreement.

4. The list of equipment, set forth in the equipment/property description to the Lease, shall be deemed amended upon payment of this requisition to include the property set forth in Schedule 1 hereto and any property paid with funds of this requisition.

City of Miramar

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Approved by Lessor, or in the event Lessor's right, title and interest in the Lease has been assigned, by the current assignee of Lessor's right, title and interest in the Lease Agreement:

Key Government Finance, Inc.

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

[Lessee to attach final acceptance certification if final disbursement request.]

SCHEDULE 1  
DISBURSEMENT SCHEDULE

To Requisition No. \_\_\_\_\_ for the Acquisition Fund:

1. Amount: \$ \_\_\_\_\_

Payee: \_\_\_\_\_

By check \_\_\_\_\_ By wire transfer \_\_\_\_\_

If by check, Payee's address: \_\_\_\_\_

\_\_\_\_\_

If by wire transfer, instructions as follows:

Pay to:

Bank Name:
Bank Address:
Bank City, State, Zip:
Bank Phone:
For Account of:
Account No.:
ABA No.:

2. Amount: \$ \_\_\_\_\_

Payee: \_\_\_\_\_

By check \_\_\_\_\_ By wire transfer \_\_\_\_\_

If by check, Payee's address: \_\_\_\_\_

\_\_\_\_\_

If by wire transfer, instructions as follows:

Pay to:

Bank Name:
Bank Address:
Bank City, State, Zip:
Bank Phone:
For Account of:
Account No.:
ABA No.:

City of Miramar

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

INVESTMENT DIRECTION

Key Government Finance, Inc.  
1000 South McCaslin Blvd.  
Superior, CO 80027  
Attn: Tammy Kaler  
(720) 304-1202, tamura.m.kaler@key.com

KeyBank National Association  
1000 S. McCaslin Blvd.  
Superior, CO 80027  
Attn: Escrow Agent

The undersigned, an officer or official of Lessee, hereby requests and authorizes KeyBank National Association, as Escrow Agent under the Escrow Agreement dated as of November 10, 2021, among City of Miramar (the "Lessee"), Key Government Finance, Inc. (the "Lessor") and Escrow Agent, to invest monies held in the Acquisition Fund in the following manner:

Money Market Deposit Account held at KeyBank National Association

All capitalized terms herein shall have the meanings assigned to them in the Escrow Agreement.

City of Miramar

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

# REQUEST FOR PROPOSALS

## CISCO SWITCH REPLACEMENT

RFP # 21-04-19



**The City of Miramar City Commission:**

**Mayor Wayne M. Messam  
Vice Mayor Maxwell B. Chambers  
Commissioner Winston F. Barnes  
Commissioner Alexandra P. Davis  
Commissioner Yvette Colbourne**

**Vernon E. Hargray, City Manager**  
City of Miramar  
2300 Civic Center Place  
Miramar, FL 33025

**DATE ISSUED: Tuesday, April 6, 2021**  
**CLOSING DATE: Tuesday, April 27, 2021**

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## **INTRODUCTION**

### **INSTRUCTIONS FOR SUBMITTING A PROPOSAL IN RESPONSE TO A FORMAL REQUEST FOR PROPOSALS**

Each Proposal submitted to the City of Miramar (hereinafter the “City”) will have the following information clearly marked on the face of the envelope:

- a) Proposer's name and return address;
- b) Solicitation number;
- c) Solicitation Due Date and Time; and
- d) Title of the Solicitation.

Failure to include this information may result in your Proposal being deemed “Non-Responsive” if the City determines that the Proposal resulted in prejudice to other Proposers. A Proposer shall have no grounds to protest should a Proposal that has failed to include the information described above is opened in error.

Due to COVID-19, responses will need to be electronically submitted via Demand Star by Tuesday, April 27, 2020 at 2:00pm. Please visit [www.demandstar.com](http://www.demandstar.com) to submit your response.

# **SECTION 1**

## **GENERAL TERMS AND CONDITIONS**

### **1-1**

#### **DEFINITIONS**

The term "Chief Procurement Officer" shall mean the Director of the City's Procurement Department.

The term "City" shall mean The City of Miramar, Florida, or its City Commission, as applicable.

The term "Contract" shall mean the Contract that may result from this Request For Proposals.

The terms "CBE Firm" or "SBE Firm" shall respectively refer to a County Business Enterprise ("CBE") or Small Business Enterprise ("SBE") as defined by Sections 1-81.1(c) of the Code of Ordinances of Broward County, Florida, and that has a Broward County Business Tax Receipt, is located and doing business in Broward County, and is certified as such by the Broward County Office of Economic Development and Small Business Development.

The term "Due Date and Time" shall mean the due date and time listed in the SOLICITATION TIMETABLE.

The term "Goods" shall mean all materials and commodities that will be required to be provided by the Successful Proposer in accordance with the Scope of Work, and the Terms and Conditions of this Solicitation.

The term "Local Business" shall mean a firm that has an office and is actively doing business within the City of Miramar, is domiciled within the City of Miramar City limits, and is in compliance with all City of Miramar licensing requirements and current on all City taxes.

The term "Procurement Office" shall mean the Procurement Department of the City of Miramar.

The term "Proposal" shall mean any offer(s) submitted in response to this Request For Proposals.

The term "Proposal Forms" shall mean any and all forms required to be completed by the Proposer in submitting a Proposal in response to this Solicitation.

The terms "Proposer" or the "Firm" shall mean any person or entity submitting a Proposal in response to this Request For Proposals.

The terms "Provider" or "Successful Proposer" shall mean the Proposer receiving an award as a result of this Request For Proposals.

The terms "Request For Proposals", "RFP" or "Solicitation" shall mean this Request For Proposals, including all Exhibits and Attachments as approved by the City, and amendments or change orders issued by the Procurement Department.

The term "Specifications" shall mean any and all requirements set forth in this Solicitation relating to the Goods and/or Services to be provided by the Successful Proposer.

The term "Subcontractor" or "Subconsultant" shall mean any person, firm, entity, or organization, other than the employees of the Successful Proposer, who contract with the Successful Proposer to furnish labor or labor and materials in connection with the Work or Services to the City, whether directly or indirectly, on behalf of the Successful Proposer.

The terms "Work", "Services", "Program", "Project", or "Engagement" shall mean all matters and things that will be required to be done by the Successful Proposer in accordance with the Scope of Work, and the Terms and Conditions of this Solicitation.

## 1-2

### AVAILABILITY OF REQUEST FOR PROPOSALS

Copies of this Solicitation package may be accessed on DemandStar at [www.demandstar.com](http://www.demandstar.com) or by calling (800) 711-1712. DemandStar distributes the City's Solicitations through electronic download, by facsimile, or through the U.S. Postal Service. Proposers are **not** required to register with DemandStar to receive a copy of any City solicitation. Registration with DemandStar is optional, at the sole discretion of the Proposer. DemandStar charges a nominal fee for distribution of solicitation packages.

Proposers choosing to register with DemandStar may do so online at [www.demandstar.com](http://www.demandstar.com) or by requesting a faxed registration form by calling (800) 711-1712. **Note: If you are already registered with DemandStar for Broward County, you do NOT need to register again.**

Proposers who obtain copies of this Solicitation from sources other than DemandStar or the City's Procurement Department run the risk of not receiving amendments to the Solicitation because their names will not be included on the list of Firms participating in the process for this particular Solicitation. Such Proposers are solely responsible for receiving any and all amendments to the Solicitation.

## 1-3

### CONE OF SILENCE

Proposers are notified that this Solicitation is subject to a "Cone of Silence", which shall be imposed upon each request for proposal, request for qualifications, request for letters of interest or invitation for bids at the time of short listing by the selection team for responses to the particular solicitation, and for procurements, such as a bid, where a short listing is not created, in which case the cone of silence shall be imposed at the bid opening

or at the time responses are received. This Cone of Silence does not apply to oral communications at pre-proposal conferences; oral presentations before evaluation committees; Contract negotiations; public presentations made to the City Commission during any duly noticed public meeting; or communications in writing at any time with any City employee, official, or member of the City Commission regarding matters not concerning this Solicitation.

The Cone of Silence shall terminate at the time the City Manager or his/her Designee makes his/her recommendation to the City Commission at a duly scheduled meeting of the City Commission. However, if the City Commission refers the City Manager's recommendation back to the City Manager or staff for further review, the Cone of Silence shall be re imposed until such time as the City Manager makes a subsequent recommendation.

#### **1-4**

### **INTERPRETATIONS AND REPRESENTATIONS**

If any person contemplating submitting a Proposal is in doubt as to the true meaning of any part of this RFP, he/she may submit to the City a written request for an interpretation thereof. The person submitting the request will be responsible for its prompt delivery. Any interpretation will be made only by an addendum. Failure on the part of the prospective Proposer to receive a written interpretation before the submission deadline will not be grounds for withdrawal of a Proposal. Proposer will acknowledge receipt of each addendum issued by stating so in the Proposal. No oral explanation or instruction of any kind or nature whatsoever given before the award of a Contract to a Proposer shall be binding. The Proposer shall not rely on any representation, statement or explanation other than those made in this Solicitation document or in any addendum. Where there appears to be a conflict between this Solicitation and any addendum issued, the last addendum issued will prevail.

#### **1-5**

### **RECEIPT OF ADDENDA AND SUBSTITUTE PROPOSAL FORMS**

It is the Proposer's responsibility to ensure receipt of all addenda and to substitute Proposal Forms. It is also the Proposer's responsibility to verify with the Procurement Office, prior to submitting a Proposal, that all addenda have been received.

All inquiries regarding this Proposal must be written and should be **emailed** to:

Procurement Department  
City of Miramar  
2300 Civic Center Place  
Miramar, FL33025  
Adriel Brown,  
Procurement Analyst  
Phone: (954) 602-3249  
Fax: (954) 602-4589  
[ajbrown@miramarfl.gov](mailto:ajbrown@miramarfl.gov)

## 1-6

### PRE-PROPOSAL CONFERENCE

Due to COVID-19, a **non-mandatory** Pre-proposal Conference will be held virtually on Wednesday, April 14, 2021 at 11:00 A.M. via WebEx.

WebEx information:

Online: click [Join Meeting](#)

Join by phone: 415-655-0001

Meeting number (access code): 160 319 8701

Meeting password: pCTSUiG5r75

## 1-7

### CONTENTS OF SOLICITATION

#### a) General Conditions.

1) It is the sole responsibility of the Proposer to become thoroughly familiar with the Solicitation requirements and all terms and conditions affecting the performance of this Solicitation. Pleas of ignorance by the Proposer of conditions that exist, or that may exist, will not be accepted as a basis for varying the requirements of the City or the compensation to be paid to the Provider.

2) The Proposer is advised that this Solicitation is subject to all legal requirements and all other applicable City and Broward County ordinances and/or state and federal statutes, rules and regulations.

#### b) Additional Information/Amendment.

1) Requests for additional information, explanation, clarification or interpretation must be made in writing to the Procurement Office at the address identified above. A request must be received by the Procurement Office no later than seven working days prior to the Solicitation Due Date and Time. Any request received after that time may not be reviewed for inclusion in this Solicitation. The request shall contain the requester's name, address, and telephone number.

2) The Procurement Office may issue a response to any inquiry if it deems necessary, by written amendment in the form of an addendum to the Solicitation. The addendum shall be issued prior to the Solicitation Due Date and Time. The Proposer shall not rely on any representation, statement or explanation other than those made in this Solicitation document or in any amendments/addenda issued.

3) It is the Proposer's sole responsibility to ensure receipt of all amendments/addenda and substitute Proposal Forms. It is the Proposer's further responsibility to verify with the Procurement Office, prior to submitting a Proposal, that all amendments/addenda have been received. Proposers shall submit the Proposal form entitled "**ADDENDA ACKNOWLEDGMENT FORM**" with their Proposals.

c) Conflicts in this Solicitation.

Where there appears to be a conflict between the General Terms and Conditions, the Special Conditions, the Specifications or Statement of Work, the Contract or any amendment/addendum issued, the order of precedence shall be: the last addendum issued; the Specifications or Statement of Work; the Special Conditions; the General Terms and Conditions, and then the Contract.

Where there appears to be a conflict of the Due Date and Time listed anywhere in this Solicitation, it is the sole responsibility of the potential Proposer to verify the Due Date and Time by calling the City's Procurement Office at (954) 602-3054.

## **1-8**

### **PREPARATION AND SUBMISSION OF A PROPOSAL**

a) Preparation/Submission

1) The Proposal Forms shall be used when submitting a Proposal. Use of any other forms may result in the Proposer's Proposal being deemed "Non-Responsive."

2) The Proposal shall either be typed or completed legibly in ink. The Proposer's authorized agent shall sign the Proposal Forms in ink and all corrections made by the Proposer shall be initialed in ink by the authorized agent. The use of pencil or erasable ink or the failure to comply with any of the foregoing, may result in the rejection of the Proposal.

3) Upon request, the City will provide a tax exemption certificate, if applicable. Any special tax requirements will be specified either in the Special Conditions or in the Specifications.

4) Telegraphic or facsimile Proposals shall not be considered.

5) The apparent silence of the Specifications, and any amendment regarding any details, or the omission from the Specifications of a detailed description concerning any materials or Services requested, shall be regarded and interpreted as meaning that only the best commercial practices are to prevail, and that only materials and workmanship of first quality are to be used.

All interpretations of the Specifications shall be made upon the basis of this Solicitation.

b) Criminal Conviction Disclosure

Any individual Proposer who has been convicted of a felony during the past 10 years and any corporation, partnership, joint venture or other legal entity Proposer having an officer, director, member/manager or executive who has been convicted of a felony during the past 10 years shall disclose this information prior to entering into a Contract with or receiving funding from the City. Forms for the disclosure of such a criminal conviction are available from the Procurement Office.

c) Sworn Statement on Public Entity Crimes

Pursuant to Paragraph 2(a) of Section 287.133, Florida Statutes, "A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list."

d) Preference for Local Bidders

Except where federal, state or county law mandates to the contrary, or as otherwise provided herein, the City, pursuant to its purchasing authority, shall grant a preference in the amount of five percent of any bid or five points of any Proposal score to a Local Business. Such preference shall apply to bids or Proposals for commodities, Services and construction.

e) Preference for Businesses Employing Miramar Residents

A vendor located outside of the City of Miramar City limits is considered equivalent to a Miramar vendor and accorded the same preference if it employs a minimum of 10 full time equivalent ("FTE") Miramar residents or Miramar residents constitute 20 percent of the FTE of the company's local workforce (in Broward and Miami-Dade Counties), whichever is larger. Such preference shall apply to bids or Proposals for commodities, Services and construction.

f) Preference for CBE or SBE Firms



Except where federal, state or county law mandates to the contrary, or as otherwise provided herein, the City, pursuant to its purchasing authority, shall grant a preference in the amount of five percent of any bid or five points of any Proposal score to a CBE or SBE firm. Such preference shall apply to bids or Proposals for commodities, Services and construction.

g) Application of Preferences

In the application of any price preference granted by the Miramar Procurement Code or Policies, the preference is applied by granting the specified percent price reduction to the price of the bidder/Proposer allowed the preference. Preferences shall be additive and computed as a whole on the bid or Proposal.

h) Drug-free Workplace Preference

All public bids or proposals are subject to the City of Miramar Preference to Businesses with Drug-free Workplace Programs as set forth in Section 2-260 of the City's Code. The City grants a preference to a business with a drug-free workplace program whenever two or more proposals are equal with respect to price, quality, and services. The Drug-free Workplace Vendor shall have the burden of demonstrating that its program complies with Section 287.087, Florida Statutes, and all other applicable state law. All Proposers shall submit the form entitled "**DRUG-FREE WORKPLACE AFFIDAVIT**".

i) Anti-Kickback Affidavit

All Proposers shall submit the duly signed and notarized form entitled "**ANTI-KICKBACK AFFIDAVIT**".

j) Non-Collusion Declaration

All Proposers shall affirm that they have not and shall not collude, conspire, connive or agree, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which their Proposal has been submitted, or to refrain from offering a Proposal in connection with such Work; or, in any manner, directly or indirectly, been sought by another person to fix the price or prices in the Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against any other Proposer, or any person interested in the proposed Work. All Proposers shall submit the duly signed form entitled "**NON-COLLUSION DECLARATION**".

k) Non-Discrimination Affidavit

All Proposers shall affirm that their organization shall not discriminate against any person in its operations, activities or delivery of Services. Proposers shall also

affirmatively comply with all applicable provisions of federal, state and local equal employment laws and shall not engage in or commit any discriminatory practice against any person based on race, age, religion, color, gender, sexual orientation, national origin, marital status, physical or mental disability, political affiliation or any other factor that cannot lawfully be used as a basis for Service delivery. All Proposers shall submit the duly signed and notarized form entitled “**NON-DISCRIMINATION AFFIDAVIT**”.

l) Business/Vendor Profile Survey

All Proposers shall provide the City with the information requested in the Business/Vendor Profile Survey prior to being recommended for award of any Contract resulting from this Solicitation.

m) Request for Taxpayer Identification Number and Certification

All Proposers shall provide the City with their Taxpayer Identification Number prior to being recommended for award of any Contract resulting from this Solicitation.

n) Antitrust Laws

By submitting a signed Proposal, the Successful Proposer acknowledges compliance with all applicable antitrust laws of the United States and the State of Florida in order to protect the public from restraint of trade, which illegally increases prices.

o) Conflicts of Interest

The award of the Contract is subject to the provisions of Chapter 112, Florida Statutes. Proposers shall disclose the name of any officer, director, partner, associate, or agent who is also an officer, appointee, or employee of the City at the time of the Proposal or at the time of an occurrence of a conflict of interest.

p) Collection of Fees and Taxes

By accepting the award of a Contract, the Successful Proposer acknowledges compliance with the requirement that all delinquent and currently due fees and taxes have been paid. The City may require verification and satisfaction of all delinquencies and currently due fees and taxes prior to recommending a Proposer for the award of any Contract.

## 1-9

### **MODIFICATION OR WITHDRAWAL OF A PROPOSAL**

a) Modification of a Proposal

Any modification of a Proposal by the Proposer shall be submitted to the Office of the City Clerk prior to the Solicitation Due Date and Time. The Proposer shall submit the new Proposal and a letter, on company letterhead, signed by an authorized agent of the Proposer stating that the new submittal supersedes the previously submitted Proposal. The sealed envelope shall contain the same information as required for submitting the original Proposal. In addition, the envelope shall be marked with a statement that **“This Proposal Replaces The Previously Submitted Proposal.”** No modifications of a Proposal shall be accepted after the Solicitation Due Date and Time.

b) Withdrawal of a Proposal

A Proposal may be withdrawn at any time prior to the Solicitation Due Date and Time. A Proposal may also be withdrawn 180 or more calendar days after the Solicitation Due Date and Time, provided that the Proposal is withdrawn prior to a recommendation for the award of the Contract is made. Withdrawals may only be made by written communication delivered to the Office of the City Clerk at the address identified in this Solicitation. The withdrawal letter must be on company letterhead and signed by an authorized agent of the Proposer.

**1-10**

**LATE PROPOSALS, LATE MODIFICATIONS, AND LATE WITHDRAWALS**

Proposals received after the Solicitation Due Date and Time will not be accepted, opened, or considered. Modifications of Proposals received after the Solicitation Due Date and Time will also not be accepted or considered. Withdrawals of Proposals received after the Solicitation Due Date and Time or prior to the expiration of 180 calendar days after the Solicitation Due Date and Time will not be accepted or considered.

**1-11**

**SOLICITATION POSTPONEMENT OR CANCELLATION**

The City may, at its sole and absolute discretion, reject any and all, or parts of any and all Proposals, re-advertise this Solicitation, postpone or cancel, at any time, this Solicitation process, or waive any irregularities in this Solicitation or in the Proposals received as a result of this Solicitation.

**1-12**

**COST OF PROPOSALS**

All expenses involved with the preparation and submission of Proposals to the City, or any Work performed in connection therewith, shall be borne by the Proposer(s). No payment shall be made for any responses received, or for any other effort required of or made by the Proposer(s) prior to commencement of Work as defined by a Contract duly approved by the City Commission.

### **1-13**

#### **ORAL PRESENTATIONS**

The City may require Proposers to perform an oral presentation in support of their Proposals or to exhibit or otherwise demonstrate the information contained therein. This presentation or demonstration may be performed before the Evaluation/Selection Committee or the City Commission. If required, the City shall notify Proposers with as much advance notice as possible prior to the date of such a presentation.

### **1-14**

#### **EXCEPTIONS TO THE SOLICITATION**

Proposers may take exception to any of the terms of this Solicitation unless the Solicitation specifically states where exceptions may not be taken. All exceptions taken shall be submitted in writing by the date for the deadline for questions.

Where exceptions are taken, the City, in its sole discretion, shall determine whether to consider the exception and/or the acceptability of the proposed exceptions.

The City is under no obligation to accept or consider any exceptions or accept any Proposal with an exception. Proposers are reminded that they may submit one Proposal without exceptions and an alternate Proposal with exceptions.

### **1-15**

#### **PROPRIETARY AND/ OR CONFIDENTIAL INFORMATION**

Proposers are notified that all information submitted as part of or in support of Proposals will be available for public inspection after opening of the Proposals, in compliance with Chapter 119, Florida Statutes( "Public Records Law"). Any person wishing to view the Proposals in person may make an appointment by calling the Procurement Office of the City at (954) 602-3054.

All Proposals submitted in response to this Solicitation become the property of the City. Unless the information submitted is proprietary, copyrighted, trademarked, or patented, the City reserves the right to utilize any or all information, ideas, conceptions, or portions of any Proposal in its best interest. Acceptance or rejection of any Proposal shall not nullify the City's rights hereunder.

### **1-16**

#### **EVALUATION OF PROPOSALS**

a) Rejection of Proposal.

1) The City may reject any Proposer's Proposal and award the Contract to the next highest evaluation scoring, responsive, responsible Proposer;

or

The City may reject the entire or any portion of all Proposals submitted and re-advertise for all or any part of this Solicitation, whenever it is deemed in the best interest of the City. The City shall be the sole judge of what is in its "best interest."

2) The City may reject any Proposal if the Proposer does not accept or attempts to modify the terms and conditions of this Solicitation.

b) Elimination from Consideration.

No Contract shall be awarded to any person or firm that is in default to the City as a result of any debt, taxes, or any other obligation whatsoever.

c) Waiver of Informalities.

The City reserves the right to waive any informalities or irregularities in this Solicitation.

d) Demonstration of Competency.

1) A Proposal shall only be considered from a firm that is regularly engaged in the business of providing the Goods and/or Services required by this Solicitation. Proposers must be able to demonstrate a good record of performance and have sufficient financial resources, equipment and organization to ensure that they can satisfactorily provide the Goods and/or Services if awarded the Contract as a result of this Solicitation.

2) The City may conduct a pre-award inspection of the Proposer's site or hold a pre-award qualification hearing to determine if the Proposer possesses the requirement(s) as outlined in the above paragraph and is capable of performing the requirement(s) of this Solicitation. The City may consider any evidence available regarding the financial, technical or other qualifications and abilities of the Proposer, including past performance (experience) with the City or any other governmental entity in making the award of a Contract.

3) The City may require the Proposer to show evidence that it has been designated as an authorized representative of a manufacturer, supplier and/or distributor if required by this Solicitation.

4) The City reserves the right to audit all records, financial or otherwise, pertaining to and resulting from any award as a result of this Solicitation.

## 1-17 NEGOTIATIONS

The City may award a Contract or Contracts on the basis of initial offers received, without discussions. Therefore, each initial offer should contain the Proposer's best efforts. The City, in its sole discretion, reserves the right to enter into Contract negotiations with the highest evaluation scoring, responsive, responsible Proposer and whose Proposal is most advantageous to the City. Should the City and that Proposer fail to reach agreement on a mutually acceptable Contract, the City shall have the right to terminate Contract negotiations and to negotiate same with the next highest evaluation scoring, responsive, and responsible Proposer. No Proposer shall have any rights against the City arising from such negotiations until a Contract acceptable to the City has been awarded and executed.

To assure full understanding of and responsiveness to the Solicitation requirements and full understanding of qualified Proposals or offers, discussions may be conducted with qualified Proposers who submit responses determined to be reasonably acceptable of being selected for award for the purpose of clarification and to assure full understanding of, and responsiveness to, the Solicitation requirements. The Proposers shall be accorded fair and equal treatment with respect to any opportunity for discussion and revision of responses, and such revisions may be permitted through negotiations prior to award for the purpose of obtaining best and final Proposals or offers.

## 1-18 AWARD OF CONTRACT(S)

### a) Contract(s)

This Solicitation contain the Contract to be awarded as a result of this Solicitation, entitled "**CONTRACT**". After award, a Contract **similar** to the Sample Contract, inclusive of all attachments and any modifications that the City **in its sole discretion** may make, and reflecting all requirements, terms and conditions of this Solicitation and any negotiated changes, will constitute the entire Contract between the parties. No rights shall inure to the benefit of any Proposer pursuant to this Solicitation until the Contract has been executed by both parties. **The Proposer shall provide with its Proposal any contract forms desired for consideration by the City as part of the final agreement to be executed.**

### b) Additional Information

The award of a Contract may be preconditioned on the subsequent submission of other documents specified in the Special Conditions or Specifications. The Successful Proposer shall be deemed "Non-Responsive" if such documents are not submitted in a timely manner and in the form required by the City. Where the Successful Proposer is deemed "Non-Responsive" as a result of such failure to provide the required documents, the City may award the Contract to the next highest evaluation scoring, responsive, responsible Proposer.

c) Independent Contractor

The Successful Proposer shall be a contractor operating independently from the City. All employees and contractors of the Successful Proposer shall be considered to be, at all times, the sole employees or contractors of the Successful Proposer, under the Successful Proposer's sole discretion, and not an employee, contractor, or agent of the City. Nor shall employees and contractors of the Successful Proposer enjoy any privity of contract with the City. Neither the Successful Proposer nor any of its employees shall receive any City benefits available to employees of the City. The Successful Proposer shall supply competent and physically capable employees and contractors. The City may require the Successful Proposer to remove any employee or contractor the City deems careless, incompetent, insubordinate, or otherwise objectionable and/or whose continued performance of the Services is not in the best interest of the City.

d) Contract Extension

The City reserves the right to automatically extend any Contract for up to 180 calendar days beyond the stated Contract term under the same terms and conditions of said Contract. The City shall notify the Successful Proposer in writing of such extensions. Additional extensions beyond the first 180 day extension may occur if approved by the City Commission, with the mutual agreement of the City and the Successful Proposer.

e) Limited Contract Extension

Any specific Work assignment which commences prior to the termination date of any Contract and which will extend beyond the termination date shall, unless terminated by mutual written agreement of both parties, continue until completion at the same prices, terms and conditions as set forth in the Contract.

f) Warranty

Any implied warranty granted under the Uniform Commercial Code shall apply to all Goods purchased under any Contract.

g) Estimated Quantities

Estimated quantities or estimated dollars, if provided, are for Proposer's guidance only. No guarantee is expressed or implied as to quantities or dollars that will be used during the period of the Contract. The City is not obligated to place any order for a given amount subsequent to the award of any Contract. Estimates are based upon the City's actual needs and/or usage during a previous contract period. Said estimates may be used by the City for purposes of determining the highest evaluation scoring, responsive, responsible Proposer meeting the Specifications.

h) Non-Exclusive Contract



Although the purpose of this Solicitation is to secure a Contract that can satisfy the total needs of the City, it is agreed and understood that any Contract awarded does not create the exclusive rights of the Successful Proposer to receive all orders that may be generated by the City in connection with the types of products and/or Services requested, unless otherwise stated herein.

## **1-19**

### **RIGHT TO APPEAL AWARD RECOMMENDATION**

After a notice of intent to award a Contract is posted, any actual or prospective bidder/Proposer who is aggrieved in connection with the pending award of the Contract or any element of the process leading to the award of the Contract may protest to the Chief Procurement Officer pursuant to Section 2-444 of the Miramar City Code. A protest must be filed within five (5) business days after posting of the notice of intent to award of the Contract or any right to protest is forfeited. The protest must be in writing, must identify the name and address of the protester, and must include a factual summary of, and the basis for, the protest. Filing shall be considered complete when the protest and accompanying fee is received by the Chief Procurement Officer.

A nonrefundable filing fee from protester is required to compensate the City for the expenses of administering the protest. The fee shall be in the form of cash or a cashier's check, and in accordance with the schedule set forth below:

<b>Contract Award</b>	<b>Amount Filing Fee</b>
\$10,000-\$50,000	\$500.00
\$50,001-\$250,000	\$1,000.00
\$250,001 and greater	1% of the pending award or \$5,000.00, whichever is greater

## **1-20**

### **RESULTING CONTRACTOR OBLIGATIONS**

#### **a) Rules, Regulations, Licensing, and Other Requirements**

The Proposer shall comply with all laws and regulations applicable to the Goods and/or Services requested in this Solicitation. The Proposer is presumed to be familiar with all applicable federal, state and local laws, ordinances, codes and regulations that may in any way affect the Goods and/or Services offered.

#### **b) Condition of Packaging and Packaging Materials**

If applicable, and unless otherwise specified in the Special Conditions or Specifications, all containers shall be suitable for shipment and/or storage and recyclable to the greatest extent possible.



## 1-21

### **REQUIRED LISTING OF SUBCONTRACTORS AND SUPPLIERS**

All Contracts with the City for the purchase of supplies, materials, or Services, including professional services which involve the expenditure of \$25,000.00 or more, shall require that the Proposer submits with its Proposal a list of all first-tier Subcontractors or Subconsultants who will perform any part of the Contract Work and all suppliers who will provide materials for the Contract Work directly to the Successful Proposer. In addition, the Successful Proposer shall not change or substitute Subcontractors, Subconsultants or suppliers from those listed in the Proposal, except upon written approval of the City.

All Proposers shall submit the completed Proposal form entitled “**PROPOSER’S DISCLOSURE OF SUBCONTRACTORS, SUBCONSULTANTS, AND SUPPLIERS**” with their Proposal(s). **FAILURE TO COMPLY WITH THIS REQUIREMENT MAY RENDER THE PROPOSAL “NON-RESPONSIVE”.**

## **SECTION 2 SPECIFIC TERMS AND CONDITIONS**

### **2-1**

#### **PURPOSE: THE PURCHASE OF GOODS AND ASSOCIATED SERVICES**

The purpose of this Solicitation is to establish a contract for a five (5) year lease for the replacement of equipment from an entity that will provide prompt and efficient service. Specifically, the purpose is to replace existing Cisco network equipment that has reached the end of its usable life across all locations, as specified herein, along with associated services as applicable.

The City is herein requesting Proposals from experienced individual(s), group(s), or company(ies), hereinafter referred to as the "Proposer", to provide the Goods and Associated Services described herein for the City.

Goods furnished under this solicitation shall be new and free from defects and packaged commercially for shipment and delivery.

### **2-2**

#### **SOLICITATION TIMETABLE**

The anticipated schedule\* for this Solicitation and the award of any resulting Contract shall be as follows:

<b><u>Milestone</u></b>	<b><u>Timeframe</u></b>
RFP Issuance	Tuesday, April 6, 2021
Deadline for Clarification Questions	Monday, April 19, 2021
<b>Non-mandatory pre-proposal conference</b>	<b>Wednesday, April 14, 2021 at 11:00 A.M.</b>
<b>Proposals Due to City</b>	<b>Tuesday, April 27, 2021 at 2:00 P.M. EST</b>
Final ranking of Proposers	TBA
City Commission approval of ranking and authorization of negotiations	TBA
Contract negotiations	
Award of Contract by City Commission	TBA

**\* The part of this schedule occurring after the Proposal Due Date may be amended by the City in its sole discretion, and no rights shall inure to any Proposer due to such amendment.**

### **2-3**

#### **TERM OF CONTRACT**

The term of the Contract resulting from this Solicitation shall be for a period of five (5) years, commencing on the date on which the Contract has been signed by both parties, or, if provided, the commencement date specified in the Contract. In addition to any

renewal, if provided for, the Chief Procurement Officer may authorize up to a ninety (90) day extension of a Contract, in accordance with the terms and conditions of the Contract; and the City Manager or her designee is authorized to extend, for operational purposes only, for a maximum of one hundred and eighty (180) days, any Contract entered into by the City pursuant to City Commission approval. Any further extensions of the Contract shall require the approval of the City Commission.

## **2-4**

### **METHOD OF AWARD**

The award of any Contract resulting from this Solicitation will be made to the highest evaluation scoring, responsive, responsible Proposer whose Proposal will be the most advantageous to the City, taking into consideration price and the other evaluation factors set forth in this Solicitation.

## **2-5**

### **METHOD OF PAYMENT: PERIODIC INVOICES FOR SERVICES RENDERED**

The Successful Proposer shall submit fully documented invoices within thirty (30) calendar days after the Services have been rendered. The Proposer's invoices shall be submitted to the City of Miramar, ATTN: Accounts Payable, 2300 Civic Center Place, Miramar, Florida 33025. All documentation shall reference the appropriate Contract number, the type of Service(s) provided, and the dates or period that the Services were provided in the prior thirty (30) days.

## **2-6**

### **CONTENTS OF PROPOSAL**

The contents of the Proposal shall be as required by this RFP, including the information required in Section 3-9 ("CONTENTS OF PROPOSAL") below.

## **2-7**

### **COMPLIANCE WITH FEDERAL, STATE AND LOCAL LAWS**

The Successful Proposer understands that agreements between private entities and local governments are subject to certain laws and regulations, including laws pertaining to public records, conflict of interest, record keeping, etc. The City and Successful Proposer agree to comply with and observe all applicable laws, codes and ordinances as they may be amended from time to time.

## **2-8**

### **ACCEPTANCE OF SERVICES BY THE CITY**

The Services shall be performed by the Provider consistent with the highest professional standards. Any Work not performed as required shall be corrected by the Provider to the extent possible at no cost to the City.

## **2-9**

### **DEFICIENCIES IN WORK TO BE CORRECTED BY THE SUCCESSFUL PROPOSER**

The Successful Proposer shall promptly correct all deficiencies and/or defects in Work and/or any Work that fails to conform to the Statement of Work, whether or not fabricated, installed, or completed. All corrections shall be made within seven (7) calendar days after such rejected defects, deficiencies, and/or non-conformances are verbally reported to the Successful Proposer by an authorized representative of the City. The Successful Proposer shall bear all costs of correcting such rejected Work. If the Successful Proposer fails to correct the Work within the period specified, the City shall place the Proposer on default, obtain the Services of another party to correct the deficiencies, and charge the Successful Proposer for all costs incurred, either through a deduction from the final payment owed to the Successful Proposer or through invoicing.

## **2.10**

### **INSURANCE**

For programs that are active in nature, which shall be determined in the sole and exclusive discretion of the City, Proposers shall maintain commercial general, automobile (where applicable), workers compensation and professional liability insurance in an amount acceptable to the City's Risk Manager.

## **2.11**

### **Minimum Limits of Insurance**

Proposers shall maintain the following minimum limits of insurance (unless higher limits are required by law or statute):

1. Commercial General Liability: \$1,000,000 Combined Single Limit per occurrence, property damage and medical expense \$10,000, personal injury and advertising injury liability \$1,000,000; products and completed operations policy aggregate \$2,000,000 and general aggregate \$2,000,000.
2. Automobile Liability: \$1,000,000 combined single limit per accident.
3. Employer's Liability: \$1,000,000 per accident for bodily injury by accident or disease.
4. Workers' Compensation: Statutory.

## **2.12**

### **Required Insurance Endorsements**

2.12.1 The City requires the following insurance endorsements:

1. ADDITIONAL INSURED - The City must be included as an additional insured by policy endorsement under Commercial General Liability policy for liability arising from Work or operations performed by or on behalf of the Successful Proposer.

2. WAIVERS OF SUBROGATION - Proposer agrees to waive all rights of subrogation by policy endorsement against the City for loss, damage, claims, suits or demands, regardless of cause:

a. To property, equipment, vehicles, laptops, cell phones, etc. owned, leased or used by the Proposer or the Proposer's employees, agents or Subcontractors; and

b. To the extent such loss, damage, claims, suits or demands are covered, or should be covered, by the required or any other insurance (except professional liability to which this requirement does not apply) maintained by the Proposer.

This waiver shall apply to all first party property, equipment, vehicle and workers compensation claims, and all third party liability claims, including applicable deductibles or retentions. If necessary, the Proposer agrees to endorse the required insurance policies to acknowledge the required waivers of subrogation in favor of the City. Proposer further agrees to hold harmless and indemnify the City for any loss or expense incurred as a result of Proposer's failure to obtain such waivers of subrogation from Proposer's insurers.

The Agreement shall not be deemed approved until the Proposer has obtained all insurance required under this section and has supplied the City with evidence of such coverage in the form of a Certificate of Insurance with additional insured and waiver of subrogation endorsements for policies as stated in the required insurance endorsement section above. The City shall be named as certificate holder in all of Proposer's liability insurance policies. The City shall approve such Certificates prior to the performance of any Services pursuant to the Agreement.

2.12.2 ALL INSURANCE COMPANIES PROVIDED SHALL: Be rated at least A VII per Best's Key Rating Guide and be licensed to do business in Florida. The Proposer's liability insurance shall be primary to any liability insurance policies that may be carried by the City. Proposers shall be responsible for all deductibles and self-insured retentions on their liability insurance policies.

2.12.3 All of the policies of insurance so required to be purchased and maintained shall contain a provision or endorsement that the coverage afforded shall not be cancelled, materially changed or renewal refused until at least 30 calendar days written notice has been given to the City by certified mail.

**2-13****ACCEPTANCE OF CREDIT CARDS**

The City of Miramar has implemented a Procurement Card (P-Card) Program. Vendors must have the capability to accept credit cards for payments or must be willing to take the necessary steps to have the capability to accept credit cards prior to the implementation of this agreement as the City may opt to use the P-Card (SunTrust Mastercard) as its method of payment.

While acceptance of credit cards for payments may be mandatory, this shall not be the City's exclusive method of payment. Contractors shall not charge a surcharge, convenience fee or any other fees associated with the acceptance of payment by the City's P-Card.

## **SECTION 3**

### **STATEMENT OF WORK AND SPECIAL REQUIREMENTS; PROPOSAL EVALUATION AND CRITERIA; CONTENT OF PROPOSAL**

#### **3-1**

##### **PROJECT SCOPE/OVERVIEW**

The purpose of this RFP is to acquire the services of an experienced and qualified Vendor to design, procure, install, and warranty a wired network solution for the City's network, including testing and documenting the equipment provided. The City is looking to replace existing Cisco network equipment that has reached the end of its usable life across all locations. This includes network electronics in both the local area network (LAN) and wide area network (WAN). Replacement of the City's data center core and wireless network is not in scope for this project.

The total proposal must include all associated costs, including, but not limited to, shipping, handling, insurance, installation, equipment, cabling, and services costs. Detailed specifications/requirements for the solution are provided later in this section.

#### **3-2**

##### **CURRENT ENVIRONMENT**

The City of Miramar maintains a Cisco environment across all aspects of the network including the data center core, WAN, LAN, and wireless LAN (WLAN). The core consists of two Cisco Nexus 9504 switches with virtual port channel (VPC) connectivity between them. A Nexus 3172 is used at the distribution layer with connections to both Nexus 9504s. This distribution layer switch maintains connections to all IDFs within City Hall and to remote sites on the City's WAN. The access layer consists of primarily Cisco Catalyst 37xx series switches, however, some Cisco Catalyst 3550, 3650, and 3650X switches do exist. Meraki wireless access points are deployed throughout City facilities providing both guest and secure network access to users. Network security at the edge of the network is provided through a pair of Palo Alto firewalls. All network devices are currently monitored through use of SolarWinds.

The City has two primary Internet connections through Comcast and Crown Castle, with the ability to load balance traffic across both circuits. Connectivity to most remote sites is provided through Comcast Metro Ethernet connections, while others connect over City-owned fiber assets. The WAN operates as a layer 2 network with Virtual LANs (VLAN) spanning across all network switches using RFC1918 address space. There are approximately 142 VLANs present on all devices.

## Power over Ethernet (PoE) Considerations

PoE and PoE+ is provided by the existing LAN network switches and is used to power IP video surveillance cameras, Cisco IP phones, and Meraki wireless access points. Advanced standards such as UPOE are not currently in use.

## Current Cabling Infrastructure

The current cabling infrastructure consists of a combination of Category 5e and Category 6 UTP cabling, single-mode fiber (SMF), and multi-mode fiber (MMF).

## 3-3

### **VENDOR QUALIFICATIONS**

#### Acceptable Manufacturers & Vendor Qualifications

The City is seeking Cisco products from Vendors with one of the following partner certifications:

- Cisco Premium
- Cisco Gold

It is also preferred that Vendors have each of the following:

- Advanced or Master Specialization in Enterprise Networks
- Advanced or Master Specializations in Security

The acceptance of a solution will be at the discretion of the City. There is a strong preference for solutions that have been proven to be both functional and cost effective in a local government environment.

#### Prior Experience

The City requires vendors with extensive experience deploying Cisco SD-Access, ISE, and Stealthwatch. The vendor must supply contactable references that meet the following criteria:

- Two (2) references where all three products (SD-Access, ISE, and Stealthwatch) have been installed by the vendor

If the vendor is unable to provide these references, providing references that meet all of the following criteria will also be accepted as an equivalent.

- A minimum of one (1) SD-Access deployment reference
- A minimum of two (2) ISE deployment references



- A minimum of one (1) Stealthwatch deployment reference

#### Security & Compliance

The responding vendor will need to have and be able to demonstrate competence in understanding the security concerns and implementation of solutions for PCI, CJIS, HIPAA. The City prefers vendors who have demonstrated experience in working with Government entities where these compliance requirements are in effect.

#### Equipment Staging

The City expects the Vendor to Stage the new equipment at their location prior to installation. The Vendor must provide proof of items once received at their location through pictures and packing slip information. As equipment is delivered, the Vendor must provide their own packing slip information to document delivery of said equipment to City facilities.

#### New Materials

All equipment quoted by the Vendor shall be new. The solution requests that the Vendors propose a completely new solution that balances cost, performance, and technology. Solutions using equipment that has either reached or an announcement has been made for end-of-life, end-of-support, or end-of-sales will not be entertained.

All products proposed in the response must be in “customer shipping or production” status at the time of the proposal. The Vendor may not use products based on future releases of hardware and/or software in their proposal. If the Vendor is unable to provide the proposed product(s) or feature(s) by the proposed delivery date, the Vendor will provide a resolution of equal or greater value to the City, at no additional charge to the City, including services required to implement the solution.

#### Technical Staff/Trained Personnel

The Vendor shall indicate the level of qualification of the staff that will be assigned to this project. Qualification will be based on certifications, training, and years of experience with the materials proposed in similar configurations. Names of staff need not be provided; however, the response in this section will indicate the minimum level of experience that will be provided.

In addition, please provide the number of Vendor staff that hold active Cisco certifications and the certifications held by each employee.

#### Specifications Sheets

The Vendor must provide specification sheets (soft copies) for all products proposed. An electronic copy of these specification sheets will suffice.

## Mandatory and Nonmandatory Requirements

Unless specifically stated otherwise, using terms such as “optional,” “desired,” or “nonmandatory,” the requirements in this section are to be considered mandatory requirements.

## Asset Tags

The vendor will be expected to asset tag all network equipment. The asset tagged items will include the assigned number in the final documentation that is delivered to the City. The City will provide the format for asset tags for the vendor to apply and provide instruction for how the City will receive said equipment.

Failure to disclose additional components and estimated costs that are required to deliver the described functionality but not included as a part of your proposal will be grounds for disqualification of your proposal, or the Vendor will be responsible for providing the missing components at no additional cost to the City.

## Options Pricing

Vendors are encouraged to provide pricing for alternate equipment to allow the City flexibility in identifying the solution that addresses their current and future needs. Pricing for options must be specified in **Appendix A (Optional Items Tab)**.

**3-4**

## NETWORK REPLACEMENT SPECIFICATIONS

### Scope of Work

It is the intent of the City to replace their existing LAN and WAN network with a Cisco Software-Defined Access (SD-Access) solution, including Identity Services Engine (ISE) and Stealthwatch, to replace aging hardware and software components. The environment will have the ability to be centrally managed to provide a single pane of glass into the health, security, and configuration of the network infrastructure. The network infrastructure must be capable of providing both a scalable solution as well as an easy-to-maintain environment. This includes the procurement, installation, configuration, and testing of the new devices and services to ensure proper and secure operation.

The City will be procuring the requested network electronics through a 5-year Cisco Capital agreement. The proposed warranty should be in alignment with the length of the financing agreement.

### Network Architecture

The network infrastructure solution is based on a design provided by Cisco that aligns with the best practices defined in the Cisco Validated Design for a SD-

Access campus deployment. This includes deployment of DNA Center, ISE, and Stealthwatch components, as well as new LAN and WAN switching equipment based on the Catalyst 9XXX series of network electronics. The high-level design intention of this network is defined below.

- **Core Services**

The core services of the proposed architecture consist of dedicated servers to facilitate the operation of DNA Center, ISE, and Stealthwatch. These servers will reside within the City's data center and will provide fully redundant connections to the Nexus core. The quantities of servers requested are included in **Appendix A (Current State Inventory Tab)**.

Two ASR1002s routers will act as fusion routers within the environment and will provide route leakage to bridge shared services within the City's network to the fabric domain. These ASRs will have redundant connectivity to the distribution layer.

- **Wide Area Network (WAN)**

The WAN infrastructure, typically deployed as fabric intermediate nodes, will be comprised of two distinct configurations depending on the size and scale of each site:

- **Large Site:** Sites with multiple network closets will consist of a pair of Catalyst 9500s at the MDF to provide fiber aggregation for building IDFs and connectivity to the WAN edge.
- **Small Site:** Sites with 1 or 2 network closets will consist of Catalyst 9300s with 10GE uplink capabilities to provide the necessary in-building and WAN edge connectivity.

Each Catalyst 9500 will have dual power supplies for redundancy. Additionally, where feasible, links to IDFs will be spread across the WAN edge switches for redundancy and resiliency.

WAN uplinks will consist of either 1Gbps MMF connections (1000BASE-SX) to a Comcast customer premise equipment (CPE) device, or 10Gbps MMF (10GBASE-SR) to Comcast CPE or City-owned fiber. 10Gbps MMF optics will connect the WAN switch(es) to each network closet within the building.

- **Local Area Network (LAN)**

Local Area Network connectivity (fabric edge nodes) will be provided through Catalyst 9300 switches in either 24- or 48-port capacity with dual power supplies. Multiple switches within the same network closet will be arranged and connected in a stacked configuration. Where possible, multiple uplinks will be used to provide uplink redundancy within the stack should there be a loss of a stack member with an uplink.

The LAN will transition from the existing Layer-2 deployment to a fully Layer-3 architecture. VLANs will be refactored according to the recommendations of the vendor to conform with the proposed SD-Access architecture. The vendor will be responsible for working with the City to identify appropriate segmentation parameters in the LAN.

## Network Security

The Vendor is responsible for providing the proper network security configurations within the provided equipment to aid in the City's compliance with PCI DSS, HIPAA, and CJIS. The network security configuration should also include proper segmentation of the network based on the City's requirements to isolate individuals and departments where access should not be permitted. The vendor will work with the City to integrate into existing security tools and identity infrastructure to provide the framework to implement the proper network access controls.

The deployment of the ISE will consist of multiple policy servers to manage authentication, authorization, and accounting for users and devices connecting to the City's network. DNA Center will provide the integration necessary to manage ISE and provide a single pane of glass for managing network security configurations. The deployment of ISE will also include creation of profiles, security groups, virtual networks, and policies in alignment with the City's security requirements. Specific configuration elements for ISE will be determined in a design session with the awarded vendor and the City's project team.

For security monitoring, Stealthwatch this will consist of multiple Stealthwatch management servers and flow collectors for providing security monitoring within the fabric. All information collected by Stealthwatch will be obtained through NetFlow. Flow collectors are not necessary as part of this design. The vendor is responsible for configuring NetFlow on all new network devices. The configuration of NetFlow must be performed in a way to not cause any disruption to production traffic or lead to significant performance degradation of network switches.

## Network Automation, Management, & Monitoring

The City's network will include a three node Cisco DNA Center cluster for providing automation, management, and monitoring within the SD-Access architecture. This includes a single unified management and monitoring domain across the entire SD-Access architecture. The monitoring aspect includes information regarding current state and health of the LAN and WAN infrastructure and consolidation of insights from ISE and Stealthwatch (where feasible). Automation and management will include a centralized point of configuration to enable zero touch provisioning, automation of common administrative changes, and rapid response to detected incidents or failures.

External monitoring capability must be enabled through Simple Network Management Protocol version 3 (SNMPv3). The vendor will aid in establishing

secure community strings and associated configuration for all installed network equipment to enable access to third-party monitoring tools currently maintained by the City.

#### Wireless Local Area Network (WLAN)

The City does not intend to uplift the existing WLAN environment, however, integration of the Meraki environment into the new SD-Access architecture will be required. The Vendor is responsible for factoring in the Meraki environment when providing integration of each component of the future architecture (ISE, SD-Access, and Stealthwatch) and executing the necessary changes to complete the integration in accordance with Cisco best practices.

#### Third-party Optics

Optional pricing is requested for third-part fiber-optic modules that are compatible with the proposed solution. Pricing for such modules should only be included if usage of the third-party optics does not void the warranty for the network equipment.

#### Equipment Removal and buyback

The Vendor is responsible for proper removal of existing network equipment that is replaced with new equipment. This includes old equipment patch cords that are replaced and swapped with new. The Vendor will work with the City to determine what equipment will be kept by the City for re-use. The Vendor will be responsible for collecting these devices in a centralized location designated by the City.

The City is seeking a buyback opportunity for items that the City does not intend to retain. The list of switches where a buyback is requested is provided in **Appendix A (Buyback Switches)**. Please provide the buyback cost per switch in this form.

### 3-5

#### NETWORK CLOSET SPECIFICATIONS

The Vendor is responsible for refactoring technology equipment within each network closet (MDFs and IDF) to provide optimized cable management and organization when replacing the existing network electronics. This includes, but is not limited to, relocation of patch panels within equipment racks, replacement of equipment patch cables with optimized lengths, labeling of components within the equipment rack, and addition of proper cable management items (e.g, Velcro, flexible wrap). Structured cabling for new cable runs and network equipment rack replacement or installation is not required for this project.

#### Equipment Patch Cords

The vendor is responsible for providing new equipment patch cords for all network closets. The patch cord colors and quantities required are specified in

**Appendix A. (Specifications)** Equipment patch cords shall meet the following specific criteria:

<b>Performance</b>	CAT 6
<b>Jacket Insulation</b>	Riser – Non-Booted
<b>Wiring Configuration</b>	T568B
<b>Gauge</b>	24-AWG
<b>Connectors</b>	RJ45
<b>Min. Cable Length</b>	1 ft
<b>Wiring configuration</b>	T568B
<b>Jacket Color</b>	See <b>Appendix A (Specifications Tab)</b> for approved colors

#### Patch Panel Replacement (optional)

As an optional item, the Vendor will provide a unit cost for removing and re-terminating drops into new CAT 6 patch panels for the existing structured cabling plant within network closets. Patch panels shall meet the following specific criteria:

<b>Port count per panel</b>	24
<b>Performance</b>	CAT 6
<b>Plug/jack</b>	RJ45
<b>Port termination</b>	110
<b>Mounting application</b>	Rack
<b>Wiring configuration</b>	T568B

#### Fiber-Optic Patch Cords (optional)

As an optional item, various length fiber-optic patch cords may be required between network devices and/or splice trays. Multimode patch cabling should include pre-terminated connectors. No field splicing should be performed. Fiber-optic patch cords shall meet the following specific criteria:

<b>Mode</b>	Multimode (OM4)
<b>Connectors</b>	LC/LC
<b>Buffer tube design</b>	Tight Buffer Tube
<b>Fiber type</b>	All Glass – Laser Optimized
<b>Index type</b>	Graded index
<b>Core diameter</b>	50 µm
<b>Cladding diameter</b>	125 µm
<b>Strand count</b>	2, Duplex

<b>Jacket</b>	Riser (OFNR)
<b>Max. attenuation</b>	@ 850 nm: 3.0 dB/km @ 1300 nm: 1.5 dB/km
<b>Minimum bandwidth</b>	@ 850 nm: 1500 MHz/km @ 1300 nm: 500 MHz/km
<b>Standards</b>	TIA-492AAAC, ANSI/TIA-568-D.3 ISO/IEC 11801

#### Patch Panel Replacement (optional)

As an optional item, the Vendor will provide a unit cost for removing and re-terminating drops into new CAT 6 patch panels for the existing structured cabling plant within network closets. Patch panels shall meet the following specific criteria:

<b>Port count per panel</b>	24
<b>Performance</b>	CAT 6
<b>Plug/jack</b>	RJ45
<b>Port termination</b>	110
<b>Mounting application</b>	Rack
<b>Wiring configuration</b>	T568B

#### Equipment Racks & Cabinets (optional)

As an optional item, unit pricing is requested for new equipment racks/cabinets. Vendors may propose equivalent products to the models requested. Details of each equipment rack type are detailed below:

- Floor-mounted cabinet

<b>Model</b>	Hubbell H3S4242 (or equivalent)
<b>Rack units</b>	47
<b>Rack mount spacing</b>	19"
<b>Rack material</b>	Steel
<b>Door type</b>	Rear and front perforated steel, key-locking
<b>Additional features</b>	Ventilated front, rear, and side panels, top-mounted gland plate, rear and front vertical cable managers, levelers

- Two-post relay rack

<b>Model</b>	Hubbell CS1973H (or equivalent)
<b>Rack units</b>	45
<b>Rack mount spacing</b>	19"
<b>Rack material</b>	Extruded Aluminum or Steel
<b>Door type</b>	N/A
<b>Additional features</b>	Vertical cable management, hinged covers

- Floor-mounted wall cabinet

<b>Model</b>	Middle Atlantic SR-40-28 (or equivalent)
<b>Rack units</b>	45
<b>Rack mount spacing</b>	19"
<b>Rack material</b>	Steel
<b>Door type</b>	Front perforated steel, key-locking
<b>Additional features</b>	Ventilated side panels, top-mounted gland plate, rear and front vertical cable managers, levelers, reversible hinge, UPS bracket/mount

- Wall Mounted Half Cabinet

<b>Model</b>	Hubbell HSQ4826 (or equivalent)
<b>Rack units</b>	26
<b>Rack mount spacing</b>	19"
<b>Rack material</b>	Steel
<b>Door type</b>	Front perforated steel, key-locking
<b>Additional features</b>	Ventilated side panels, top-mounted gland plate, rear and front vertical cable managers

The Vendor will be responsible for securing the equipment racks to the floor/wall. The equipment racks must be properly affixed to prevent unwanted movement of the equipment racks. Pricing must include the removal of an existing equipment rack.

All equipment shall be supplied with appropriate screws, shelves, mounting brackets, rails, etc. In addition, cable ladder racks must be included for proper cable management within the respective closet.

If providing a new equipment rack, it must be properly bonded to the supplied telecommunications bus bar. Daisy chaining bonding for components is not acceptable.



Bonding must be done in accordance with the standards outlined in TIA/EIA-607 B: Generic Telecommunications Bonding and Grounding (Earthing) for Customer Premises.

#### Uninterruptible Power Supply (UPS) (optional)

The vendor must supply unit pricing for providing equipment and services necessary to install a UPS. The UPS must provide options for either floor mounting or rack mounting in a standard 19" wide equipment rack. Additionally, the UPS should provide a minimum of a 1-year manufacturer warranty. The UPS must meet the following requirements/specifications:

<b>Mount</b>	Rack
<b>Capacity</b>	Model 1: 3000VA Model 2: 2200VA Model 3: 1500VA
<b>Input Power</b>	Model 1: NEMA L5-30P, 120V, 30A Model 2: NEMA 5-20P, 120V, 20A Model 3: NEMA 5-15P, 120V, 15A
<b>Output Power</b>	Model 1: 6 NEMA 5-15R, 2 NEMA 5-20R Model 2: 6 NEMA 5-15R, 2 NEMA 5-20R Model 3: 8 NEMA 5-15R All: 120V, 60Hz, sinewave
<b>Expansion</b>	Model 1: Not required Model 2: Expandable Model 3: Not required
<b>Maximum transfer time</b>	8ms
<b>Remote management</b>	1x Ethernet 10/100, web access, SNMP

### 3-6

#### IMPLEMENTATION

##### Implementation Timing

Given the upcoming expiration of support on much of the existing LAN and WAN environment, the City is intending to begin the implementation process soon after award. The Vendor shall provide with their proposal a timeline for project completion highlighting the following key project milestones:

<b>Switch Upgrade &amp; DNA Center</b>	Vendor supply timeline
--	------------------------

<b>SD-Access &amp; ISE Deployment</b>	Vendor supply timeline
<b>Stealthwatch Deployment</b>	Vendor supply timeline

The Vendor proposed timeline must be approved by the City prior to implementation beginning.

#### Project Plan

The Vendor shall provide a full installation schedule showing the workflow using a graphical representation (e.g., Gantt chart or similar tool). The Vendor's installation schedule should indicate the size of each crew working in the building daily along with timelines for completion of key project milestones. All punch list items associated with this project must be complete by the noted completion date.

#### Work Hours

Typical work hours at City facilities are Monday thru Thursday from 7am to 7pm. Any work scheduled inside buildings, or on the building premises, must be coordinated with the City. Arrangements must be made through the City for additional work hours, if needed. Any impacts to network connectivity will occur after normal operating hours to minimize the effect of an outage.

The installation schedule will be coordinated with the City upon award. The City will work with the Vendor and the City facilities team to provide appropriate access for each building. Please note that schedules are subject to change with short notice or no notice.

### 3-7

#### **INSTALLATION/INTEGRATION SERVICES**

The following are the integration services required for this RFP for these services, the pricing will be presented using the forms found in **Appendix A (Base Pricing Tab - Labor)**.

#### Design and Planning

Prior to the actual network implementation, the Vendor will provide the City with a detailed design of the solution and timeline for implementation. This process should involve walkthroughs of all network closets, and meetings with the City and its representatives to establish implementation details, such as work schedule and timeline, and technical details, such as network configuration, rack layout, and authentication methods, etc. The Vendor will propose a detailed design for the City's approval before any implementation actions take place.

The Vendor will be responsible for design areas supporting the SD-Access network architecture including, but not limited to:

- Device naming configurations

- IP addressing and LAN/VXLAN schemes
- Underlay and overlay architecture
- Network security architecture
- Network access control profiles, policies, and templates
- Network switch configuration templates
- Redundancy and resiliency considerations
- Integration of existing wireless network
- Guest network and captive portal workflow
- Active Directory integration
- Logging and reporting configurations
- Network hardware and software implementation
- Rack elevation design
- Cable dressing
- Physical cabling layout/design

### Installation and Configuration

The Vendor shall provide the services necessary to install and configure the proposed solution in order to meet the City's requirements defined in this RFP and provide a fully functional system to the City in alignment with the best practices as defined by Cisco. It is expected that proposed services will minimally include the following:

- Mounting, cabling, and configuration of any rack-mounted hardware as required (including removal and disposal of refuse)
- Mounting, cabling, and configuration of all network switches (including removal and disposal of refuse)
- Removal and recycling of existing network equipment after cutover
- Performing baseline configuration of hardware and software, including installation of available firmware and software updates
- Configuration of IP addressing, VLANs, interface descriptions, and other elements as necessary
- Integration with City-provided DNS and DHCP services
- Configuration of underlay and overlay network routing protocols
- Configuration and integration of centralized network management systems (e.g., DNA Center, ISE, and Stealthwatch appliances)
- Deployment and Configuration of network access control identity-based authentication services
- Integration of network access control systems and City-provided Active Directory infrastructure
- Configuration of network access control policies, profiles, and virtual networks
- Integration of network access control configurations into the existing wireless network infrastructure
- Configuration of City-approved automation tasks and configuration templates for common network administrator tasks

- Configuration of redundancy and resiliency mechanisms for all implemented devices where feasible.
- Configuration of management interfaces and role-based access controls
- Deployment and configuration of NetFlow on all installed components and integration within Stealthwatch.
- Configuration of logging and reporting functionality within all installed components

#### Cutover

Every effort must be made to eliminate or minimize any loss of service or to cause any disruption of service during the cutover process at the City. Additionally, assuming the solution requires a phased implementation approached, the Vendor will provide these cutover services for each subsequent phase. The Vendor shall provide:

- a. On-site assistance during the day of each cutover to address any incidents or configuration changes that may be required.
- b. On-site assistance the day after to assist with remediation of any additional issues that may arise.
- c. Remote assistance for up to two weeks after the cutover of network access control mechanisms to assist in addressing issues with network access.

#### Installation Assurances

The Vendor will describe the following:

- a. Describe the implementation team and their roles in ensuring a successful cutover
- b. Describe the resources that will be available at cutover to address unforeseen problems
- c. Describe any anticipated disruptions in service during the cutover period
- d. Responsibilities required of the City to help ensure a successful cutover

### 3-8

## DOCUMENTATION

The Vendor shall compile and distribute to City representatives one (1) complete set of documentation. The Vendor is required to submit electronic copies of all the documentation provided in an organized format. The electronic copy shall be organized and indexed and delivered in a City-approved method and medium.

The Vendor will provide, upon project completion, the system design and configuration documents. This documentation will be delivered in the form of drawings, spreadsheets, text files, database, etc., that would represent the details of installed equipment.

It is our belief that a foundation of proper documentation is the key to the long-term supportability of the environment. The Vendor's documentation package shall include the information described below and will be provided to the City in both paper and electronic form. Standard format for the files is an appropriate application from the Microsoft Office suite and the Microsoft Visio application. To be included in a typical documentation package are:

- a. Rack elevation drawings
  - a Physical network diagrams
  - b Logical network diagrams
  - c Detailed inventory sheet
  - d Configuration file contents
  - e Network certificates
  - f Network automation template contents
  - g Network access control policy and profile definitions and standards
  - h Device passwords (in an encrypted file)
  - i Manufacturer system manuals
  - j Manufacturer's warranty for all system components
  - k Vendor's warranty for installation services
  - l Support plan summary

**3-9**

## **ACCEPTANCE/TESTING CRITERIA**

Upon completion of work and prior to the final acceptance, the Vendor will submit to the City:

- a. All as-built drawings
- b. All configuration files
- c. All system manuals
- d. All warranty documentation
- e. All testing results

### Network Testing

Upon substantial completion of the project, the installed solution will be subject to acceptance testing. This acceptance testing will document adherence to the functional and technical requirements outlined in this RFP. The following will be assessed as part of the acceptance testing process:

- a. Basic Network Connectivity and Operational Tests: Network components will be tested upon installation for compliance with their basic functional specifications. This testing shall comprise of, but is not limited to, the following test procedures:
  - i. Basic Power-On/Initialization Tests: Determine whether there is sufficient conformance to the relevant functional requirement for the component to operate on the network. This test will involve powering up a device and confirming that the operating system has fully initialized. This test should detect severe component failures—e.g., a switch that will not power up.
  - ii. LAN Connectivity Tests: Determine whether there is basic communication between two components. For example, a network device (i.e., a PC) communicating with the switch, or laptop connecting to the wireless network. These tests are intended to verify that communications can be established between devices and a network switch.

- iii. WAN Connectivity Tests: Determine whether there is basic communication between two sites across the WAN. These tests are intended to verify that communications can be established between different City locations.
- iv. PoE Tests: Determine whether there is proper PoE delivery to power City-managed PoE devices such as wireless access points, IP phones, and IP video surveillance cameras.
- v. Failover/Redundancy: On equipment where failover/redundancy has been configured, such equipment shall be tested for automatic failover.
- vi. Hot Swap: Ability to hot-swap network components where applicable shall be demonstrated.
- b. Network Access Control Functionality Tests: Access to the network will be tested upon completion of configuration for compliance with the defined network access control policies and profiles from both devices connected to the wired and wireless network. This testing shall comprise of testing various types of users and devices, both authenticated and un-authenticated, to validate proper alignment with the intended network security design.
- c. Demonstrate full interoperability with existing wireless LAN software and hardware
- d. The City and/or the City's representative will observe the testing and will conduct quality assurance spot checks of the Vendor's work.

#### Project Closeout

- a. Upon notification the project is completed, an electronic copy of the punch list will be prepared and presented to the Vendor.
- b. To facilitate the closeout process, the Vendor will present to the City, in an electronic format, a complete list of all punch-list items resolved with the date and item(s) completed and resolution documented.
- c. Certificate indicating that any equipment that is disposed of is done so in accordance with Department of Environmental Quality standards.
- d. In accordance to the payment terms, the Vendor will submit final request for payment.
- e. The City's representative will present signoff/closeout documents to the Vendor for signatures. A copy of the document will be given to the Vendor.
- f. Manufacturer's warranty for equipment will commence only upon closeout and will extend through the manufacturer-provided warranty period.
- g. The City reserves the right to inspect and approve or reject the installation before signoff. If the City rejects the workmanship or equipment functionally, the Vendor must repair or replace at their cost.

### 3-10

#### BASE SYSTEM WARRANTY

The Vendor must provide **five (5) years warranty** on all hardware components required for the proposed solution, as well as any voluntary alternate solutions. The City requires **7x24 4-hour response and Next Business Day remediation** on all hardware. All warranty start dates shall begin after formal acceptance of the solution.

In addition, the Vendor must provide a 1-year workmanship warranty for all other installation services provided including, but not limited to, network closet improvements and uninterruptible power supplies.

### 3-11

#### LICENSES

The City intends to obtain the licenses under a Cisco Enterprise Agreement as part of this RFP. The Vendor shall provide any perpetual license costs for all components of the proposed solution and voluntary alternates to ensure devices remain operational for the duration of the warranty period.

### 3-12

#### TRAINING

The Vendor shall provide training for each of the City's four distinct IT support teams; Network, Data, Cybersecurity, and Help Desk teams will all require distinct training sessions. Each group will consist of four to six attendees. The training, at a minimum, will include the operation, administration, and troubleshooting of the hardware and software proposed including any alternates selected by the City. The complete training will be conducted as follows:

- Network Team
  - 6 – Four-hour sessions
- Data Team
  - 1 – Four-hour session
- Cybersecurity Team
  - 2 – Four-hour sessions
- Help Desk Team
  - 1 – Four-hour session

The training sessions will be conducted within the City during normal working hours. The training will be scheduled by the City. The training personnel will be certified to train on the manufacturer's product. Training will include operation of both hardware and software. Key training topics for each system include, but are not limited to:

- The configuration of network electronics as deployed
- The configuration of management systems as deployed (DNA Center, ISE, Stealthwatch)



- The configuration of user and administrative access policies
- Day-to-day maintenance and operation of the system
- The viewing and synthesizing of network log and flow data
- System software/firmware upgrades (minor and major)

Training for the Data and Help Desk team will focus on higher-level tasks such as monitoring and troubleshooting common network issues and a high-level understanding of the deployed network architecture.

It is the expectation of the City that “over-the-shoulder” training opportunities will exist during the Vendor’s implementation. Furthermore, it is expected that the Vendor will endorse and entertain this type of training so long as it does not impede or delay the implementation process.

### **3-13**

#### **OTHER COSTS**

If any costs are associated with your proposed services that have not been identified in prior sections, they must be detailed in **Appendix A (Optional Items Tab)**. Any such charges will be clearly identified, and all nonrecurring and monthly costs provided

### **3-14**

#### **SILENCE OF SPECIFICATIONS**

The apparent silence of the foregoing Specifications as to any detail or omission from it as a detailed description concerning any specifics shall be regarded as meaning that only the best commercial practices are to prevail and that only equipment and workmanship of first quality are to be used. All interpretations of these Specifications shall be made upon the basis of this statement.

### **3-15**

#### **PROPOSAL EVALUATION AND CRITERIA**

Following the closing of this Solicitation, the Proposals will be evaluated by a Selection Committee appointed by the Chief Procurement Officer. The Selection Committee may be comprised of any combination of City staff and/or consultants, all of whom have the appropriate experience and knowledge relating to the Services sought by this Solicitation, while striving to ensure a well-balanced Committee. The scoring of the Proposals will be based on a point total and not a percentage factor. The Selection Committee will evaluate and rank the Proposals received on the basis of the criteria and available points indicated below for each category. The Committee shall reserve the right to require oral presentations from one or more of the Proposers, either before or after the initial ranking, and shall have the option to short-list and re-rank after the receipt of additional information from such presentations, follow-up questions and answers, on-site Proposer demonstrations (including module and/or functionality demonstrations, technical



demonstrations, Service presentation and other due diligence), completed reference checks and/or site visits. After the final ranking, again based on the criteria and points set forth below, the City Manager will be asked to approve the Committee's ranking and to authorize the Chief Procurement Officer or designee to enter into Contract negotiations with the highest evaluation scoring, responsive, responsible Proposer and whose Proposal will be the most advantageous to the City. Should the City and the highest ranked Proposer fail to reach agreement on a mutually acceptable Contract, the City shall have the right to terminate negotiations and to negotiate with the next highest ranked firm, and so on until a Contract is agreed upon. The City Commission will then consider approval of the award of the successfully negotiated Contract.

The resulting Contract shall contain requirements, terms and conditions consistent with this Solicitation, along with any modifications that the City, in its sole discretion, may require or accept. The final Contract may include but not necessarily be limited to terms and conditions related to Scope of Services; initial term and optional renewal terms; compensation; payments; City's audit and inspection rights; public records; compliance with federal, state and local laws; certificates of competency, if applicable; indemnification of the City; the City's sovereign immunity protection; Proposer default; City termination rights; insurance requirements; non-discrimination; assignment limitations; notices; and Proposer's independent contractor status. No rights shall inure to the benefit of any Proposer pursuant to this Solicitation until the Contract has been executed by both parties.

<b>Evaluation Criteria</b>	<b>Points</b>
A. Qualifications/Expertise of the Proposer	20
B. Proposed Method of Services to be Provided (detailed project plan)	35
C. Proposed Costs	30
D. Reference Checks with Municipal Clients for similar projects	15
E. City Local Preference	5
F. CBE / SBE Preference	<u>5</u>
<b>Total Possible Points:</b>	<b>110</b>

#### **Scoring for References (Category D):**

Proposers must submit five (5) completed and signed Reference questionnaires (See Section 4) for which work was satisfactory. Each completed and signed Reference questionnaire that is satisfactory in ALL areas will receive 1/5 of the possible points allocated. If a questionnaire contains an area that is unsatisfactory, Proposer will not be awarded points for that reference questionnaire.

Example 1:

Firm "A" submits 5 Reference Forms and is satisfactory in all areas

$1/5 \times 5$  (reference sheets)  $\times 10$  (total possible points) = 10 points

Example 2:

Firm "B" submits 4 Reference Forms and is satisfactory in all areas

$1/5 \times 4$  (reference sheets)  $\times 10$  (total possible points) = 8 points

### **Scoring for Price/Fee Structure (Criteria D)**

Lowest Cost Proposal divided by Proposer "X" Cost Proposal times maximum available cost points = Proposer "X" Cost Score

Example:

Firm "A" cost proposal is \$10,000 and is the lowest cost proposal

Firm "B" cost proposal is \$15,000

Firm "C" cost proposal is \$20,000

Cost Points Available: 30

Calculation:

Firm "A": Lowest price and receives 30 points

Firm "B":  $(\$10,000)/(\$15,000) \times 30$  points = 20 points

Firm "C":  $(\$10,000)/(\$20,000) \times 30$  points = 15 points

## **3-16**

### **CONTENT OF PROPOSAL**

#### **Proposal Format**

To facilitate the analysis of responses to this RFP, Proposers are required to prepare their Proposals in accordance with the instructions outlined in this section. **Proposers must respond in full to all RFP sections and follow the indicated RFP format (section numbering, etc.) in their Proposals. Failure to follow these instructions may result in rejection.**

Proposals shall be prepared to satisfy the requirements of the RFP. *EMPHASIS SHOULD BE CONCENTRATED ON ACCURACY, COMPLETENESS, AND CLARITY OF CONTENT.* All parts, pages, figures, and tables should be numbered and labeled clearly. The Proposal should be organized as follows:

<b>Tab</b>	<b>Title</b>
-	Proposal Signature Form
1	Executive Summary
2	Experience and Expertise
3	Resources and Methodology
4	References checks with other clients
5	Proposer Background Questionnaire (Section 5)

6	Exceptions and Deviations
7	Other Required Forms and Attachments
8	Cost Proposal (Section 5)
9	Addenda
10	Affidavits and Acknowledgements

Instructions relative to each part of the response to this RFP are defined in the remainder of this section.

Costs for the Proposer's proposed solution should be submitted on the Proposal Pricing Forms provided. Costs should include the complete costs for the solution, including travel and operating costs. Use additional pages as needed. See "Cost Proposal" below.

### **TAB 1: Executive Summary**

This part of the response to the RFP should be limited to a brief narrative not to exceed two pages describing the proposed solution. The summary should contain as little technical jargon as possible and should be oriented toward non-technical personnel. The Executive Summary should not include cost quotations.

### **Minimum Qualifications**

**Please refer to Section 3-3**

### **TAB 2: Experience and Expertise**

Proposers must provide information about their company so that the City can evaluate the Proposers stability and ability to support the commitments set forth in their response to the RFP. Information that Proposers should provide in this section are as follows:

1. The company's background including a brief description (e.g., past history, present status, future plans, company size, etc.) and organization charts.
2. Privately-held companies wishing to maintain confidential financial information must provide information detailing the company's long-term stability. Please provide a current Dunn & Bradstreet report (D&B) as part of the Proposal.
3. If the Proposer is proposing to use a subcontractor on this Project, please provide background information on the subcontractor, Proposer's relationship with that firm and the specific Services and/or products that the subcontractor will be providing on the Project. A complete list of subcontractors is required. The City has the right to approve all subcontractors of the Proposer at any time.
4. Include names of representatives, professional/work background and qualifications, with titles and areas of expertise, who will be directly responsible for this Project.
5. Describe the expertise of your staff/contractors in performing the types of Services requested in this RFP.

**TAB 3: Resources and Methodology**

1. Adequacy of amount of quality resources assigned to the Project.
2. Overall approach to the Project.
3. Consideration of Services provided and approach to meeting goals and deadlines.
4. List of all Services company is capable of providing.

**TAB 4: References checks with other clients**

Please refer to Section 3-3

**TAB 5: Provider Background Questionnaires**

The Proposer must respond to the Proposer Background Questionnaires in Section 5 of this RFP.

**TAB 6: Exceptions and Deviations**

If the Proposer finds it impossible or impractical to adhere to any portion of these Specifications and all attachments, it shall be so stated in its Proposal, with all deviations grouped together in a separate section entitled "Exceptions/Deviations from Proposal Requirements." This section will be all-inclusive and will contain a definition statement of each and every objection or deviation from adherence to specific RFP sections. Objections or deviations expressed only in other parts of the Proposal, either directly or by implication, will not be accepted as deviations, and the Proposer in submitting a Proposal will accept this stipulation without recourse. Also see the provisions of Section 1-12 above. Proposers taking exceptions shall do so at their own risk.

**TAB 7: Other Required Forms and Attachments**

Place all other forms that have not been identified as associated with another tab under this tab. This should include any Contract forms desired for consideration as part of the final Agreement to be executed.

**TAB 8: Cost Proposal**

**Costs/Revenues** for the Proposer's proposed solution should be submitted on the Price Proposal Sheet Forms provided at Section 5 below. The Proposer shall provide price information for each separate component of the proposed Work.

In the event the product or Service is provided at no additional cost, the item should be noted as "no charge" or words to that effect.

In the event the product or Service is not being included in the Proposal, the

item should be noted as "No Bid".

Proposers shall provide all pricing/revenue alternatives in these cost sheets.

Proposers shall provide prices in U.S. dollars.

Proposers shall make clear the rationale and basis of calculation for all fees.

Proposers shall show separate subtotals for the required elements of the proposed solution, and for any layers of optional elements.

The City reserves the right to pursue direct purchase of all items and Services proposed, as well as to obtain independent financing.

#### **TAB 9: Addenda**

Include all original, signed copies of addenda in this section.

#### **TAB 10: Affidavits and Acknowledgements.**

**The following forms are attached at Section 5 (“SUBMITTAL FORMS”) below, and shall be completed and provided as part of the Proposal. FAILURE TO COMPLETE, SIGN AND RETURN ANY OF THESE FORMS MAY RESULT IN YOUR PROPOSAL BEING DEEMED “NON-RESPONSIVE”.**

- 10) PROPOSAL COVER PAGE (Pre-Tab)
- 10) PRICE PROPOSAL SHEET
- 10a) ADDENDA ACKNOWLEDGEMENT FORM
- 10b) PROPOSER INFORMATION FORM
- 10c) PROPOSER'S DISCLOSURE OF SUBCONTRACTORS AND SUPPLIERS
- 10d) DRUG-FREE WORKPLACE AFFIDAVIT
- 10e) ANTI-KICKBACK AFFIDAVIT
- 10f) NON-COLLUSIVE AFFIDAVIT
- 10g) NON-DISCRIMINATION AFFIDAVIT
- 10h) BUSINESS/VENDOR PROFILE SURVEY
- 10i) EXCEPTIONS AND DEVIATIONS FORM
- 10j) REFERENCE QUESTIONNAIRE



## **SECTION 4**

### **SAMPLE AGREEMENT**

#### **CISCO CAPITAL AGREEMENT TO BE EXECUTED**

**SECTION 5  
SUBMITTAL FORMS  
PROPOSAL COVER SHEET AND SIGNATURE FORM RFQ # 21-04-19 (Pre-Tab 10)**

**PROPOSER'S NAME** (Name of firm, entity, or organization):

**FEDERAL EMPLOYER IDENTIFICATION NUMBER:**

**NAME AND TITLE OF PROPOSER'S CONTACT PERSON:**

Name:

Title:

**MAILING ADDRESS:**

Street Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

**TELEPHONE:**

( \_\_\_\_\_ ) \_\_\_\_\_

**FAX:**

( \_\_\_\_\_ ) \_\_\_\_\_

**PROPOSER'S ORGANIZATION STRUCTURE:**

**EMAIL** \_\_\_\_\_

\_\_\_\_\_ Corporation    \_\_\_\_\_ Partnership    \_\_\_\_\_ Proprietorship    \_\_\_\_\_ Joint Venture    \_\_\_\_\_ Other (explain): \_\_\_\_\_

**IF CORPORATION:**

Date Incorporated/Organized: \_\_\_\_\_

State of Incorporation/Organization: \_\_\_\_\_

States registered in as foreign Corporation: \_\_\_\_\_

**PROPOSER'S SERVICES OR BUSINESS ACTIVITIES OTHER THAN WHAT IS SOUGHT THROUGH THIS SOLICITATION:**

**LIST NAMES OF PROPOSER'S SUBCONTRACTORS AND/OR SUBCONTRACTORS FOR THIS PROJECT:**

**PROPOSER'S AUTHORIZED SIGNATURE:**

The undersigned hereby certifies that this Proposal is submitted in response to this Solicitation.

Signed by: \_\_\_\_\_ Date: \_\_\_\_\_

Print name: \_\_\_\_\_ Title: \_\_\_\_\_

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**



## **PRICE PROPOSAL SHEET (Tab 10)**

### **COST OR PRICING DATA FOR PRICE PROPOSAL**

Proposers shall submit (attached to this form) Cost or Pricing Data of sufficient detail to allow the evaluators to determine the reasonableness of the Price Proposal, reflecting Cost Realism, including all information other than Cost and Pricing Data, and explaining how the lump sum figure was derived.

a) Cost or Pricing Data shall mean all facts, that as of the date of submission of the Proposal, prudent buyers and sellers would reasonably expect to affect price negotiations significantly. Cost or Pricing Data are data that are factual, not judgmental, and are verifiable. While they do not indicate the accuracy of the Proposer's judgment about estimated future costs or projections, they do include the data forming the basis for that judgment. Cost or Pricing Data are more than historical accounting data, they are all the facts that can be reasonably expected to contribute to the soundness of estimates of future costs and to the validity of determinations of costs already incurred. They also include such factors as: vendor quotations; nonrecurring costs; information on changes in production or purchasing volume; data supporting projections of business prospects and objective and related operations cost; unit-cost trends such as those associated with labor efficiency; make-or-buy decisions; estimated resources to attain business goals; and information on management decisions that could have a significant bearing on costs.

a) "Cost Realism" shall mean that the costs in Proposer's Proposal: (1) are realistic for the Work to be performed; (2) reflect a clear understanding of the requirements; and (3) are consistent with the various elements of the Proposer's Proposal.

c) Information other than Cost and Pricing Data shall mean any type of information that is non-numeric that is necessary to determine price reasonableness or Cost Realism.

d) Price, as used in this Solicitation, shall mean cost plus any fee or profit applicable.

## PRICE PROPOSAL SHEET (Tab 10) (CONT.)

**Please use Appendix A (Base Pricing Tabs)**

Taxpayer Identification Number (TIN) \_\_\_\_\_

OFFEROR: \_\_\_\_\_  
(Company Name)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name and Title)

**FAILURE TO SIGN THIS FORM MAY DEEM  
YOUR RESPONSE NON-RESPONSIVE**

**ADDENDA ACKNOWLEDGEMENT FORM (Tab 10a)**

Addendum #

Date Received

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PROPOSER:

<hr/>
(Company Name)
<hr/>
(Signature)
<hr/>
(Printed Name and Title)

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## PROPOSER INFORMATION FORM (Tab 10b)

All information supplied in connection with this form is subject to review and verification. Any and all determinations concerning this information will be used to determine eligibility for participation in the award. Inaccurate or incomplete answers may result in your Proposal being deemed "Non-Responsive."

(1) How many years has your organization been in business under your present business name? \_\_\_\_\_ years

(2) State of Florida occupational license type and number: \_\_\_\_\_

(3) County (state county) Business Tax Receipt type and number: \_\_\_\_\_

(4) City of Miramar Business Tax Receipt type and number: \_\_\_\_\_

(A CITY OF MIRAMAR BUSINESS TAX RECEIPT MAY NOT BE NECESSARY IF THE BUSINESS IS NOT LOCATED WITHIN THE CITY OF MIRAMAR)

### PROPOSERS MUST INCLUDE A COPY OF EACH LICENSE LISTED WITH PROPOSAL

(5) Describe experience providing Services or commodities for similar (government) organizations:

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---

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---

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(6) Have you ever had a contract terminated (either as a prime contractor or subcontractor) for failure to comply, breach, or default?

\_\_\_\_\_ yes \_\_\_\_\_ no

**(IF YES, PLEASE ENCLOSE A DETAILED EXPLANATION ON SEPARATE SHEET)**

**PROPOSER INFORMATION FORM (CONTINUED)**  
**(Tab 10b)**

(7) Please list five Government contract references:

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Contact's Name & Phone #: \_\_\_\_\_

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Contact's Name & Phone #: \_\_\_\_\_

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Contact's Name & Phone #: \_\_\_\_\_

**PROPOSER INFORMATION FORM (CONTINUED)**  
**(Tab 10b)**

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Contact's Name & Phone #: \_\_\_\_\_

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Contact's Name & Phone #: \_\_\_\_\_

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## PROPOSER'S DISCLOSURE OF SUBCONTRACTORS AND SUPPLIERS (Tab 10c)

Please list all Subcontractors and suppliers to be used in connection with performance of the Contract (use additional pages, if necessary). The City strongly encourages the participation of Local Businesses and/or CBE or SME Firms. Please specify the category for each Subcontractor or supplier.

Company Name: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

Company Name: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

## PROPOSER'S DISCLOSURE OF SUBCONTRACTORS AND SUPPLIERS (CONTINUED) (Tab 10c)

Company Name: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

Company Name: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**



# **DRUG-FREE WORKPLACE AFFIDAVIT (Tab 10d)**

## **FLORIDA STATE STATUTE SECTION 287.087**

Identical Tie Bids: Preference shall be given to business with drug-free workplace programs.

Section 287.087 of the Florida Statutes provides:

287.087 Preference to businesses with drug-free workplace programs. Whenever two or more bids, proposals, or replies that are equal with respect to price, quality, and service are received by the state or by any political subdivision for the procurement of commodities or contractual services, a bid, proposal, or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

(1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

(2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

(3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).

(4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than 5 days after such conviction.

(5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by, any employee who is so convicted.

**(6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.**

**As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.**

---

Vendor's Signature

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

**ANTI-KICKBACK AFFIDAVIT (Tab 10e)**

STATE OF FLORIDA       }  
                                      }  
COUNTY OF BROWARD }       ss:

I, the undersigned, hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employees of the City of Miramar, its elected officials, and \_\_\_\_\_ or its design Contractors, as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

By: \_\_\_\_\_

Title: \_\_\_\_\_

Sworn and subscribed before this

\_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public  
State of Florida at Large

My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## NON-COLLUSIVE AFFIDAVIT (Tab 10f)

State of                    )  
                                  ) ss:  
County of                )

I, \_\_\_\_\_, the undersigned authority, being first duly sworn, deposes and says that:

a) He/she is the (Owner, Partner, Officer, Representative or Agent) of \_\_\_\_\_, the Proposer that has submitted the attached Proposal;

b) He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;

c) Such Proposal is genuine and is not collusive or a sham Proposal;

d) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or to refrain from proposing in connection with such Work; or have in any manner, directly or indirectly, sought by person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed Work;

e) The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

**NON-COLLUSIVE AFFIDAVIT (CONTINUED) (Tab 10f)**

Signed, sealed and delivered  
in the presence of:

\_\_\_\_\_  
Witness

By: \_\_\_\_\_

\_\_\_\_\_  
Witness

\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Title)

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

**NON-COLLUSIVE AFFIDAVIT (CONTINUED) (Tab 10f)**

**ACKNOWLEDGMENT**

State of )

) ss:

County of )

BEFORE ME, the undersigned authority, personally appeared \_\_\_\_\_, to me well known and known by me to be the person described herein and who executed the foregoing Affidavit and acknowledged to and before me that he/she executed said Affidavit for the purpose therein expressed.

**WITNESS** my hand and official seal this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public  
State of Florida at Large

My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## NON-DISCRIMINATION AFFIDAVIT (Tab 10g)

I, the undersigned, hereby duly sworn, depose and say that the organization, business or entity represented herein shall not discriminate against any person in its operations, activities or delivery of services under any agreement it enters into with the City of Miramar. The same shall affirmatively comply with all applicable provisions of federal, state and local equal employment laws and shall not engage in or commit any discriminatory practice against any person based on race, age, religion, color, gender, sexual orientation, national origin, marital status, physical or mental disability, political affiliation or any other factor which cannot be lawfully used as a basis for service delivery.

By: \_\_\_\_\_

Title: \_\_\_\_\_

Sworn and subscribed before this

\_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

\_\_\_\_\_  
Notary Public  
State of Florida at Large

My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## BUSINESS/VENDOR PROFILE SURVEY (Tab 10h)

Name of Business: \_\_\_\_\_

Address: \_\_\_\_\_

Phone No.: \_\_\_\_\_

Contact Person (Regarding This Form): \_\_\_\_\_

Type of Business (check the appropriate type):

- ☐ **CONSTRUCTION SERVICES** - Firms involved in the process of building, altering, repairing, improving or demolishing any structure, building or real property.
- ☐ **ARCHITECTURE AND ENGINEERING (A&E) SERVICES** - Firms involved in architectural design, engineering services, inspections and environmental consulting (materials and soil testing) and surveying.
- ☐ **PROFESSIONAL SERVICES** - Includes those services that require special licensing, educational degrees, and unusually highly specialized expertise.
- ☐ **BUSINESS SERVICES** - Involves any services that are labor intensive and not a construction related or professional service.
- ☐ **COMMODITIES** - Includes all tangible personal property services, including equipment, leases of equipment, printing, food, building materials, office supplies.
- ☐ A CBE or SBE firm: a Small Business Enterprise (SBE) or a County Business Enterprise (CBE), has a Broward County Business Tax Receipt, is located in, and doing Business in Broward County, and certified by the Broward County Office of Economic Development and Small Business Development.

**Business is claiming the CBE/SBE Preference; YES \_\_\_\_\_ NO \_\_\_\_\_**

Please attach the Broward County Office of Economic Development and Small Business Development certification to this form.

**Business is claiming local Business Preference YES \_\_\_\_\_ NO \_\_\_\_\_**

(Choose below as applicable)

- ☐ **Businesses Employing Miramar Residents** - Business is located outside of the City of Miramar City limits and employs a minimum of 10 full time equivalent ("FTE") Miramar residents, or Miramar residents constitute 20 % of the FTE of the company's local workforce (in Broward and Miami-Dade Counties), whichever is larger.  
Business Employing Miramar Residents Affidavit MUST be submitted with RFP Response.
- ☐ Business is domiciled within the City of Miramar city limits, complies with all City of Miramar licensing requirements and is current on all taxes.

Please attach a copy of a current Miramar Business Tax Receipt to this form.

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL "NON-RESPONSIVE"**

# Exceptions and Deviations Form (Tab 10i)

## Contract Terms and Conditions Exception

Proposers must identify clause by number and name and specify Exception. **Exceptions must be fully explained on the bottom portion of this page.** The City reserves the right to reject any Proposal for noncompliance with one or more of the requirements.

#	Title	Exception
---	-------	-----------

\_\_\_\_\_  
Proposer’s Signature

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**



## REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): \_\_\_\_\_

Agency Giving Reference: \_\_\_\_\_

Contact Person Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	<b>QUESTION</b>	<b>Satisfactory</b>	<b>Unsatisfactory</b>
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?		
2	How would you rate the firm's quality of work?		
3	How would you rate the experience of the firm's staff?		
4	How would you rate the timeliness of the firm to pay revenues due?		
5	How would you rate your experience with the firm's marketing strategies?		
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES/ Satisfactory</b>	<b>NO/ Unsatisfactory</b>

Additional Comments: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

RFP Response For

# Cisco Switch Replacement

**RFP #21-04-19**

DATE: April 27, 2021, 2:00 PM

**R2 Unified Technologies**  
**980 N. Federal Hwy Suite 410**  
**Boca Raton, FL 33432**



**Vernon E. Hargray, City Manager**

City of Miramar 2300 Civic Center Place Miramar, FL 33025



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## Proposal Signature Form

RFP 21-04-19 - Appendix A

City of Miramar  
Cisco Switch Replacement

Proposal Summary

### Proposal Summary

* Notice to vendors: Please place in front of proposal packet as first page *		
Company Name	R2 Unified Technologies	
Preparer	Lenny Chesal	
Phone Number	561-939-6940	
Fax Number	561-515-6911	
Email Address	<a href="mailto:lenny.chesal@r2ut.com">lenny.chesal@r2ut.com</a>	
Total Network Replacement Materials Cost	\$3,290,431.81	
Total Network Replacement Labor Cost	\$525,000.00	
Total Equipment Buyback	-\$16,410.00	
TOTAL BASE COST (5-Year Cost)	\$3,799,021.81	
Addendum Number	Dated	Initials
Other Acknowledgments		
<p>On this <u>27th</u> day of April, 2021, the undersigned declares that he/she has carefully examined the Instructions/Conditions for this Bid and will honor all purchase orders, prices, and specifications set forth in the Request for Proposal.</p> <p>The undersigned understands that the City of Miramar reserves the right to accept or reject in whole or in part any and all Proposals, to waive informalities and irregularities therein, to award the contract to other than the lowest bidder, and to award the Contract to one (1) or more Contractors in the City of Miramar's sole and absolute discretion. If award is made to our firm based upon our Proposal, we agree to enter into the attached form of Contract with the City of Miramar to furnish the proposed solution and/or services in strict accordance with the Request for Proposals, the Contract, the Use Agreement, and our Proposal.</p> <p>My signature certifies that the Proposal as submitted complies with all terms and conditions as set forth in the Request for Proposals, unless specifically enumerated as an exception as part of our Proposal. I hereby certify that I am authorized to sign as a Representative for the firm.</p> <p>CONTRACTOR HEREBY SUBMITS THIS PROPOSAL PRICING FORM IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE RFP.</p>		
Name of Company	R2 Unified Technologies, LLC.	
Authorized Signature		
Printed Name	Michael Rhyce	

## Tab 1: Executive Summary

For a very long time Cisco has worked diligently to design, develop and manufacture products to allow customers all the control in the performance and security areas of their network. With these capabilities came the most dreaded word in IT: complexity. Cisco's products have always been packed with incredible features, but many of them were not practical to enable or took an army of service teams to deploy. As recently as two years ago, if you wanted to dynamically secure access to the network, you still had to make several disparate investments. Then, you had to stitch them together and administer them independently. This also had the side effect of turning minor upgrades into major projects – or as we like to call them - headaches. No surprise, this became Cisco's #1 challenge in the campus network architecture, which is a fancy way of saying how users connect to the network. The solution: Cisco's Software Defined Access and the underlying philosophy of Intent-Based Networking.

Cisco's Software Defined Access is the perfectly orchestrated dance of matching devices with identity and applying the right security and mobility policies, all while making sure that features like performance, availability and scalability are not compromised, yet rather enhanced. The underlying technology's goal was to remove the traditional (read: old) methods of identifying devices with things like IP and MAC addresses and instead get right to what matters: The fact that you are Jane from Accounting and thus you get exactly the right access you need with security enforcement and monitoring. Not too little, not too much, and always secure. Cisco has even enabled devices within their networks to carry a flag with them as they leave the environment so that partners can see that identity and take action accordingly. It is part of the vision of delivering on Intent across the enterprise and beyond.

This is all done with incredible technologies like LISP, VXLAN, AnyCast, ECMP, ISE, SGT, TrustSec and DACLS...and if you do not know what any of those acronyms mean, the good news is you don't need to. A core component of Cisco's Software Defined Access architecture is the solution branded DNA Center. This is the management application which performs all the heavy lifting for you. Once provisioned, you can point and click your way to security using common names, existing groups or unique identities. Once you know the intent, DNA Center orchestrates the changes in the network to deliver on your policy. It is a very welcome change from the network management of old. This is software defined networking.

Cisco's newest line of campus networking equipment ships with these capabilities for customers removing or upgrading older equipment. Obviously, the solution is built on highly performing, highly redundant wired and wireless technologies, that is a given with Cisco's history of industry leading platforms, but the true power is in the software and automation. This solution offers full lifecycle management from upgrades of hardware and software to break/fix resolution. It allows granular control for administrators to provide their teams specific permissions for access and the visibility to effectively troubleshoot issues.

Did I mention it is secure? I think so, but did I mention it includes industry leading technology called encrypted threat analytics? This is very important because in the world of networking, encryption can be the enemy of security. How do we identify if something is bad if we

cannot see it? Everything is moving at such a fast pace throughout the network we must rely on different ways to identify what could be harmful and what is benign. I like to use the analogy of the FedEx or UPS driver to explain what encrypted threat analytics are, because you cannot see what's in the box, only the path of the driver. If the driver starts going off the road to make deliveries to a location you don't expect, you don't need to know what's in the package to know something is wrong. It is the behavior you don't trust. The Cisco Software Defined Access product portfolio includes this feature to protect your assets and determine if there is a compromise in the environment and will be implemented as part of the engagement.

Which brings me to my final point: partnership. Cisco has achieved their mission to create a Software Defined, centrally managed, secure platform of products and the City of Miramar is poised to take advantage of it. Yet, providing the technology is only half of it. Cisco also recommends that you choose a trusted partner to complete this work and enable this technology properly. They recommend you choose a partner who recognizes that the key elements to a successful deployment of this solution is the proper planning and design and impact assessment that takes place prior to the deployment. And, the fact our partnership with Cisco is founded on the principle of top performing engineering and a relentless commitment to do right by the customer Cisco will tell you that they trust us. We've done this multiple times before. Let us help you abstract the complexity of networking and put into place a superior solution for long term management of a mobile, scalable and secure workforce.

## Qualifications – Certification & Specialization

- Cisco Premier Certified Partner
  - Advanced Enterprise Networks Architecture Specialization
  - Advanced Security Architecture Specialization
  - Advanced Collaboration Architecture Specialization
  - Advanced Data Center Architecture Specialization
  - Customer Experience Specialized
  - Cisco Webex Calling with Calling Plan
  - Customer Experience Specialization
  - Collaboration SaaS Specialization
  - Approved Partner for Tetration Orders
  - Cisco Cloud Meraki
  - Cisco Webex Calling Partner
  - EA Cisco DNA - Switching Wireless Routing
  - EA Collab - UC TP PC
  - EA Collab-Flex Plan
  - EA Collab-Flex Plan On-Prem Calling
  - EA Collab-Flex Plan On-Prem Meetings
  - EA Data Center Cloud
  - EA Security choice

## Tab 2: Experience and Expertise

### History & Foundation

R2 was founded in 2008 out of the need to provide mid-market businesses with more. More skills, more resources, and a better overall experience. For more than a decade, R2 has focused on tailored solutions and superior service receiving numerous IT accolades from *Inc. 500/5000* to Cisco Southeast Partner of the Year. R2 is successful because we take a different approach to business. One that has best served our clients, our employees, and our partners.

To be a technology partner, it's not about what you sell, it's about how you deliver. Innovation, passion, and execution will continue to be the principals for which we hire, retain, and serve. Technology plays a critical role in your city, which is why you need a team who approaches IT differently. We do IT because we love it. Our team is eager to bring you more, because at our core, we're committed to do right by you, our client. Always!

R2 is a Technology Partner who is truly different from all the rest. A Technology Partner built to deliver first and sell second. A Technology Partner unwilling to sacrifice the client experience just to make a dollar. With four full-time technical resources to every one salesperson, "engineering led" isn't just something we say at R2, it's in our DNA. We built our company for one single reason: To make our clients' lives easier. Period.

### Headquarters

#### ***Boca Raton Office***

980 N. Federal Highway, Suite 410  
Boca Raton, FL 33432

### Company Facts

Date of Incorporation:	September 2, 2008
Total # of Employees:	33 (18 technical)
Website:	<a href="http://www.r2ut.com">www.r2ut.com</a>

### R2 Unified Technologies Awards

- 2014 Cisco SMB Southeast Region Partner of the Year
- 2016 South Florida Business Journal FastTech #1 Fastest Growing Company
- 2015 & 2013 Cisco Winner's Circle – Top 30 Commercial US Growth Partner
- Inc. 5000 & 500 – 2010, 2011, 2012, 2013, 2014
- South Florida Business Journal Fast 50 – 2011, 2013, 2014
- South Florida Business Journal FastTech – 2011, 2012, 2014

## Differentiators

**Local Presence.** R2 boasts one of, if not, the largest engineering footprints in South Florida. With 17 highly qualified technical resources, most of whom sit in our Boca Raton headquarters, the City of Miramar has access to R2's top talent at all times. While only a short drive away and access up to our President & CTO, R2 will be responsive to the City of Miramar's needs and have access to our best engineers both during the implementation as well as post implementation support.

**Flexibility.** While having one of the largest engineering teams in South Florida, R2 is still small enough to allow common sense decisions to outweigh corporate guidelines. Simply put, we don't live our life by rules and refuse to let projects be littered with "change orders" and "in the box" conversations. In fact, when selecting R2 for their voice upgrade project, City of West Palm Beach's Technical Operations Manager, Miguel Gamino, cited R2's "expertise and flexibility" as the determining factor to why his team chose us. Simply put, our goal is to provide the best technical services for the City of Miramar and its end users, and nothing will get in the way of that.

**Hiring Practices.** While a majority of our competition will leverage local staffing agencies for project engagements, R2 only leverages full-time employees and partners with companies offering complementing services such as structured cabling. So, whether it's a scheduled implementation or an engineer making an emergency support call, rest assured it will be a full time R2 team member. Also, specific to our hiring philosophy, R2 only hires engineers who have a minimum of two competencies (network, security, wireless, servers, storage, etc.) and require each engineer to be working on a 3<sup>rd</sup>. The idea is to eliminate the "siloed" approach and allow small teams of highly certified engineers to mobilize quickly and make the best decisions for our clients.

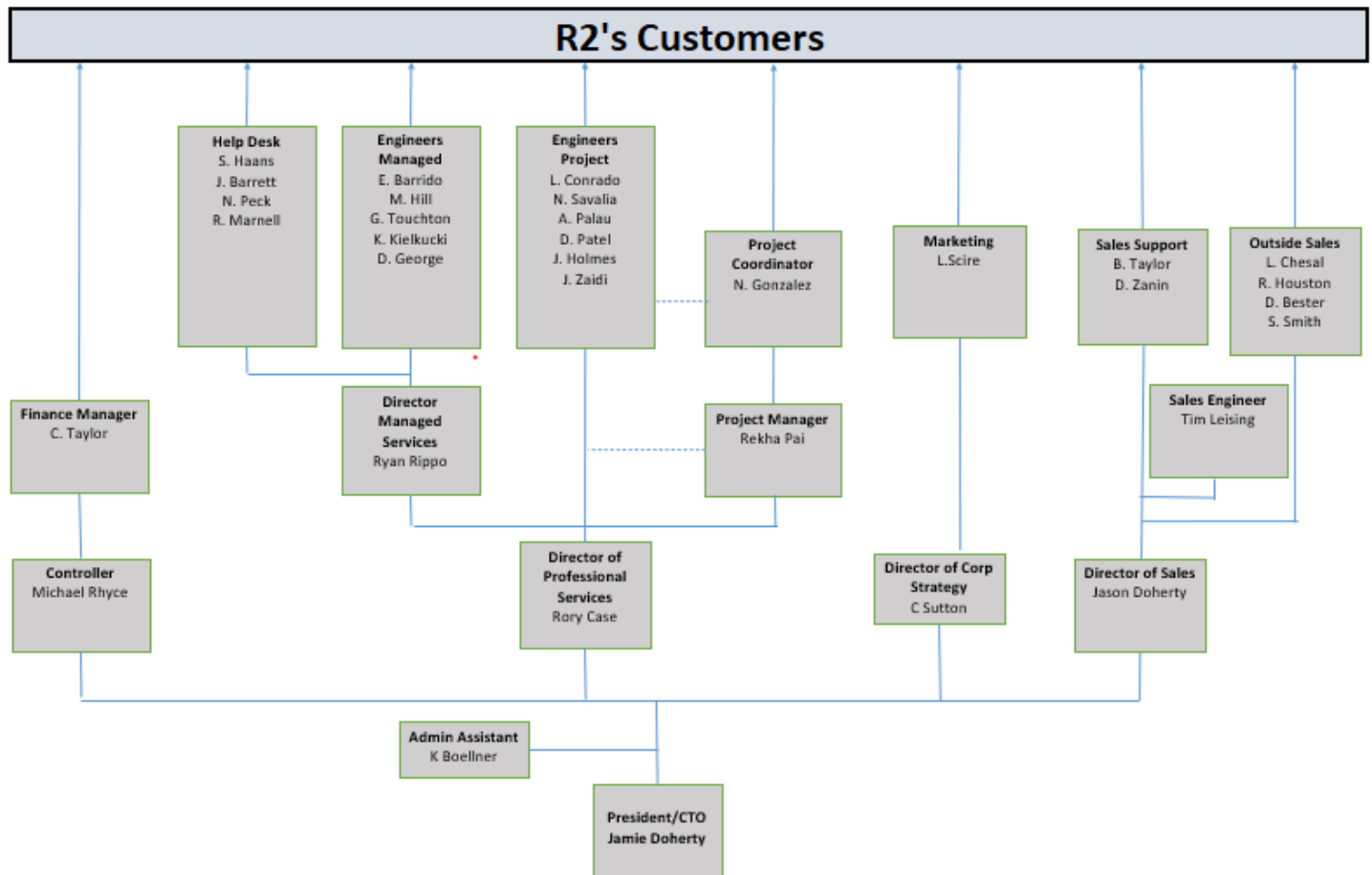
**Relationship First Culture.** We live by a few rules. First, do right by the client. Second, we are an "engineering led/technology first" company. Third, we care WHAT we sell you not just THAT we sell you. Lastly, we get it done....100%. R2 has built its business on making the best technology decisions for our clients. Nothing else affects our decisions – not manufacturer partnerships and not profit. Everything we do is about making the right technology decisions to help make our clients' lives easier. Nothing gets in the way of that. Nothing.

**Intrinsic Knowledge & Expertise.** R2's expertise in design & architecture has enabled us to deliver some of the most complex network implementations in South Florida. Two of those successful implementations are to local municipalities and include the EXACT same technologies being requested by this RFP. In fact, to our knowledge, we are the only partner to have delivered Cisco DNA/ISE/Stealthwatch/SD-Access to any municipality located in South Florida. So, having a team that has already implemented the technology in similar environments will help to ensure a successful implementation of the proposed solution. We have already overcome many of the challenges and early bugs and are equipped to handle it. As an early implementor of the solution, R2 has established credibility with direct contacts into the Cisco BU and can leverage those relationships, if necessary, for this implementation as well.



## R2 Organizational Chart

**R2 Unified Technologies  
Organizational Chart  
As of: April 26, 2021**



## Dun & Bradstreet



### Credit Evaluator Plus

R2 UNIFIED TECHNOLOGIES, LLC

D-U-N-S: 06-674-0257

ADDRESS: 980 N Federal Hwy Ste 410, Boca Raton, FL, 33432, United States

Date: 04/26/2021

### RISK ASSESSMENT

#### SCORES AND RATINGS

Max. Credit Recommendation

US\$ 67,500

PAYDEX® SCORE

76

LOW RISK

#### MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk



Maximum Credit Recommendation

US\$ 67,500

The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: STABLE CONDITION
- Based on the predicted risk of business discontinuation: LIKELIHOOD OF CONTINUED OPERATIONS
- Based on the predicted risk of severely delinquent payments: VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS

#### PAYDEX® SUMMARY

3 Months



When weighted by dollar amount, payments to suppliers on average, are on time. Value is based on payments collected over the last **3 months**.

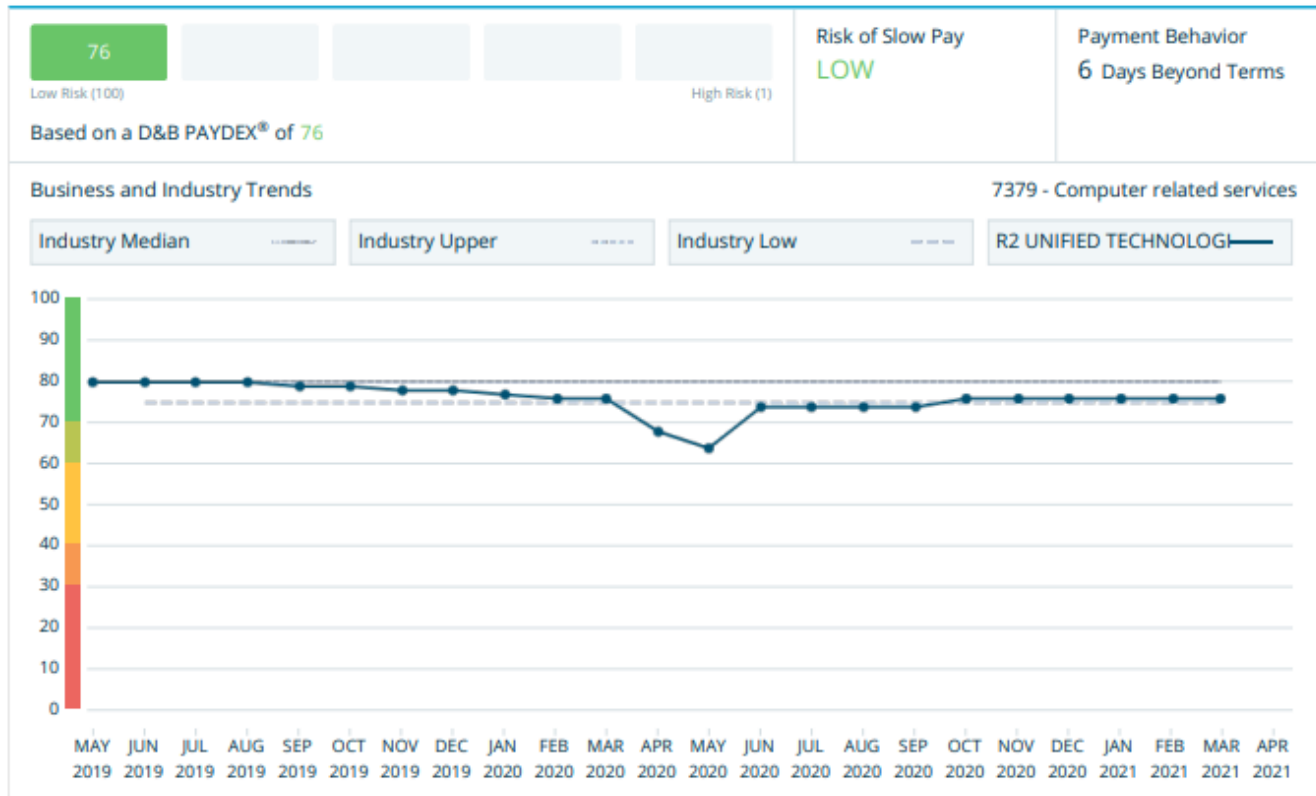
24 Months



When weighted by dollar amount, payments to suppliers average 6 days beyond terms. Value is based on payments collected over the last **24 months**.

PAYDEX®

Based on 24 months of data



## EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL 0	TOTAL 0	TOTAL 0	TOTAL 11
LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE 12/29/2020

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

## TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
Overall Payment Behavior <b>6</b> Days Beyond Terms	% of Trade Within Terms <b>79%</b>	Highest Past Due <b>US\$ 0</b>	
Highest Now Owing: US\$ 2,500	Total Trade Experiences: 19 Largest High Credit: US\$ 60,000 Average High Credit: US\$ 8,600	Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	100%	1	\$60,000
15,000 - 49,999	100%	1	\$35,000
5,000 - 14,999	33%	3	\$15,000
1,000 - 4,999	74%	5	\$9,500
UNDER 1,000	100%	4	\$900

COMPANY PROFILE

COMPANY OVERVIEW		
<b>Named Principal</b> JAMIE DOHERTY, MBR	<b>Age (Year Started)</b> 13 years (2008)	<b>Employees</b> 27
<b>Business Form</b> Partnership	<b>Annual Sales</b> US\$ 4,654,980	<b>Line of Business</b> Computer related services
<b>SIC</b> 7379		

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## Sub-Contractor Background Information – Rubeles, Inc.


R2 will be subcontracting Rubeles, Inc. for the switch removal/installation, wire map and connectivity needs associated with this project. R2 has a long and successful history with Rubeles, Inc. We've enjoyed a 5+ year relationship with them and partnered on 50+ successful implementations. Rubeles, Inc. prior experience with other municipalities make him a great partner & fit for the project.

DUNS #: **011535555**  
 Cage Code: **6HVM1**  
 NAICS Code (commonly supported):  
**238210**, 334290, 423430, 423610, 532490,  
 541512, 541690, 561621

# Rubeles

Organizations such as Dept. of Homeland Security, City of Doral & City of Hollywood trusts us for their System Cabling Installation for over 8 Years because we ensure code compliance, do not cut corners on materials and use great care in how we lay our cabling.

**RUBEN GATTO, President**  
 ☎ (305)-431-5257  
 12195 NE 2<sup>nd</sup> Ave,  
 North Miami, FL 33161  
[rgatto@rubeles.com](mailto:rgatto@rubeles.com)  
[www.rubeles.com/fedsupplier](http://www.rubeles.com/fedsupplier)








**WHO WE ARE**





- We are a "Minority Owned" Small Business.
- Our Core Values are Honesty, Integrity, Precision, and Responsiveness.
- We perform projects of any size, from small to large-scale.
- We guarantee the most competitive and cost-effective prices in our industry.
- We provide consistent, high-quality deliveries due to our strong project management, accounting, and reporting systems.
- We conduct comprehensive customer surveys to ensure that all our customers are 100% satisfied during and after project execution.
- We operate across the entire United States.
- We are committed excellence and being the best matters to us.

**WHAT WE DO**

- Technology Integration / Automation
- Fiber Optics & Ethernet Wiring cat5e/cat6
- Security Camera Systems
- Access control Systems
- Audio / Visual Equipment
- Telecommunication Systems
- Outside Plant Installation Technology (OSP)

**CLIENTS:**

## Sub-Contractor Background Information – NWC, LLC.

R2 will also be subcontracting part of the installation to Jeremy Holmes of NWC, LLC. Jeremy is listed as a contractor for one simple reason; he chooses to be paid as a 1099 employee vs. W2. Jeremy is a CCNP Enterprise and CCIE Wireless and houses all his certifications with R2. Jeremy has an annual contract with R2 and performs all of R2's complex wireless passive/active wireless site surveys, wireless installs as well as R2's ISE deployments. He has participated in multiple R2 Software Defined Access implementations and acts as a pre-sales engineer for our wireless and ISE opportunities. While getting paid as a contractor, Jeremy is considered to be a full-time team member with his own R2 email address, MSFT & Webex Teams account and direct dial extension.

## Proposed Account & Implementation Team

<b>Senior Account Manager:</b>	Lenny Chesal, CRRD, Sr. Account Manager
<b>CTO &amp; Senior Technical Architect:</b>	Jamie Doherty, President & CTO
<b>Senior Network Engineer:</b>	Dharmik Patel, CCNP Enterprise & CCDP
<b>Senior Network Engineer:</b>	Alberto Palau, CCNP Enterprise
<b>Senior Network Engineer:</b>	Jeremy Holmes, CCNP Enterprise & CCIE Wireless
<b>Network Engineer:</b>	Kevin Kielkucki, CCNP Enterprise & CCNA Security
<b>Network Engineer:</b>	Ed Barrido, CCNP Enterprise
<b>Senior Project Manager:</b>	Rekha Pai, PMP

## Escalation Contacts

<b>Account Management Escalation:</b>	Jason Doherty, VP of Sales
<b>Service Delivery Escalation:</b>	Rory Case, Director of Professional Services

## Implementation Team Qualifications

### ***Jamie Doherty, President & CTO***

- Jamie is the President, CTO & Chief Technical Architect at R2 Unified Technologies. Jamie served in that same role in our DNA/SDA implementations at both municipalities referenced in this RFP. Jamie goes wide & deep in many of the technology solutions delivered at R2 but specializes in Enterprise Networking, Software Defined, Voice & Data Networks, Security & Private/Public/Hybrid Cloud solutions. From the mouth of our largest customer with 9,000 seats, "Jamie is one of the top 3 technology minds I have encountered in my career."



### ***Jeremy Holmes, Senior Network Engineer***

- With over 23 years of consulting experience Jeremy has found success in managing, developing and supporting diverse technology infrastructure. Jeremy's strengths are in both security/identity and specifically, Cisco ISE. He has built wireless designs for high-profile projects like the presidential debate, large public venues, and higher education environments.
  - Areas of Expertise
    - Business Consulting and Engineering
    - Architecture Design
    - Network Access Control
    - Wireless Customization
    - Advanced RF Analytics and optimization
    - Wireless Survey and troubleshooting
    - Protocol Analysis
    - Implementation/Support in both wireless and wired environments
  - Certifications
    - CCIE Wireless #43606
    - PMP
    - Aruba ACMP
    - CCNP – Wireless
    - CCNP – Route/Switch
    - CCNA – Wireless
    - CCNA – Route/Switch
    - Fortinet NSE

### ***Dharmik Patel, Senior Network Engineer***

- Dharmik has over 10 years of professional experience in areas of Software Defined Networking along with traditional Enterprise wired/wireless networking and datacenter for various industries including: retail, banking, healthcare, government sector, education and manufacturing. He's proficient at managing all phases of network design, installation and administration and prides himself on his strong ability to assimilate new technologies, products and solutions.
  - Areas of Expertise
    - Software Defined Networking: SD-Access, SD-WAN (Meraki), ACI
    - Enterprise Switching: Catalyst 9600, 9500, 9300, 9200, 6800, 6500, 4500, 3850, 3750, 3650, 2960,
    - HP/Dell/Extreme/Meraki Switches
    - Datacenter: ACI, Nexus 9K/7K/6K/5K/3K/2K, Fabric Interconnect, UCS, FEX
    - Routing: Cisco 800, 2800, 2900, 3900, 4000, ASRs
    - Wireless: Autonomous AP, Light Weight AP, Wireless Controllers, Meraki APs
    - Security: Stealthwatch, Tetration

- Protocols: TCP/IP, EIGRP, OSPF, BGP, DMVPN, VRF, VxLAN, LISP, OTV, RSTP, VTP, HSRP, 802.11 b/g/n/ac,
- DNS/DHCP, 802.1x, QoS, NAT/PAT, ACLs, ZBF, IPv4/IPv6, Multicast, FCoE.
- Tools: Cisco DNA center, Solarwinds NPM/NCM, Airwave, Cisco Prime, HPNA, Infoblox-IP address management, Service Now, HP Service Desk, Putty, Secure CRT, IP Plan, Wireshark
- Certifications
  - CCNP R&S - Cisco Certified Network Professional- Route & Switch
  - CCDP - Cisco Certified Design Professional
  - CCNP DC - Cisco Certified Network Professional- Data Center
  - CCDA - Cisco Certified Design Associate
  - CMNA - Cisco Meraki Network Associate
  - CMNO - Cisco Meraki Network Operator

### ***Alberto Palau, Senior Network Engineer***

- Alberto boasts 15 years of IT experience most of which has been in designing and deploying local and wide area networks, new site deployments, adds/changes, network and firewall/security monitoring, and troubleshooting. At R2, Alberto has been our go to Route/Switch engineer as well as a Security expert. He has been heavily involved in both the deployment and post sales support of Enterprise Network & Security solutions we've delivered to our customers.
  - Areas of Expertise
    - Cisco Route/Switch
    - Cisco Security
    - Palo Alto Security
    - Wireless Technologies
  - Certifications
    - Cisco Certified Network Professional Enterprise
    - Cisco Certified Specialist - Enterprise Advanced Infrastructure Implementation
    - Cisco Certified Specialist - Enterprise Core
    - Cisco Meraki Network Associate

### ***Kevin Kielkucki, Network Engineer***

- Kevin is a network & security specialist at R2. With 11 years of experience spending time at HP, American Airlines and time in the technology partner space prior to coming to R2. During Kevin's 2.5 years at R2, he's focused on implementing and supporting our customers network and security solutions. Kevin is also part of the team that supports City of Weston's DNA infrastructure as part of our managed services offering.
  - Areas of Expertise
    - Security Solutions

- Cisco Meraki
- Cisco Software Defined & Enterprise Networking Solutions
- Implementation/Support in both wireless and wired environments
- Certifications
  - CCNP Enterprise
  - CCNA
  - Cisco Certified Specialist - Enterprise Advanced Infrastructure Implementation
  - Cisco Certified Specialist - Enterprise Core
  - Cisco Certified Specialist - Enterprise Design
  - Palo Alto Networks - Certified Network Security Engineer

### ***Ed Barrido, Network Engineer***

- Ed has an extensive career in the technology partner community spending the past 11 years in the consulting space – the past 8 years with R2! Prior to Ed's time in the partner community, he spent 8 years in Military IT. While known as a "jack of all trades" and field installation specialist at R2, Ed specializes in voice and wireless networking.
  - Areas of Expertise
    - Enterprise Networking
    - Wireless Implementation
    - Cisco Meraki
  - Certifications
    - CCNP Wireless
    - CCNA Voice, Wireless, Route/Switch
    - MCSE
    - Azure
    - VCP
    - A+

## **Implementation Staff Expertise**

We would venture to say our team is the most, if not only team, experienced with the Software Defined Access technology in South Florida. In fact, we've been working with the technology for over two years and have two implementations specific to the SLED space. An exact match to this RFP. Specific to the City of Weston, our team not only implemented the technology, but we also continue to support it on a day-to-day basis as part of our Managed Services agreement we have with the city. Specific to our implementation team and their direct experience with the technology Jamie Doherty, Dharmik Patel and Jeremy Holmes all were a part of BOTH the City of Weston & City of Lake Worth implementations. Alberto Palau was a part of the City of Lake Worth implementation. Kevin Kielkucki has been a part of the support team for City of Weston. While not direct implementation, Rekha Pai, our PMP, has project managed both aforementioned

implementations and is the backbone behind our success in both. We are confident in the team's experience, knowledge and size for this deployment.

## Security & Compliance

R2 strategically works with and manage multiple clients that are SOX, SOC 2, PCI & HIPAA compliant and has multiple executed BAA agreements with its Healthcare clients. With a CISSP on staff, Security is a core focus of the company to inform, assist and advise clients on security by defining security posture, performing vulnerability scans, penetration testing, participating in audit meetings and remediating findings as well as incident response. R2 is in the process of starting the PCI Self-Assessment Questionnaire (SAQ) for Service Providers.

## Prior Implementation Synopsis

***The City of Weston*** was an early adopter of Cisco's SD Access technology and used a broad range of hardware and software solutions. It was a mix of generation 1 switching with Catalyst 3850 series and the newly designed Catalyst 9000 series. We were tasked with implementing in a brownfield environment with significant fiber assets and limited downtime. Our crawl, walk, run approach allowed the use of new and legacy networks on the same fabric to enable an easy transition from old to new. The legacy 3850 platform was re-used at the access layers where appropriate and adopted the lifecycle management of DNA perfectly. During this implementation we established ourselves as capable with the Cisco Business Unit, which has led to a productive relationship on future SDA implementations. This is an environment we have continued to maintain, support and upgrade through managed services today.

***The City of Lake Worth Beach*** was more complicated from a connectivity perspective but included a full replacement of hardware to the newer Catalyst 9000 series. A significant amount of time was spent in the design of the underlay network due to the cabling and long-haul fiber limitations. Our experience was critical when it came to mapping new L3 paths across existing network assets. R2 worked directly with Cisco's SD Access Business Unit to extend the recommended guidelines on multi-hop switching and ensure proper service delivery. We also expanded the capabilities to fusion routers and multiple firewalls across the environment, traversing several different ethernet mediums including microwave wireless. It was a different challenge with limited connectivity, but the deployed solution met the customers goals and provided the foundation for significant growth.

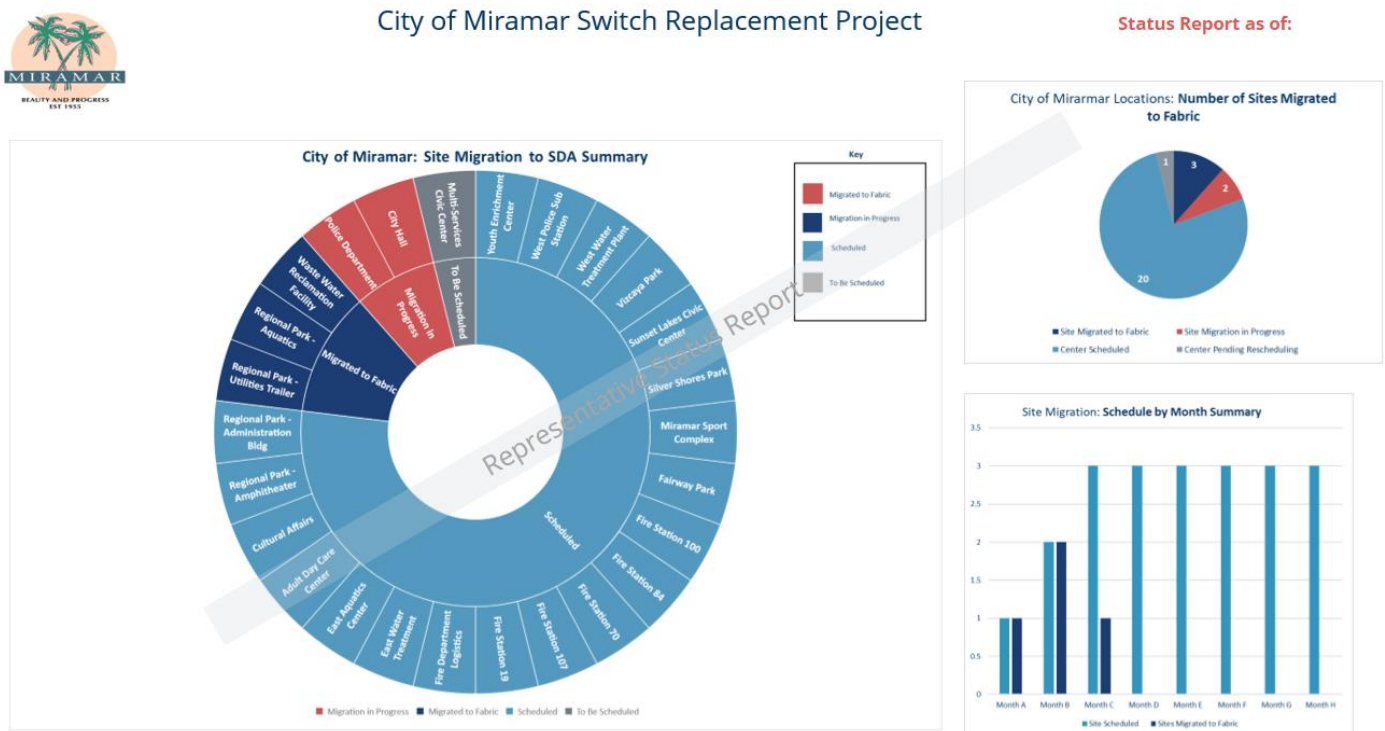
## Tab 3: Resources and Methodology

### 1. Adequacy of amount of quality resources assigned to the Project

We believe we have the depth and breadth of resources to deliver on this project as demonstrated by our personnel noted above.

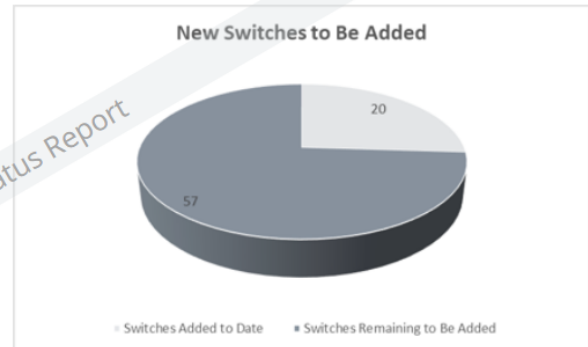
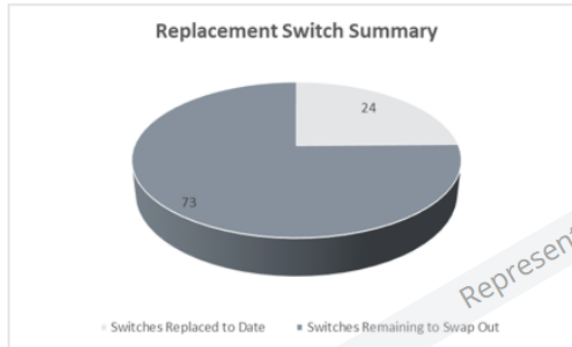
### 2. Overall Project Approach

R2 strongly believes consistently communicating is critical to any project success. Communicating the project status including overall status (green/yellow/red), key metrics, risks, issues, and upcoming activities to all key project stakeholders and sponsors is key. During the Planning Phase, our Project Manager will work with the City of Miramar PM team to determine what metrics would be meaningful to the project stakeholders and sponsors. The example below is a representative report:





## City of Miramar Switch Replacement Project



## City of Miramar Switch Replacement Project

City of Miramar would like to replace aging switch infrastructure, add additional switches, and deploy SDA across its sites

Key Activity / Milestone	Status	Baseline	Revised Date
Complete Planning	✓	8/21/2020	N/A
Cutover First Pilot	✓	8/24/2020	N/A
Cutover Second Pilot	✓	8/27/2020	N/A
Site A Cutover	🕒	8/31/2020	N/A
Site B Cutover	🕒	9/3/2020	N/A
Site C Cutover	🕒	9/8/2020	N/A
Site D Cutover	🕒	9/10/2020	N/A
Site E Cutover	🕒	9/14/2020	N/A
Site F Cutover	🕒	9/16/2020	N/A

✓ Complete
🕒 On Schedule
⚠ Delay (Risk)
🔴 Late

### Accomplishments This Week

- Finalized Planning/Coordination for First Pilot Site. Multiple teams involved.
- Successfully cutover the First Pilot (TBC). Identified Process & Switch Configuration Change Script refinements for Second Pilot.
- Successfully cutover the Second Pilot (TBC) with updated Processes & Switch Configuration Change Script.

### Key Activities In Progress / Activities for Next Week

- Complete Testing Script to Automate Changes.
- Finalize Rollout Process & Procedures.
- Prep for Site A & Site B Cutovers.
- Finalize Site Schedule Rollout Schedule.

### Key Issues / Open Items

- Public IP Egress post cutover different than expecting. No impact to site. Discuss with AT&T.

### Key Risks

- There are limited flight options due to Covid-19. Travel will be booked three to four weeks in advance to obtain best available options. However, if there is a flight delay/weather issue, engineer could arrive late to site as few reschedule options available.

### Recent Decisions and Assumptions

- Switch Configuration Change script cannot be executed on V1 3750 switch models so changes will be manually executed (Switches are EOL / EOS so cannot be upgraded to support firmware version required for script). There are 7 sites with 3750 V1 Switches. Additional time will be required for these sites to accommodate manual changes.
- For sites with V2 3750 switch models, these switches will first be upgraded on the cutover night to a firmware version that supports the Switch Configuration Change Script. Additional time will be required to complete the firmware upgrades. There are 10 sites with 3750 V2 Switches.

Scope
Resources
Schedule
Quality
Overall Status

SOW Milestone	Completion Date	Status
Kickoff	8/7/2020	Complete
Planning & Design	8/21/2020	Complete
Pilot Sites	8/28/2020	Complete
<b>Sites Rollouts</b>		
• Group 1 (4)	9/11/2020	In Progress
• Group 2 (4)	9/22/2020	Not Started
• Group 3 (4)	9/30/2020	Not Started
• Group 4 (4)	10/7/2020	Not Started
• Group 5 (4)	10/15/2020	Not Started
• Group 6 (4)	10/21/2020	Not Started
• Group 7 (4)	10/28/2020	Not Started
• Group 8 (4)	11/3/2020	Not Started
• Group 9 (3)	11/6/2020	Not Started
Documentation	11/13/2020	Not Started
Closeout	11/18/2020	Not Started





## Workplan - (Excerpted from attached document)

Phase	Start Date	End Date	Resource	Status	Notes	Maint. Window Required
<b>Phase 1 - Kick Off</b>						
Signed SOW & Acceptance by Customer	6/1/2021	6/1/2021		Not Started		
Internal Kickoff	6/3/2021	6/3/2021		Not Started		
Customer Kickoff	6/7/2021	6/7/2021		Not Started		
<b>Phase 2 - Planning &amp; Design</b>						
<b>Phase 2.1 Information Gathering</b>						
Network Discovery	6/7/2021	6/25/2021		Not Started		
Onsite walkthrough of sites and network closets	6/8/2021	6/10/2021		Not Started		
Gather existing network configuration	6/8/2021	6/11/2021		Not Started		
Review L2/L3 Topology	6/14/2021	6/18/2021		Not Started		
Review Internet Connectivity	6/14/2021	6/18/2021		Not Started		
Review IP addressing	6/14/2021	6/18/2021		Not Started		
Preparation for ME, dedicated fiber connectivity	6/14/2021	6/18/2021		Not Started		
Review Meraki Wireless Deployment	6/14/2021	6/18/2021		Not Started		
Review and understand business objectives	6/14/2021	6/18/2021		Not Started		
Inventory Review	6/21/2021	6/25/2021		Not Started		
License Verification	6/21/2021	6/22/2021		Not Started		
Hardware Verification	6/21/2021	6/22/2021		Not Started		
Software update planning	6/23/2021	6/23/2021		Not Started		
Verify devices, asset tag, scan and add to inventory list	6/24/2021	6/25/2021		Not Started		
Device to building allocation	6/24/2021	6/25/2021		Not Started		
Transceiver and cable inventory and allocation	6/24/2021	6/25/2021		Not Started		
<b>Phase 2.2 Design</b>						
Fabric Design	6/14/2021	6/18/2021		Not Started		
Design Session	6/14/2021	6/18/2021		Not Started		
Design Decisions	6/14/2021	6/18/2021		Not Started		
Document Fabric Design	6/14/2021	6/18/2021		Not Started		
Non-Fabric Design	6/14/2021	6/18/2021		Not Started		
Design Session	6/14/2021	6/18/2021		Not Started		
Design Decisions	6/14/2021	6/18/2021		Not Started		
Document Non-Fabric Design	6/14/2021	6/18/2021		Not Started		
Network Rack Layout	6/21/2021	6/25/2021		Not Started		
Rack Elevation Diagrams by network closet	6/21/2021	6/25/2021		Not Started		
Core Connection Cable Mapping network closet and interbuilding	6/21/2021	6/25/2021		Not Started		
Identity Services Planning	6/21/2021	6/25/2021		Not Started		
Review Active Directory	6/21/2021	6/25/2021		Not Started		
ISE Design Session	6/21/2021	6/25/2021		Not Started		
Design Decisions						
Document Design	6/21/2021	6/25/2021		Not Started		
StealthWatch Planning	6/28/2021	7/2/2021		Not Started		
Design Session	6/28/2021	7/2/2021		Not Started		
Design Decisions	6/28/2021	7/2/2021				
Document Design	6/28/2021	7/2/2021		Not Started		
<b>Phase 2.3 Implementation Strategy</b>						
Create Implementation Strategy	7/6/2021	7/23/2021		Not Started		
Build initial Rollout Strategy based on Site Availability	7/6/2021	7/9/2021		Not Started		
Create IP Assignment document	7/12/2021	7/16/2021		Not Started		
Document implementation strategy and proposed diagram	7/19/2021	7/23/2021		Not Started		
<b>Other Discovery &amp; Strategy (Non-Technical)</b>						
Equipment Process	8/2/2021	8/20/2021		Not Started		
Receipt Process at R2 (Proof of Items)	8/3/2021	8/6/2021		Not Started		
Pre-Staging Equipment	8/9/2021	8/13/2021		Not Started		



Phase	Start Date	End Date	Resource	Status	Notes	Maint. Window Required
Asset Tagging	8/9/2021	8/13/2021		Not Started		
City Equipment Delivery Receipt Process / R2 Inventory Slips	8/9/2021	8/13/2021		Not Started		
Removal and recycling of existing network equipment after cutover	8/9/2021	8/13/2021		Not Started		
Maintenance Process	8/9/2021	8/13/2021		Not Started		
Submission Process & Forms / Change Board	8/9/2021	8/13/2021		Not Started		
Acceptance Testing Process	8/16/2021	8/20/2021		Not Started		
<b>Phase 3 - Implementation</b>						
<b>3.1 Foundation Application Configuration</b>						
Onsite Rack/Stack DNA, ISE Appliances and Routers	8/16/2021	8/27/2021		Not Started		
DNA Center Implementation and Configuration	8/30/2021	9/10/2021		Not Started		
Configure DNA Center Design	8/30/2021	9/10/2021		Not Started		
Configure DNA Center Policies	8/30/2021	9/10/2021		Not Started		
Configure 2 x ISE Appliances	9/13/2021	9/24/2021		Not Started		
Configuration of initial ISE policies	9/13/2021	9/24/2021		Not Started		
Establish PxGrid integration between DNA Center and ISE cluster	9/27/2021	10/1/2021		Not Started		
Deployment of Cisco StealthWatch, Management Center, Flow Collectors and UDP Director	9/27/2021	10/8/2021		Not Started		
Deploy Collection Policy	9/27/2021	10/8/2021		Not Started		
Integrate Stealthwatch with DNA Center	9/27/2021	10/8/2021		Not Started		
<b>3.2 Underlay Transport Configuration</b>						
Initial build of Fabric Border(s)	10/12/2021	10/22/2021		Not Started		
Initial build of Fusion Routers (ASRs)	10/12/2021	10/22/2021		Not Started		
Initial build of Intermediate Nodes (if required)	10/12/2021	10/22/2021		Not Started		
Initial build of Transit Control Plane Nodes (if required)	10/12/2021	10/22/2021		Not Started		
Implementation of IS-IS and BGP	10/25/2021	10/29/2021		Not Started		
Implementation of WAN strategy between Fabric Borders/Intermediate Nodes	10/25/2021	10/29/2021		Not Started		
Implementation of SD Transit	10/25/2021	10/29/2021		Not Started		
<b>3.3 Overlay Transport configuration with designed networks</b>						
Border to Fusion Handoff	11/1/2021	11/12/2021		Not Started		
Fabric Border and Edge Provisioning	11/1/2021	11/12/2021		Not Started		
Host Onboarding	11/15/2021	11/19/2021		Not Started		
<b>3.4 Build Test Locations</b>						
Physical Deployment of Switching to Lab	11/22/2021	12/3/2021		Not Started		
Fabric Edge Configuration	11/22/2021	12/3/2021		Not Started		
Underlay Configuration	11/22/2021	12/3/2021		Not Started		
Provisioning via DNA Center	11/22/2021	12/3/2021		Not Started		
Fabric Onboarding	11/22/2021	12/3/2021		Not Started		
Host Onboarding	11/22/2021	12/3/2021		Not Started		
Connection to Fabric Border(s)	11/22/2021	12/3/2021		Not Started		
Use DNA Center to Provision Fabric	12/6/2021	12/10/2021		Not Started		
Build VN for Meraki OTP	12/6/2021	12/10/2021		Not Started		
Configure Fabric extended node (if required)	12/6/2021	12/10/2021		Not Started		
Perform testing and tuning & Validate legacy availability	12/6/2021	12/10/2021		Not Started		
<b>3.5 – 802.1X Policy</b>						
Build 802.1x Policy for new IP networks	12/13/2021	12/23/2021		Not Started		
Build SDA policy for new IP networks	12/13/2021	12/23/2021		Not Started		
Push 802.1x strategy via GPO	12/27/2021	12/30/2021		Not Started		

Phase	Start Date	End Date	Resource	Status	Notes	Maint. Window Required
<b>3.6 Go-Live on Pilot Locations (1-3 Locations)</b>						
Use DNA Center to Provision fabric enabled locations	1/3/2022	1/11/2022		Not Started		
Physical Deployment of Switching	1/3/2022	1/11/2022		Not Started		
Cable mapping from patch panels to devices	1/3/2022	1/11/2022		Not Started		
Remove existing switches and replace with new switches	1/3/2022	1/11/2022		Not Started		
Connect cables between switches and patch panels and dress cables	1/3/2022	1/11/2022		Not Started		
Fabric Edge Configuration	1/3/2022	1/11/2022		Not Started		
Underlay Configuration	1/3/2022	1/11/2022		Not Started		
Provisioning via DNA Center	1/3/2022	1/11/2022		Not Started		
Fabric Onboarding	1/3/2022	1/11/2022		Not Started		
Host Onboarding	1/3/2022	1/11/2022		Not Started		
Connection to Fabric Border(s)	1/3/2022	1/11/2022		Not Started		
Deploy Meraki OTP via ISE	1/3/2022	1/11/2022		Not Started		
Rollout fabric to specified pilot location(s)	1/12/2022	1/12/2022		Not Started		
Perform testing and tuning	1/13/2022	1/13/2022		Not Started		
Next day support of Pilot Locations	1/14/2022	1/14/2022		Not Started		
<b>3.6.1 – Site Go Live – Remaining Sites (26 locations)</b>						
Continue deployment of Fabric Edge Switching to remaining sites	1/18/2022	4/12/2022		Not Started		
<b>3.7 Stealthwatch Implementation</b>						
Rollout to campus switches with ETA	4/18/2022	5/4/2022		Not Started		
Configuration of security monitoring and alerts	4/18/2022	5/4/2022		Not Started		
Testing and tuning	4/18/2022	5/4/2022		Not Started		
<b>Phase 4 - Documentation</b>						
Installation and Configuration Summary	5/2/2022	5/20/2022		Not Started		
Completed Infrastructure Diagram showing connections between devices	5/9/2022	5/20/2022		Not Started		
Completed SDA Documentation	5/9/2022	5/20/2022		Not Started		
Diagrams	5/9/2022	5/20/2022		Not Started		
Manufacturer Information	5/9/2022	5/20/2022		Not Started		
Device Information	5/9/2022	5/20/2022		Not Started		
Configuration Summary	5/9/2022	5/20/2022		Not Started		
Support Plan Summary	5/9/2022	5/20/2022		Not Started		
Internal Reviews	5/9/2022	5/20/2022		Not Started		
Provide to City of Miramar (in appropriate formats)	5/9/2022	5/20/2022		Not Started		
Training	5/23/2022	6/3/2022		Not Started		
Network Team	5/23/2022	5/31/2022		Not Started		
Network Team Session 1	5/23/2022	5/23/2022		Not Started		
Network Team Session 2	5/24/2022	5/24/2022		Not Started		
Network Team Session 3	5/25/2022	5/25/2022		Not Started		
Network Team Session 4	5/26/2022	5/26/2022		Not Started		
Network Team Session 5	5/27/2022	5/27/2022		Not Started		
Network Team Session 6	5/31/2022	5/31/2022		Not Started		
Data Team	6/1/2022	6/1/2022		Not Started		
Data Team Session 1	6/1/2022	6/1/2022		Not Started		
Cybersecurity Team	6/2/2022	6/3/2022		Not Started		
Cybersecurity Team Session 1	6/2/2022	6/2/2022		Not Started		
Cybersecurity Team Session 2	6/3/2022	6/3/2022		Not Started		
Help Desk Team	6/1/2022	6/1/2022		Not Started		
Help Desk Team Session 1	6/1/2022	6/1/2022		Not Started		
<b>Phase 5 - Acceptance Testing</b>						

Phase	Start Date	End Date	Resource	Status	Notes	Maint. Window Required
Create Test and Activity Plan including Maintenance Window Needed:	6/6/2022	6/10/2022		Not Started		
	6/6/2022	6/10/2022		Not Started		
Network Access Control Functionality Tests	6/6/2022	6/10/2022		Not Started		
Demonstrate Full Operability with Existing Wireless LAN Software and Hardware	6/6/2022	6/10/2022		Not Started		
Determine Maintenance Window Options for Network / Acceptance Test	6/6/2022	6/10/2022		Not Started		
Obtain Business Approval for Window(s)	6/6/2022	6/10/2022		Not Started		
Tests:	6/13/2022	6/24/2022		Not Started		
Basic Network Connectivity and Operational Tests	6/13/2022	6/17/2022		Not Started		
Basic Power-On/Initialization Test	6/13/2022	6/13/2022		Not Started		
LAN Connectivity Tests	6/14/2022	6/14/2022		Not Started		
WAN Connectivity Tests	6/14/2022	6/14/2022		Not Started		
PoE Tests	6/15/2022	6/15/2022		Not Started		
Failover/Redundancy Tests	6/16/2022	6/16/2022		Not Started		
Hot Swap Test	6/17/2022	6/17/2022		Not Started		
Network Access Control Functionality Tests	6/20/2022	6/21/2022		Not Started		
Demonstrate Full Operability with Existing Wireless LAN Software and Hardware	6/22/2022	6/24/2022		Not Started		
Document and Publish Test Results	6/27/2022	7/1/2022		Not Started		
Phase 6 - Project Closeout						
Finalize Punch List	7/5/2022	7/8/2022		Not Started		
Draft Closeout Documentation	7/5/2022	7/8/2022		Not Started		
Perform a project closeout meeting	7/5/2022	7/8/2022		Not Started		

### 3. Consideration of Services provided and approach to meeting goals and deadlines

#### Statement of Work – (Excerpted from full Statement of Work attached)

##### Scope of Services

##### Scope

Our purpose, as detailed within this Statement of Work (SOW) is to provide professional services to Client to perform implementation of the Cisco Digital Network Architecture (DNA) solution. This includes implementing Software Defined Access, Identity Services, and Cisco Stealthwatch to create a unified wired user experience maintaining consistent security policy throughout the network. This will be accomplished by implementing:

- Cisco Digital Network Architecture (DNA) for intent based-networking
  - Implementing Cisco Catalyst Switching to support Software Defined Access
- Cisco Identity Services Engine (ISE) for network policy and network access control
- Cisco Stealthwatch for network-based security visibility and threat detection

##### Project Delivery

The phases for this project consist of the following:

1. Kick Off
2. Planning (Requirements Analysis/Site Survey/Technical Design/Workshops/Etc.)
  - A. Information Gathering
  - B. Design
  - C. Implementation Strategy
3. Implementation
  - A. Foundation Application Configuration
  - B. Underlay Transport Configuration
  - C. Overlay Transport Configuration with Design Networks
  - D. Build Test Location
  - E. 802.1X Policy
  - F. Go Live on Pilot Locations
    1. Go Live on Remaining Locations
  - G. Stealthwatch Implementation
4. Documentation & Training
5. Project Management
6. Closeout

## Phase 1 - Kick-off

In order to introduce the appropriate parties from both Client and R2 on the project, a project kick-off meeting will be held. The required attendees for the kickoff meeting will be R2's project manager, lead engineer, and Client project lead and technical representatives. During the project kickoff meeting the content of this SOW will be reviewed to ensure there is a clear understanding between R2 and Client as it relates to roles and responsibilities of this project.

### R2 Responsibilities:

- Conduct a project kick off meeting
- Identify key timeline objectives

### Client Responsibilities:

- Attend a project kick off meeting
- Provide key timeline objectives

### Required Resources:

- R2 lead engineer
- R2 account manager
- R2 project manager
- Client project lead
- Client authorizing representative

### Deliverables:

- Completed Project Kick Off

## Phase 2 – Planning and Design

The purpose of the planning phase is to allow for the lead engineers from R2 to fully understand both the technical and business requirements as it relates to how to technically configure the equipment as it pertains to this SOW. R2 often uses technical workshops as the method for the R2 lead engineer to come away with all the information required to pre-configure, test, and implement the solution. Client should be prepared to provide detailed information to the lead engineer regarding the environment that pertains to this Statement of Work.

If during a workshop it is determined that additional tasks are required to be performed by R2 that are not outlined in this SOW or were not originally intended to be part of this project, a change order at the end of this SOW will be utilized to make modifications to this project and SOW.

### R2 Responsibilities:

#### Phase 2.1 – Information Gathering

- **Network Discovery**
  - Onsite walkthrough of sites and network closets
  - Gather existing network configuration
  - Review L2/L3 Topology
  - Review Internet connectivity
  - Review IP addressing
  - Preparation for ME, dedicated fiber connectivity
  - Review Meraki Wireless Deployment
  - Review and understand business objectives
- **Inventory Review**
  - License Verification
  - Hardware Verification
  - Software update planning
  - Verify devices, asset tag, scan and add to inventory list
  - Device to building allocation
  - Transceiver and cable inventory and allocation

#### Phase 2.2 – Design

- **Fabric Design**
  - Single Fabric Site vs Multiple Fabric Site
  - Border Router – Internal/External/Both
  - Border/Control Plane coexistence vs Separate Hardware
  - Shared Services Connectivity
  - Border to Fusion Connectivity
  - Macro vs Micro Segmentation (VNs & SGT mappings)
  - Multicasting and Layer 2 broadcasting needs

- **Non-Fabric Layer 3 Design**
  - Planning for IP shared services reachability
  - Design WAN Topology and SD/IP Transit
  - Design VRF's
  - Multicasting
- **Network Rack Layout**
  - Rack Elevation Diagrams by network closet
  - Cable Mapping by network closet
  - Cable Mapping Interbuilding
- **Identity Services Planning**
  - Review user and active directory groups for security group assignment
  - Review endpoint profiling requirements
  - Design endpoint group policies and contracts
- **Stealthwatch Planning**
  - Review network-based security strategy
  - Plan for integration

## Phase 2.3 – Implementation Strategy

- **Create Implementation Strategy**
  - Build initial Rollout Strategy based on Site availability
  - Create legacy IP strategy versus new IP assignment
  - Document implementation strategy and proposed diagram

### Client Responsibilities:

- Provide information about the requirements
- Provide any network information, diagrams pertinent to the project
- Be involved in the implementation strategy
- Approve implementation strategy

### Required Resources:

- R2 lead engineer
- Client project lead and technical representative(s)

### Deliverables:

- Implementation plan and Deployment schedule

## Phase 3 – Implementation

Based on information gathered during the technical workshop and approval from Client, the R2 lead engineer will perform the configuration of the network devices. Once configuration has been completed, R2 will schedule the Go live and perform system functionality testing on the infrastructure.

### Phase 3.1 – Foundation Appliance Configuration

#### R2 Responsibilities:

- Onsite Rack/Stack DNA, ISE Appliances and Routers
  - Connect cables between switches and patch panels and dress cables
- Configure DNA Center Appliance
  - Configure DNA Center Design
  - Configure DNA Center Policies
    - Configure endpoint group-based access control and policies
    - Wired policies
- Configuration of 2 x ISE Appliances
  - Coordination of ISE strategy
  - Integration with existing services
  - Configuration of initial ISE policies
- Establish PxGrid integration between DNA Center and ISE cluster
- Deployment of Cisco Stealthwatch
  - Management Center, Flow Collectors and UDP Director
  - Deploy Collection Policy
  - Integration of Stealthwatch with DNA Center

### Phase 3.2 – Underlay Transport Configuration

#### R2 Responsibilities:

- Initial build of Fabric Border(s)/Control Plane
- Initial build of Fusion Routers (ASRs)
- Initial build of Intermediate Nodes (if required)
- Initial build of Transit Control Plane Nodes (if required)
- Implementation of IS-IS and BGP
- Implementation of WAN strategy between Fabric Borders/Intermediate Nodes
- Implementation of SD/IP Transit



## Phase 3.3 – Overlay Transport configuration with designed networks

### R2 Responsibilities:

- Border to Fusion handoff
- Fabric Border and Edge provisioning
- Host onboarding

## Phase 3.4 – Build Test Locations

- Physical Deployment of Switching to Lab
- Configuration of Fabric Edge
  - Underlay Configuration
  - Provisioning via DNA Center
  - Fabric Onboarding
  - Host Onboarding
- Connection to Fabric Border(s)
- Use DNA Center to Provision Fabric
- Leverage legacy networks
- Build VN for Meraki OTP
- Configure Fabric extended node (if required)
- Perform testing and tuning
- Validate legacy availability.

## Phase 3.5 – 802.1X Policy

- Build 802.1x / MAB policy for new IP networks
- Build SDA policy for new IP networks
- Push 802.1x strategy via GPO

## Phase 3.6 – Go Live on Pilot Locations (1-3 locations)

- Use DNA Center to Provision fabric enabled locations
- Physical Deployment of Switching
  - Cable mapping from patch panels to devices
  - Remove existing switches and replace with new switches
  - Connect cables between switches and patch panels and dress cables
- Configuration of Fabric Edge
  - Underlay Configuration
  - Provisioning via DNA Center
  - Fabric Onboarding
  - Host Onboarding
- Connection to Fabric Border(s)
- Leverage legacy networks
- Deploy Meraki OTP via ISE
- Rollout fabric to specified pilot location(s)

- Configure Fabric extended node (if required)
- Perform testing and tuning
- Next day support of Pilot Locations of up to eight (8) hours

### Phase 3.6.1 – Site Go Live – Remaining Sites (26 locations)

(Billed in 6 groups of 4 sites and 1 group of 2 sites)

- Continue deployment of Fabric Edge Switching to remaining sites
  - Apply same tasks as Pilot locations implementing lessons learned
- Continue to leverage legacy networks.

### Phase 3.7 – Stealthwatch Implementation

- Rollout to campus switches with ETA
- Configuration of security monitoring and alerts
- Testing and tuning

## Client Responsibilities

- Provide physical access to sites for installation
- Acquire certificates, update credentials and apply certificates on end-user devices
- Order necessary cables needed for the installation
- Schedule any necessary maintenance windows with organization or sites
- Ensure space and power availability in the datacenter if necessary
- Approval of any changes necessary
- Participate in functionality testing

## Required Resources:

- R2 lead engineer (s)
- Client technical representative(s)

## Deliverables:

- Completed Deployment of Cisco Digital Network Architecture (DNA) for intent based networking
  - Cisco DNAC
  - Cisco Catalyst Switching DNA
  - Cisco ASR's
  - Meraki Over the Top support
- Completed Deployment of Cisco Identity Services Engine (ISE) for network policy and network access control
- Completed Deployment of Cisco Stealthwatch for network-based security visibility and threat detection

## Phase 4 – Documentation and Training

R2 believes documentation is a key element to the success of a project. R2 will provide complete documentation of the project and an overview to two (2) individuals who will perform system administration and monitoring tasks on the architecture. This system administrative overview will include a review of the network diagram, DNA deployment and network configuration and be up to (40) hours. R2 will provide up to 20 hours of Support Team Training to four (4) individuals. This training will be performed using Client 's facilities and equipment. The documentation overview and training will be administered by one or more of the R2 engineers who performed the implementation of this project.

### R2 Responsibilities:

- Installation and Configuration Summary
- Completed Infrastructure Diagram showing connections between devices
- Completed Software Define Access Documentation
- Admin Training for 2 administrators for up to 40 hours
- Support Team Training for 4 individuals for up to 20 hours

### Client Responsibilities:

- Assist with coordination of review session
- Participate in review session

### Deliverables:

- Completed documentation and review

## Phase 5 – Acceptance Testing

Upon completion of deployment, configuration & documentation, R2 encourages the Client to perform full functionality testing of the system. The Acceptance Testing will ensure that all the requirements and functionality required for the solution have been successfully delivered. The Acceptance Testing should be conducted within 4 weeks of notice of completed deployment and documentation.

### R2 Responsibilities:

- Agree to Acceptance Testing Plan
- Be available for Acceptance Testing
- Make any changes to remediate punch list items

### Client Responsibilities:

- Creation of Acceptance Testing Plan
  - Connectivity and operational tests
  - Network Access Control
- Schedule any necessary maintenance windows with organization or sites
- Perform Testing on:
  - LAN/WAN Network Connectivity Testing
  - Network Device stability
  - POE Testing
  - Failover/Redundancy Testing
  - Network Access Control Testing
- Sign off and Acceptance Testing

### Deliverables:

- Completed Acceptance Testing and Sign off

## Phase 6 – Closeout

Once all the above phases have been completed, the R2 project manager will pull together the appropriate resources from Client and R2 to conduct a closeout meeting.

The purpose of this meeting is to ensure that all the tasks that have been identified in this SOW or any change orders have been completed. In addition, this will provide Client the opportunity to raise any open issues that need to be addressed either as part of this SOW, a change order, or a new SOW.

### **R2 Responsibilities:**

- Perform a project closeout meeting

### **Client Responsibilities:**

- Attend a project closeout meeting

### **Required Resources:**

- R2 project manager
- Client project lead and technical representative(s)

### **Deliverables:**

- Project Completion notice from R2
- Project Completion Acceptance from Client

## Customer Success (CX) Plan

A project cannot be considered successful if it has not met the business outcomes that was expected to be achieved. As part of our Customer Success (CX) methodology, we would work with the City of Miramar team at the beginning of the project to document a Customer Success Plan (CSP) which would summarize the key business outcomes they expect to achieve along with measurable Key Performance Indicators (KPIs). The CSP would also contain other information critical to the project success including adoption barriers and ongoing adoption strategies. Post project, R2 would set up periodic checkpoints with the City of Miramar to review the KPI metrics and adoption statistics, confirm that they are tracking to achieve the business outcomes documented in the CSP and if not, to discuss any challenges/barriers so that these could be addressed to put them back on track to achieve the outcomes they had been expecting.

A key activity in documenting the CSP is to define what metrics could be expected and determine baseline metrics. For example, one of City of Miramar's expected key outcomes may be to increase identification by 802.1x to a best-in-class measurement. Another outcome that City of Miramar could expect is lower total cost of ownership (TCO) for switch management; this project would help achieve that via Cisco's DNA Lifecycle Management Platform and conservatively we have seen at a 60 to 70 percent reduction. In documenting the CSP, we would work closely with the City of Miramar to define what are the key outcomes they would like this project to solve.

## 4. R2's Solution & Service Portfolio

### Solution & Service Portfolio

#### Collaboration Solutions

Voice  
Video  
Messaging  
Meetings  
Contact Center

#### Cloud Solutions

Cloud Conductor  
Cloud Ready Access  
Cost & Compliance  
Multi-Cloud Access  
Public Cloud  
Hybrid Cloud  
Private Cloud

#### Data Center Solutions

Data Center Networking  
Servers & Virtualization  
Data Protection  
Storage & Converged Infrastructure  
Software Defined Data Center  
Disaster Recovery

#### Enterprise Networking Solutions

Routing & Switching  
Wireless  
Software-Defined Wide Area Network (SD-WAN)  
Connectivity

#### Security Solutions

Network Security  
Data Security  
Incident Response  
Endpoint defense  
Security Information & Event Management (SIEM)  
Security Awareness Training

#### Managed Services

<b>SmartIT</b>	<b>F3EAD Approach</b>
Strategy & Design	Find
Network Operations Center (NOC)	Fix
Hardware Maintenance	Finish
Device Management	Exploit
Cost & Compliance	Analyze
Cloud	Disseminate
Security Operations Center (SOC)	
Backup	

#### Professional Services

<b>Assess</b>	<b>Execute</b>
Network Assessments	Implementation
Wireless Surveys	Project Management
Penetration Testing	Planning & Design
Infrastructure & Health Checks	Incidence Response
Security Audit	Supplemental Engineering Services
Cloud Readiness	Disaster Recovery



## Tab 4: References checks with other clients

### City of Weston - Implemented DNA/ISE/Stealthwatch & Managed Security

#### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of Weston

Contact Person Name: Steven Murray

Address: 17250 Royal Palm Boulevard, Weston FL 33326

Telephone: 9546223900

E-Mail: smurray@westonfl.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Yes	
2	How would you rate the firm's quality of work?	Yes	
3	How would you rate the experience of the firm's staff?	Yes	
4	How would you rate the timeliness of the firm to pay revenues due?	Yes	
5	How would you rate your experience with the firm's marketing strategies?	Yes	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES! Satisfactory</b>	

Additional Comments: R2 is a knowledgeable and professional firm that provides exemplary service on all projects that we have engaged them.

  
 Signature \_\_\_\_\_ Title \_\_\_\_\_  
 Assistant Director of Technology Services

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**



## City of Lake Worth Beach - Implemented DNA/ISE/Stealthwatch

### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of Lake Worth Beach

Contact Person Name: Nelly Peralta

Address: 7 N Dixie Hwy, Lake Worth Beach, FL 33460

Telephone: 561-533-7342

E-Mail: nperalta@lakeworthbeachfl.gov

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Satisfactory	
2	How would you rate the firm's quality of work?	Satisfactory	
3	How would you rate the experience of the firm's staff?	Satisfactory	
4	How would you rate the timeliness of the firm to pay revenues due?	N/A	
5	How would you rate your experience with the firm's marketing strategies?	Satisfactory	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES!</b> Satisfactory	<b>NO!</b> Unsatisfactory

Additional Comments: R2 is a professional, knowledgeable and dependable company. They have provided excellent services such as planning, design, purchasing, project management, installation, implementation and support for various project.

*Nelly Peralta*

Digitally signed by Nelly Peralta  
Date: 2021.04.20 12:32:43 -04'00'

Signature

Assistant Information Technology Director

Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

## City of North Lauderdale - Implemented ISE

### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of North Lauderdale

Contact Person Name: Mitch Williams

Address: 701 SW 71 Ave. North Lauderdale, FL. 33068

Telephone: 954-597-4730

E-Mail: mwilliams@nlauderdale.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	X	
2	How would you rate the firm's quality of work?	X	
3	How would you rate the experience of the firm's staff?	X	
4	How would you rate the timeliness of the firm to pay revenues due?	X	
5	How would you rate your experience with the firm's marketing strategies?	X	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES! Satisfactory</b>	<b>NO! Unsatisfactory</b>

Additional Comments: R2 is very knowledgeable and detail in providing technology service.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
\_\_\_\_\_  
Signature

\_\_\_\_\_  
Chief Information Technology Officer

Title

FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."

## City of West Palm Beach – Cisco Voice Upgrade, UC & UCCX

### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technology

Agency Giving Reference: City of West Palm Beach

Contact Person Name: Claudio Acevedo

Address: 401 Clematis Street, West Palm Beach, FL 33401

Telephone: 561-822-1256

E-Mail: cacevedo@wpb.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Yes	
2	How would you rate the firm's quality of work?	Yes	
3	How would you rate the experience of the firm's staff?	Yes	
4	How would you rate the timeliness of the firm to pay revenues due?	Yes	
5	How would you rate your experience with the firm's marketing strategies?	Yes	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES!</b> <b>Satisfactory</b>	<b>NO!</b> <b>Unsatisfactory</b>

Additional Comments: Highly recommend R2, very professional and very knowledgeable engineers

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
\_\_\_\_\_  
Signature

\_\_\_\_\_  
Network and Systems Supervisor  
Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

## Village of Pinecrest – Cisco UC Voice Implementation

### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2

Agency Giving Reference: Village of Pinecrest

Contact Person Name: Gabriela Wilson

Address: 12645 Pinecrest Pkwy, Pinecrest, FL 33156

Telephone: 305.234.2121 ext 123

E-Mail: gwilson@pinecrest-fl.gov

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	YES	
2	How would you rate the firm's quality of work?	YES	
3	How would you rate the experience of the firm's staff?	YES	
4	How would you rate the timeliness of the firm to pay revenues due?	N/A	
5	How would you rate your experience with the firm's marketing strategies?	N/A	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES! YES Satisfactory</b>	<b>NO! Unsatisfactory</b>

Additional Comments: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Gabriela Wilson IT Manager  
 Signature Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

## Tab 5: Proposer Background Questionnaire

### Submittal Forms: Proposal cover sheet and signature form

SECTION 5 SUBMITTAL FORMS PROPOSAL COVER SHEET AND SIGNATURE FORM RFQ # 21-04-19 (Pre-Tab 10)	
PROPOSER'S NAME (Name of firm, entity, or organization): <u>R2 UNIFIED TECHNOLOGIES, LLC</u>	
FEDERAL EMPLOYER IDENTIFICATION NUMBER: <u>26-4280637</u>	
NAME AND TITLE OF PROPOSER'S CONTACT PERSON:	
Name: <u>LENNY CHESAL</u>	Title: <u>ACCOUNT EXECUTIVE</u>
MAILING ADDRESS:	
Street Address: <u>980 N. FEDERAL HWY, STE 410</u>	
City, State, Zip: <u>BOCA RATON, FL 33432</u>	
TELEPHONE: <u>(561) 515-6800</u>	FAX: <u>(561) 515-6911</u>
PROPOSER'S ORGANIZATION STRUCTURE: EMAIL <u>LENNY.CHASAL@R2UT.COM</u>	
<input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <u>LLC</u> Other (explain):	
IF CORPORATION:	
Date Incorporated/Organized: <u>MARCH 1, 2008</u>	
State of Incorporation/Organization: <u>FL</u>	
States registered in as foreign Corporation: <u>CA, MA, NC, VA</u>	
PROPOSER'S SERVICES OR BUSINESS ACTIVITIES OTHER THAN WHAT IS SOUGHT THROUGH THIS SOLICITATION: <u>COLLABORATION, CLOUD, DATA CENTER, ENTERPRISE NETWORKING, SECURITY, MANAGED SERVICES, PROFESSIONAL SERVICES</u>	
LIST NAMES OF PROPOSER'S SUBCONTRACTORS AND/OR SUBCONTRACTORS FOR THIS PROJECT: <u>RUBELES, INC.</u> <u>NWC, LLC</u>	
PROPOSER'S AUTHORIZED SIGNATURE:	
The undersigned hereby certifies that this Proposal is submitted in response to this Solicitation.	
Signed by: <u>[Signature]</u>	Date: <u>APRIL 26, 2021</u>
Print name: <u>MICHAEL RHYCE</u>	Title: <u>CONTROLLER</u>

FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE

## **Tab 6: Exceptions and Deviations**

(See Tab 10i)

## **Tab 7: Other Required Forms and Attachments**

### **Separate attachments are:**

- Full Statement of Work
- Full Workplan
- Appendix A
- Product Specification Sheets (In ZIP file)




## Tab 8: Cost Proposal

RFP 21-04-19 - Appendix A

City of Miramar  
Cisco Switch Replacement

Proposal Summary

### Proposal Summary

* Notice to vendors: Please place in front of proposal packet as first page *		
Company Name	R2 Unified Technologies	
Preparer	Lenny Chesal	
Phone Number	561-939-6940	
Fax Number	561-515-6911	
Email Address	lenny.chesal@r2ut.com	
Total Network Replacement Materials Cost	\$3,290,431.81	
Total Network Replacement Labor Cost	\$525,000.00	
Total Equipment Buyback	-\$16,410.00	
TOTAL BASE COST (5-Year Cost)	\$3,799,021.81	
Addendum Number	Dated	Initials
Other Acknowledgments		
<p>On this <u>27th</u> day of April, 2021, the undersigned declares that he/she has carefully examined the Instructions/Conditions for this Bid and will honor all purchase orders, prices, and specifications set forth in the Request for Proposal.</p> <p>The undersigned understands that the City of Miramar reserves the right to accept or reject in whole or in part any and all Proposals, to waive informalities and irregularities therein, to award the contract to other than the lowest bidder, and to award the Contract to one (1) or more Contractors in the City of Miramar's sole and absolute discretion. If award is made to our firm based upon our Proposal, we agree to enter into the attached form of Contract with the City of Miramar to furnish the proposed solution and/or services in strict accordance with the Request for Proposals, the Contract, the Use Agreement, and our Proposal.</p> <p>My signature certifies that the Proposal as submitted complies with all terms and conditions as set forth in the Request for Proposals, unless specifically enumerated as an exception as part of our Proposal. I hereby certify that I am authorized to sign as a Representative for the firm.</p> <p>CONTRACTOR HEREBY SUBMITS THIS PROPOSAL PRICING FORM IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE RFP.</p>		
Name of Company	R2 Unified Technologies, LLC.	
Authorized Signature		
Printed Name	Michael Rhyce	



## Tab 9: Addenda

### Addendum No. 1



**Date of Issuance: April 20, 2021**

City of Miramar  
Procurement Department

**ADDENDUM No. 1**  
For  
**RFP-21-04-19**  
**Cisco Switch Replacement**

Proposers are hereby notified that this **Addendum No. 1** shall be attached to and made part of the above named Request for Proposals (the "RFP") issued on April 6, 2021.

This **Addendum No. 1** is issued to add to, delete from, modify, clarify and/or amend the RFP. The items contained in this **Addendum No. 1** shall have full force and effect as part of the RFP and shall prevail to the extent of any conflict with the original RFP. Proposals to be submitted on or before the specified Proposal date (see below) shall conform to the additions and revisions contained herein.

The Proposer shall acknowledge receipt of this **Addendum No. 1** by inserting its number and date in the Proposal Form on 'ADDENDA ACKNOWLEDGEMENT FORM' and include a completed/signed copy of this form in each Proposal.

This addendum consists of **(4)** pages.

## Questions and Answers:

1. The RFP calls for all bidders to be either a Cisco Gold or Premier\* Partner to be eligible bidders. Any partner not meeting those requirements would be ineligible. Is that correct? **Please refer to Section 3-3 of the RFP.**
2. The RFP states Cisco "Premium" Partner; was this intended to be "Premier?" **Yes. Premier is the correct word.**
3. How much equipment in addition to the switches has to be removed and/or replaced in the network closets? **Only the switches and patch cables need to be removed in all locations, some locations where an optional item is selected, we expect full professional services in removing old equipment and installing new equipment.**
4. Are there any safety or training and background checks required prior to beginning the implementation? **Level one background checks will need to be performed on the staff working in PD Locations.**
5. How many patch panels and how many existing wires will be re-punched and tested? **This is an optional item. A unit cost based on the replacement of one complete patch panel, including 24 terminations, should be provided in the Appendix A pricing form should the City elect to have those services performed.**
6. Fiber optic patch cords - How many? (there is no quantity specified) **Quantity of fiber patch cords should be based on the number of optics requested in the bill of materials.**
7. How many of each rack model and how many devices, patch panels and fiber optics does each rack have? **This is an optional item. The current state of these closets varies from building to building. Unit costs for new rack types and patch panel work is requested in Appendix A and should be based on the quantity of 1. Cost for quantity 1 must include all the professional services to install and configure all components (Rack, Patch Panel, UPS). Additional information will be provided to the awarded vendor.**
8. How many UPS' per rack? **At a minimum the City would prefer 2 in locations that the data room is not part of a building wide UPS system. This is an optional listed item, for the RFP response. A quantity of 1 with professional services to install and configure is sufficient and should be noted in the Optional Costs section of Appendix A**

9. In the event of patch panel replacement (where a new cabling test has to be performed) and we need access to the entire facility; what/if any restrictions will be in place? **In the PD locations a level one background check will be performed, Staff will work with you to get you access to the locations needed.**
10. Can a site visit be arranged to review closets and racks prior to quoting? **Please see photo of closet below.**



**NAME OF COMPANY:**

R2 Unified Technologies

**FIRM'S NAME:**

R2 Unified Technologies

**CONTACT NAME:**

Lenny Chesal

**STREET ADDRESS:**

980 N. Federal Hwy #410

**CITY, STATE, ZIP CODE:**

Boca Raton, FL, 33432

**TELEPHONE NUMBER:** 561-939-6940

**FAX NUMBER:** 561-515-6911

## Submittal Forms: Proposal cover sheet and signature form

### SECTION 5 SUBMITTAL FORMS PROPOSAL COVER SHEET AND SIGNATURE FORM RFQ # 21-04-19 (Pre-Tab 10)

PROPOSER'S NAME (Name of firm, entity, or organization): <u>R2 UNIFIED TECHNOLOGIES, LLC</u>	
FEDERAL EMPLOYER IDENTIFICATION NUMBER: <u>26-4280637</u>	
NAME AND TITLE OF PROPOSER'S CONTACT PERSON:	
Name: <u>LENNY CHESAL</u>	Title: <u>ACCOUNT EXECUTIVE</u>
MAILING ADDRESS:	
Street Address: <u>980 N. FEDERAL HWY, STE 410</u>	
City, State, Zip: <u>BOCA RATON, FL 33432</u>	
TELEPHONE: <u>(561) 515-6800</u>	FAX: <u>(561) 515-6911</u>
PROPOSER'S ORGANIZATION STRUCTURE:	EMAIL <u>LENNY.CHASAL@R2UT.COM</u>
<input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input checked="" type="checkbox"/> <u>LLC</u> Other (explain):	
IF CORPORATION:	
Date Incorporated/Organized: <u>MARCH 1, 2008</u>	
State of Incorporation/Organization: <u>FL</u>	
States registered in as foreign Corporation: <u>CA, MA, NC, VA</u>	
PROPOSER'S SERVICES OR BUSINESS ACTIVITIES OTHER THAN WHAT IS SOUGHT THROUGH THIS SOLICITATION: <u>COLLABORATION, CLOUD, DATA CENTER, ENTERPRISE NETWORKING, SECURITY, MANAGED SERVICES, PROFESSIONAL SERVICES</u>	
LIST NAMES OF PROPOSER'S SUBCONTRACTORS AND/OR SUBCONTRACTORS FOR THIS PROJECT: <u>RUBELES, INC.</u> <u>NWC, LLC</u>	
PROPOSER'S AUTHORIZED SIGNATURE:	
The undersigned hereby certifies that this Proposal is submitted in response to this Solicitation.	
Signed by: <u>[Signature]</u>	Date: <u>APRIL 26, 2021</u>
Print name: <u>MICHAEL RHYCE</u>	Title: <u>CONTROLLER</u>

FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE



## Tab 10: Affidavits and Acknowledgements

### PRICE PROPOSAL SHEET (Tab 10)

#### COST OR PRICING DATA FOR PRICE PROPOSAL

Proposers shall submit (attached to this form) Cost or Pricing Data of sufficient detail to allow the evaluators to determine the reasonableness of the Price Proposal, reflecting Cost Realism, including all information other than Cost and Pricing Data, and explaining how the lump sum figure was derived.

a) Cost or Pricing Data shall mean all facts, that as of the date of submission of the Proposal, prudent buyers and sellers would reasonably expect to affect price negotiations significantly. Cost or Pricing Data are data that are factual, not judgmental, and are verifiable. While they do not indicate the accuracy of the Proposer's judgment about estimated future costs or projections, they do include the data forming the basis for that judgment. Cost or Pricing Data are more than historical accounting data, they are all the facts that can be reasonably expected to contribute to the soundness of estimates of future costs and to the validity of determinations of costs already incurred. They also include such factors as: vendor quotations; nonrecurring costs; information on changes in production or purchasing volume; data supporting projections of business prospects and objective and related operations cost; unit-cost trends such as those associated with labor efficiency; make-or-buy decisions; estimated resources to attain business goals; and information on management decisions that could have a significant bearing on costs.

a) "Cost Realism" shall mean that the costs in Proposer's Proposal: (1) are realistic for the Work to be performed; (2) reflect a clear understanding of the requirements; and (3) are consistent with the various elements of the Proposer's Proposal.

c) Information other than Cost and Pricing Data shall mean any type of information that is non-numeric that is necessary to determine price reasonableness or Cost Realism.

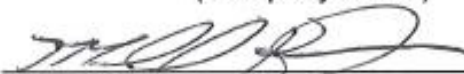
d) Price, as used in this Solicitation, shall mean cost plus any fee or profit applicable.

**PRICE PROPOSAL SHEET (Tab 10) (CONT.)**

**Please use Appendix A (Base Pricing Tabs)**

Taxpayer Identification Number (TIN) 26-4280637

OFFEROR: R2 UNIFIED TECHNOLOGIES, LLC  
(Company Name)

  
(Signature)

MICHAEL RYCE  
CONTROLLER  
(Printed Name and Title)

**FAILURE TO SIGN THIS FORM MAY DEEM  
YOUR RESPONSE NON-RESPONSIVE**

**ADDENDA ACKNOWLEDGEMENT FORM (Tab 10a)**

Addendum #	Date Received
<u>1</u>	<u>APRIL 20, 2021</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

PROPOSER:

R2 UNIFIED TECHNOLOGIES, LLC  
(Company Name)

  
(Signature)

MICHAEL RHYCE CONTROVER  
(Printed Name and Title)

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**





**PROPOSER INFORMATION FORM (CONTINUED)**  
**(Tab 10b)**

(7) Please list five Government contract references:

Agency Name: CITY OF WESTON

Address: 17200 ROYAL PALM BLVD

City, State, & Zip Code: WESTON, FL 33326

Contact's Name & Phone #: STEVE MURRAY 954-622-3900

Agency Name: CITY OF WEST PALM BEACH

Address: 401 CLEMATIS ST.

City, State, & Zip Code: WEST PALM BEACH, FL, 33401

Contact's Name & Phone #: CLAUDIA ACEVEDO (561) 822-1256

Agency Name: CITY OF LAKE WORTH BEACH

Address: 7 N. DIXIE HWY

City, State, & Zip Code: LAKE WORTH BEACH, FL 33460

Contact's Name & Phone #: NELLY PERALTA (561)-533-7342

**PROPOSER INFORMATION FORM (CONTINUED)**  
**(Tab 10b)**

Agency Name: CITY OF NORTH LAUDERDALE

Address: 701 SW 71st AVENUE

City, State, & Zip Code: NORTH LAUDERDALE, FL 33068

Contact's Name & Phone #: MITCH WILLIAMS 954-597-4730

Agency Name: VILLAGE OF PINECREST

Address: 12645 PINECREST PARKWAY

City, State, & Zip Code: PINECREST, FL 33156

Contact's Name & Phone #: GABRIELLA WILSON 305-234-2121  
x 123

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

**PROPOSER'S DISCLOSURE OF SUBCONTRACTORS AND  
SUPPLIERS (Tab 10c)**

Please list all Subcontractors and suppliers to be used in connection with performance of the Contract (use additional pages, if necessary). The City strongly encourages the participation of Local Businesses and/or CBE or SME Firms. Please specify the category for each Subcontractor or supplier.

Company Name: INGRAM MICRO, INC.

Address: 1759 WEHRLE DRIVE

City, State, & Zip Code: WILLIAMSVILLE, NY 14221

Local Business ☐ CBE Firm ☐ SBE Firm ☐

Company Name: RUBELES, INC.

Address: 532 NE 12TH AVE

City, State, & Zip Code: FT. LAUDERDALE, FL 33301

Local Business ☐ CBE Firm ☒ SBE Firm ☒

**PROPOSER'S DISCLOSURE OF SUBCONTRACTORS AND  
SUPPLIERS (CONTINUED) (Tab 10c)**

Company Name: NWC, LLC

Address: 160 HORIZON CT.

City, State, & Zip Code: SHEPHERDSTOWN, KY 40365

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, & Zip Code: \_\_\_\_\_

Local Business \_\_\_\_\_ CBE Firm \_\_\_\_\_ SBE Firm \_\_\_\_\_

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**



## **DRUG-FREE WORKPLACE AFFIDAVIT (Tab 10d)**

### **FLORIDA STATE STATUTE SECTION 287.087**

Identical Tie Bids: Preference shall be given to business with drug-free workplace programs.

Section 287.087 of the Florida Statutes provides:

287.087 Preference to businesses with drug-free workplace programs. Whenever two or more bids, proposals, or replies that are equal with respect to price, quality, and service are received by the state or by any political subdivision for the procurement of commodities or contractual services, a bid, proposal, or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

(1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

(2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

(3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).

(4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than 5 days after such conviction.

(5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by, any employee who is so convicted.

(6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Vendor's Signature

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

ANTI-KICKBACK AFFIDAVIT (Tab 10e)

STATE OF FLORIDA     }  
                                      }  
COUNTY OF BROWARD }     ss:

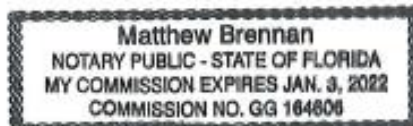
I, the undersigned, hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employees of the City of Miramar, its elected officials, and R2 UNIFIED TECHNOLOGIES or its design Contractors, as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

By: [Signature]  
Title: CONTROLLER

Sworn and subscribed before this

28<sup>th</sup> day of April, 2021.

[Signature]  
Notary Public  
State of Florida at Large



My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

**NON-COLLUSIVE AFFIDAVIT (Tab 10f)**

State of FLORIDA )  
 ) ss:  
County of PALM )  
BEACH

I, MICHAEL RHYCE, the undersigned authority, being first duly sworn, deposes and says that:

a) He/she is the (Owner, Partner, Officer, Representative or Agent) of R2 UNIFIED TECHNOLOGIES the Proposer that has submitted the attached Proposal;

b) He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;

c) Such Proposal is genuine and is not collusive or a sham Proposal;

d) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or to refrain from proposing in connection with such Work; or have in any manner, directly or indirectly, sought by person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed Work;

e) The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

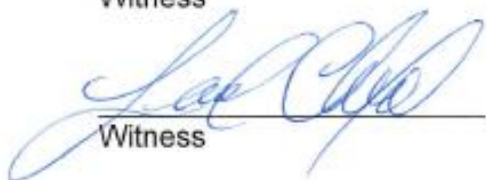
**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**



NON-COLLUSIVE AFFIDAVIT (CONTINUED) (Tab 10f)

Signed, sealed and delivered  
in the presence of:

  
\_\_\_\_\_  
Witness

  
\_\_\_\_\_  
Witness

By:   
\_\_\_\_\_

MICHAEL RHYCE  
(Printed Name)

CONTROLLER  
(Title)

FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE

NON-COLLUSIVE AFFIDAVIT (CONTINUED) (Tab 10f)

ACKNOWLEDGMENT

State of FLORIDA )

) ss:

County of PALM BEACH )

Michael R. Hyce BEFORE ME the undersigned authority, personally appeared Michael R. Hyce, to me well known and known by me to be the person described herein and who executed the foregoing Affidavit and acknowledged to and before me that he/she executed said Affidavit for the purpose therein expressed.

WITNESS my hand and official seal this 26th day of April, 2021.

  
\_\_\_\_\_  
Notary Public  
State of Florida at Large



My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## NON-DISCRIMINATION AFFIDAVIT (Tab 10g)

I, the undersigned, hereby duly sworn, depose and say that the organization, business or entity represented herein shall not discriminate against any person in its operations, activities or delivery of services under any agreement it enters into with the City of Miramar. The same shall affirmatively comply with all applicable provisions of federal, state and local equal employment laws and shall not engage in or commit any discriminatory practice against any person based on race, age, religion, color, gender, sexual orientation, national origin, marital status, physical or mental disability, political affiliation or any other factor which cannot be lawfully used as a basis for service delivery.

By: [Signature]  
Title: CONTROLLER

Sworn and subscribed before this

26<sup>th</sup> day of April, 2021.

[Signature]  
Notary Public  
State of Florida at Large



My commission expires:

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## BUSINESS/VENDOR PROFILE SURVEY (Tab 10h)

Name of Business: R2 UNIFIED TECHNOLOGIES, LLC

Address: 980 N. FEDERAL HWY, STE 410, BOCA RATON, FL 33432

Phone No.: 561-515-6800

Contact Person (Regarding This Form): MICHAEL RHYCE

Type of Business (check the appropriate type):

- ☐ **CONSTRUCTION SERVICES** - Firms involved in the process of building, altering, repairing, improving or demolishing any structure, building or real property.
- ☐ **ARCHITECTURE AND ENGINEERING (A&E) SERVICES** - Firms involved in architectural design, engineering services, inspections and environmental consulting (materials and soil testing) and surveying.
- ☐ **PROFESSIONAL SERVICES** - Includes those services that require special licensing, educational degrees, and unusually highly specialized expertise.
- ☒ **BUSINESS SERVICES** - Involves any services that are labor intensive and not a construction related or professional service.
- ☐ **COMMODITIES** - Includes all tangible personal property services, including equipment, leases of equipment, printing, food, building materials, office supplies.
- ☐ A CBE or SBE firm: a Small Business Enterprise (SBE) or a County Business Enterprise (CBE), has a Broward County Business Tax Receipt, is located in, and doing Business in Broward County, and certified by the Broward County Office of Economic Development and Small Business Development.

Business is claiming the CBE/SBE Preference; YES \_\_\_\_\_ NO X

Please attach the Broward County Office of Economic Development and Small Business Development certification to this form.

Business is claiming local Business Preference YES \_\_\_\_\_ NO X

(Choose below as applicable)

- ☐ **Businesses Employing Miramar Residents** - Business is located outside of the City of Miramar City limits and employs a minimum of 10 full time equivalent ("FTE") Miramar residents, or Miramar residents constitute 20 % of the FTE of the company's local workforce (in Broward and Miami-Dade Counties), whichever is larger.  
Business Employing Miramar Residents Affidavit MUST be submitted with RFP Response.
- ☐ Business is domiciled within the City of Miramar city limits, complies with all City of Miramar licensing requirements and is current on all taxes.

Please attach a copy of a current Miramar Business Tax Receipt to this form.

**FAILURE TO COMPLETE AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL "NON-RESPONSIVE"**

## Exceptions and Deviations Form (Tab 10i)

### Contract Terms and Conditions Exception

Proposers must identify clause by number and name and specify Exception. **Exceptions must be fully explained on the bottom portion of this page.** The City reserves the right to reject any Proposal for noncompliance with one or more of the requirements.

#	Title	Exception
---	-------	-----------

  
\_\_\_\_\_  
Proposer's Signature

**FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM  
MAY DEEM YOUR PROPOSAL NON-RESPONSIVE**

## 10J Reference questionnaire

### REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of Lake Worth Beach

Contact Person Name: Nelly Peralta

Address: 7 N Dixie Hwy, Lake Worth Beach, FL 33460

Telephone: 561-533-7342

E-Mail: nperalta@lakeworthbeachfl.gov

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Satisfactory	
2	How would you rate the firm's quality of work?	Satisfactory	
3	How would you rate the experience of the firm's staff?	Satisfactory	
4	How would you rate the timeliness of the firm to pay revenues due?	N/A	
5	How would you rate your experience with the firm's marketing strategies?	Satisfactory	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES!</b> Satisfactory	<b>NO!</b> Unsatisfactory

Additional Comments: R2 is a professional, knowledgeable and dependable company. They have provided excellent services such as planning, design, purchasing, project management, installation, implementation and support for various project.

*Nelly Peralta*

Digitally signed by Nelly Peralta  
Date: 2021.04.20 12:32:43 -04'00'

Signature

Assistant Information Technology Director

Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**



## REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of Weston

Contact Person Name: Steven Murray

Address: 17250 Royal Palm Boulevard, Weston FL 33326

Telephone: 9546223900

E-Mail: smurray@westonfl.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Yes	
2	How would you rate the firm's quality of work?	Yes	
3	How would you rate the experience of the firm's staff?	Yes	
4	How would you rate the timeliness of the firm to pay revenues due?	Yes	
5	How would you rate your experience with the firm's marketing strategies?	Yes	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES! Satisfactory</b>	

Additional Comments: R2 is a knowledgeable and professional firm that provides exemplary service on all projects that we have engaged them.


Assistant Director of Technology Services  
 Signature Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

## REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2

Agency Giving Reference: Village of Pinecrest

Contact Person Name: Gabriela Wilson

Address: 12645 Pinecrest Pkwy, Pinecrest, Fl 33156

Telephone: 305.234.2121 ext 123

E-Mail: gwilson@pinecrest-fl.gov

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	YES	
2	How would you rate the firm's quality of work?	YES	
3	How would you rate the experience of the firm's staff?	YES	
4	How would you rate the timeliness of the firm to pay revenues due?	N/A	
5	How would you rate your experience with the firm's marketing strategies?	N/A	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES! YES Satisfactory</b>	<b>NO! Unsatisfactory</b>

Additional Comments: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Gabriela Wilson

IT Manager

Signature

Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**



## REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technologies

Agency Giving Reference: City of North Lauderdale

Contact Person Name: Mitch Williams

Address: 701 SW 71 Ave. North Lauderdale, FL. 33068

Telephone: 954-597-4730

E-Mail: mwilliams@nlauderdale.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	X	
2	How would you rate the firm's quality of work?	X	
3	How would you rate the experience of the firm's staff?	X	
4	How would you rate the timeliness of the firm to pay revenues due?	X	
5	How would you rate your experience with the firm's marketing strategies?	X	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES!</b> <b>Satisfactory</b>	<b>NO!</b> <b>Unsatisfactory</b>

Additional Comments: R2 is very knowledgeable and detail in providing technology service.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
\_\_\_\_\_  
Signature

Chief Information Technology Officer  
\_\_\_\_\_  
Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**



## REFERENCE QUESTIONNAIRE (10j)

Reference For (Proposer's Name): R2 Unified Technology

Agency Giving Reference: City of West Palm Beach

Contact Person Name: Claudio Acevedo

Address: 401 Clematis Street, West Palm Beach, FL 33401

Telephone: 561-822-1256

E-Mail: cacevedo@wpb.org

Provide a reference for the above-named firm by indicating below the level of satisfaction (Satisfactory or Unsatisfactory) with services provided to your agency. If a question should not apply, please indicate that the question is not applicable by writing ("N/A") for that question.

	QUESTION	Satisfactory	Unsatisfactory
1	How would you rate your experience with the firm's ability to Cisco Switch Replacement services to your agency?	Yes	
2	How would you rate the firm's quality of work?	Yes	
3	How would you rate the experience of the firm's staff?	Yes	
4	How would you rate the timeliness of the firm to pay revenues due?	Yes	
5	How would you rate your experience with the firm's marketing strategies?	Yes	
6	Would your agency use this firm to provide services again? (Circle One)	<b>YES!</b> Satisfactory	<b>NO!</b> Unsatisfactory

Additional Comments: Highly recommend R2, very professional and very knowledgeable engineers

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
\_\_\_\_\_  
Signature

Network and Systems Supervisor  
\_\_\_\_\_  
Title

**FAILURE TO COMPLETE AND RETURN THIS FORM MAY  
DEEM YOUR PROPOSAL "NON-RESPONSIVE."**

August 3, 2021

## Cisco Switch Replacement

### Amended pricing

RFP #21-04-19

Alicia,

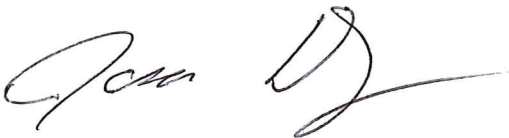
Please see amended pricing for the RFP based on our conversation today:

- Pricing below replaces the original proposed pricing on April 27, 2021
  - Equipment \$3,290,431.81
  - Labor \$ 525,000.00
  - Buy-back \$ (16,410.00)
  - Executive Discount \$ (60,00.00)
  - **Final Price** **\$3,739,021.81**

It is our hope and desire this extraordinary measure will serve all parties not only in the short-term approval process but the long-term partnership we both desire.

We look forward to your response.

Sincerely,



Jason Doherty

VP of Sales, Partner

R2 Unified Technologies, LLC



561.515.6800

980 N Federal Hwy #410  
Boca Raton, FL 33432[www.r2ut.com](http://www.r2ut.com)