



FLOYD COUNTY BOARD OF EDUCATION
Dr. Henry L. Webb, Superintendent
106 North Front Avenue
Prestonsburg, Kentucky 41653
Telephone (606) 886-2354 Fax (606) 886-8862
www.floyd.kyschools.us

Jeff Stumbo, Chair - District 3
Linda C. Gearheart, Vice-Chair - District 1
Dr. Chandra Varin, Member - District 2
Rhonda Meade, Member - District 4
Sherry Robinson- Member - District 5

Consent Item: Consider/Approve Vendors for CAT2 USF Eligible Services for the 2016 – 2017 USF Funding Year.

Applicable Statue or Regulation: Pursuant to KRS Chapter 157.655- 157.660 and 750 KAR 2:010, and in accordance with the Kentucky Education Technology System (KETS) Regulations and the KETS Master Plan for Kentucky.

Budgetary Impact: With the Award of Discount Services from the Universal Service Funded at 85% for Internal Connections (CAT2), this would impact the budget by approximately:

Internal Connections and Basic Maintenance

Avaya	(Network & Wireless Upgrades & Floyd Central HS)	\$18,036.55 (State Master Contract)
STEP	(Un-interruptible Power Supplies)	\$ 3,620.40

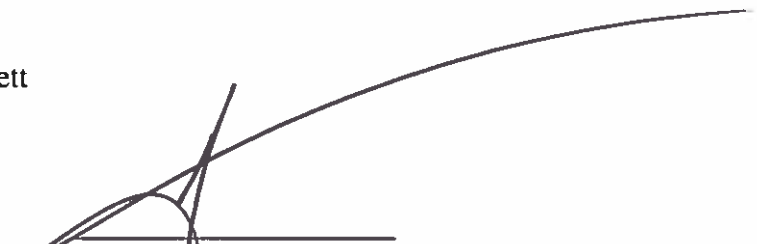
Background and Major Policy Implications: To provide Network Switches, Cabling and Cabling Upgrades to District Schools, and Un-Interruptible Power Supplies (UPS)

Recommended Action: Approve As Presented

Date: June 9, 2016

Contact Person(s): Courtney DeRossett


CIO


Superintendent

Floyd County Schools

Debbie Dixon
debbie.dixon@floyd.kyschools.us
Friday, April 15, 2016



Executive Summary


The solution includes Avaya ERS 4900 48 port PoE+ switch for edge connectivity and WLAN 9100 controller-less solution that is unmatched in its simplicity and supports 802.11ac speeds. All switches and APs come with lifetime warranty on the hardware.

Included in this Quote	Not Included in this Quote
1. All Avaya branded networking hardware & software. 2. Avaya installation & configuration. 3. First year tech support & NBD hardware/software maintenance. 4. Avaya tech support & hardware/software maintenance on existing software deployments that will remain in the network if applicable.	1. Cabling runs for new AP locations. 2. Server hardware to run WOS 9100 & Identity Engines. 3. UPS.

Maintenance on Existing Equipment Summary

Maintenance is included for existing WOS and Identity Engines deployments. NOTE that Identity Engines maintenance is NOT erate eligible.

Customer: Floyd County Schools Debbie Dixon debbie.dixon@floyd.kyschools.us 4/15/2016				AVAYA		Wave 1 Option									
Account Manager: Kristen Reed kristenreed@avaya.com 859-338-9286 Associate Account Manager: Sarah Bryant scbryant@avaya.com 859-227-7647 Systems Engineer: Russ Boyd rboyd@avaya.com 513-228-8005				Catalog Master Agreement # MA-758-130000900 Avaya SPIN 143005214											
First Year Warranty Included on all items on this Price Contract						District Total		Shared Data Center		New High school		Betsy Layne HS		Presonsburg Elem	
Part Number	Description	MSRP	KETS	Quantity	Total Cost	Quantity	Total Cost	Quantity	Total Cost	Quantity	Total Cost	Quantity	Total Cost		
AVAYA Ethernet Routing Switches															
ERS 4900															
AL4900E04-E6ED	ETHERNET ROUTING SWITCH 4950GTS-PWR+ 48 10/100/1000 802.3AT & 2 SFP+ PORTS INCLUDES BASE SOFTWARE LICENSE, 1 1025W POWER SUPPLY, 5M STACK CABLE NA POWER CORD	\$ 6,195	\$ 2,601.90	24	\$ 62,445.60	0	\$ -	24	\$ 62,445.60	0	\$ -	0	\$ -		
AL2011022-E6	AVAYA RJ-45/DB-9 INTEGRATED CONSOLE CABLE Note: 1.5m cable with DB-9 Female for PC and RJ-45 for device console port for ERS 4800.	\$ 20	\$ 8.40	5	\$ 42.00	0	\$ -	5	\$ 42.00	0	\$ -	0	\$ -		
700511669	ERS4900 STACKING CABLE 1.5M	\$ 291	\$ 122.22	5	\$ 611.10	0	\$ -	5	\$ 611.10	0	\$ -	0	\$ -		
Pluggable 1 Gigabit Ethernet Transceivers															
AA1419048-E6	1-port 1000BASE-SX Small Form Factor Pluggable (SFP) Gigabit Ethernet Transceiver, connector type: LC, Digital Diagnostic Monitoring Interface	\$ 405	\$ 170.10	0	\$ -	0	\$ -	0	\$ -	0	\$ -	0	\$ -		
Pluggable SFP+ 10 Gigabit for ERS 4800, 8800, & VSP 7000															
AA1403015-E6	1-port 10GBASE-SR Small Form Factor Pluggable Plus (SFP+) 10 Gigabit Ethernet Transceiver, connector type: LC, Supports high modal bandwidth MMF (i.e. 50um, 2000MHz*km) for Interconnects up to 300m. Core 62.5um fiber also supported. Please refer to doc	\$ 995	\$ 417.90	8	\$ 3,343.20	0	\$ -	8	\$ 3,343.20	0	\$ -	0	\$ -		
AVAYA WLAN															
WLAN 9100 Access Points															
WAP913200-E6	WLAN 9132 INDOOR ACCESS POINT, 802.11n/ac, DUAL RADIO 2x2 MIMO, OMNI-DIRECTIONAL ANTENNA, INTEGRATED WIRELESS CONTROLLER, R00 US & CANADA	\$ 850	\$ 357.00	86	\$ 30,702.00	0	\$ -	82	\$ 22,134.00	10	\$ 3,570.00	14	\$ 4,998.00		
WOS Base Software															
WLC0050WOS	WLAN ORCHESTRATION SYSTEM LICENSE - SUPPORT FOR 50 WLAN 9100 ACCESS POINTS - REQUIRES BASE SOFTWARE	\$ 3,695	\$ 1,551.90	0	\$ -	0	\$ -	0	\$ -	0	\$ -	0	\$ -		
WLC0100WOS	WLAN ORCHESTRATION SYSTEM LICENSE - SUPPORT FOR 100 WLAN 9100 ACCESS POINTS - REQUIRES BASE SOFTWARE	\$ 5,995	\$ 2,517.90	1	\$ 2,517.90	1	\$ 2,517.90	0	\$ -	0	\$ -	0	\$ -		
Application Control Licenses															
WLC0020APP	WLAN 9100 APPLICATION CONTROL LICENCE, SW UPGRADE FOR 20 ACCESS POINTS	\$ 2,595	\$ 1,089.90	4	\$ 4,359.60	0	\$ -	2	\$ 2,179.80	1	\$ 1,089.90	1	\$ 1,089.90		
Hardware Total					\$104,021.40	\$2,517.90		\$90,755.70		\$4,659.90		\$6,087.90			
Partner Installation, configuration, & misc. parts															
	Installation & Configuration	\$ -			\$ 14,108.05		\$ 249.27		\$ 12,794.74		\$ 481.33		\$ 602.70		
	Hanging of APs (no cabling)	\$ -		62	\$ 2,114.20	0	\$ -	62	\$ 2,114.20	0	\$ -	0	\$ -		
	Ethernet Patch Cables (up to 7ft)	\$ -		0	\$ -	0	\$ -	0	\$ -	0	\$ -	0	\$ -		
DISTRICT	Services Total				\$ 16,222.25		\$ 249.27		\$ 14,908.94		\$ 481.33		\$ 602.70		
\$120,243.65			TOTALS		\$120,243.65		\$2,767.17		\$105,664.64		\$5,121.23		\$6,690.60		
								\$ 3,429.30		\$ 553.11		\$ 774.38			
								\$109,093.95		\$5,674.34		\$7,464.96			

Customer: Floyd County Schools					
Debbie Dixon					
debbie.dixon@floyd.kyschools.us					
4/15/2016					
Account Manager: Kristen Reed kristenreed@avaya.com 859-338-9286		Catalog Master Agreement #			
Associate Account Manager: Sarah Bryant scbryant@avaya.com 859-227-7647		MA-758-1300000900			
Systems Engineer: Russ Boyd rboyd@avaya.com 513-228-8005		Avaya SPIN 143005214			
Maintenance Quote					
		Shared Data Center		Shared Data Center	
Part Number	Description	MSRP	KETS	Quantity	Total Cost
AVAYA Wireless					
WLAN 9100 Orchestration Server					
GU5300ESD	WLAN 9100 WOS ENT - Avaya Direct Delivered Technical Support Plus - SLN ESD	\$512.00	\$ 376.73	1	\$ 376.73
GU5300ESF	WLAN 9100 WOS 50 - Avaya Direct Delivered Technical Support Plus - SLN ESF	\$592.00	\$ 435.59	1	\$ 435.59
GU5300ESG	WLAN 9100 WOS 100- Avaya Direct Delivered Technical Support Plus - SLN ESG	\$800.00	\$ 588.64	2	\$ 1,177.28
Identity Engines (NOT erate eligible)					
GU5300ASH	Identity Engines Ignition Server Virtual Appliance LARGE - Avaya Delivered Service SRS Plus SLN ASH	\$ 4,800.00	\$ 3,384.68	1	\$ 3,384.68
GU5300EN0	Identity Engines Access Portal LARGE for LARGE Ignition Server - Avaya Delivered Service SRS Plus - SLN EN0	\$ 3,999.00	\$ 2,942.46	1	\$ 2,942.46
TOTALS					\$8,316.75
E-rate eligible					\$1,989.60
NOT E-rate eligible					\$6,327.14



The Power of We™

Service Delivery Document

for

Commonwealth of Kentucky

Floyd County Schools

April 15, 2016

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Please review this document carefully so you may completely understand how the implementation process will flow.

1: Overview

Avaya will provide the following Services as more fully detailed in the Scope of Services in Section 2.

Avaya Project Scheduling Services: The Avaya Project Scheduler will collaborate with Customer's Project Manager in order to have Avaya resources available and aligned with SOW and order.

The Avaya Project Scheduler will:

- Participate in a project kickoff meeting to review project objectives, SOW, change control policy and verify Customer requirements and dates.
- When applicable schedule delivery for equipment acquired directly from Avaya and resolve deficiencies in delivery.
- Identify and request project resources based on the Customer provided project schedule.
- Confirm pre-requisites are complete and facilitate resolution of any scheduling issues.
- Manage project changes and confirm with Customer the project deliverables are completed.

Wireless LAN Access Point 9100: Avaya provides deployment services for the Wireless LAN 9100 to turn up new equipment for production use. The Wireless LAN 9100 deployment service also provides for cost-effective and efficient upgrades to meet evolving network and application requirements, reducing operating expenses and protecting network investments as businesses grow. The Wireless LAN 9100 implementation the WLAN Management System, and Configuration, Testing, and Cut-over Support of the stated elements



Virtual Services Platform (VSP) & Ethernet Routing Switch (ERS): Avaya provides deployment services for the Ethernet Routing Switch Portfolio to turn up new equipment for production use.

2: Scope of Services

Avaya will provide the Services as detailed below during the applicable stage of the project.

3.1 Planning, Design, and Implementation Services

Wireless LAN Access Point 9100:

Wireless LAN Access Point Design & Planning Services

Avaya will perform the following activities for WLAN deployment when applicable based on the complexity of the implementation:

- Establishment of a programming freeze date with Customer's and Partner's agreement.
- A wireless network coverage map, which is extracted from site survey documentation.
- All WLAN access point component mappings and attribute values.
- VLAN assignments on the Avaya access points.
- IP addressing scheme/address allocation to support the wireless components and users.
- IP routing parameters required to integrate the wireless infrastructure into the existing routing policy.
- Security design: Each wireless LAN will be treated as an insecure network. Security parameters will be defined to minimize risk to the wireless network, within the security requirements defined by the Customer. The security design includes the following:
 - Definition of the ESSID parameters for the wireless infrastructure.
 - Definition of the WEP keys to provide a basic level of security.
 - Definition of advanced security parameters such as WPA, WPA2, TKIP, AES and any other security requirements.
- Configuration parameters of all components in the design as they relate to the deployment of the wireless infrastructure:
- WLAN 9100 Access Point parameters will include settings for the following: TCP/IP, ESSID, WEP, WPA, WPA2, TKIP, AES, RADIUS Authentication, ACL, Policy and/or Filter Control and SNMP. The site survey documentation created during the Avaya WLAN Site Survey engagement or information supplied by and agreed upon by Avaya will serve as a reference for the 802.11a/b/g/n and 802.11 ac parameters such as the channel number, access point power settings and other radio parameters.
- Avaya will work with the Customer to define their ACL policy, up to 5 ACLs.

Wireless LAN Access Point 9100 Placement



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Avaya will work with the End-Customer with identifying equipment Access Point placement and associated RF design plan to meet their requirements.

- Assessing existing wireless network configuration or new environment
- Access point placement and antenna recommendations
- Access point configuration recommendations – power, channel
- Interference sources and remediation possibilities
- Access Point Diagrams and/or heat maps of the facility showing RF coverage (signal strength, signal-to-noise ratio and signal-to-interference ratio)
- Inventory of all devices on the wireless LAN, including MAC address, IP address, physical location, channel setting and power setting

Wireless LAN Access Point 9100 Implementation and Configuration Services

Avaya will configure the WLAN system using the configuration documentation in the workbook or worksheets by providing the appropriate technical resources. In addition to executing the workbook, Avaya will:

- Provide troubleshooting and support to help ensure that the equipment is working as engineered in accordance with the specification book (spec book).
- Capture any additional configuration Data Networking and documents and updates the system design as necessary.
- Perform the acceptance test plan.
- Provide Customer with the updated spec book when complete.
- Apply the configuration scripts to the Access Points at the End-Customer and/or Partner staging center.
- Project assumes that all schools within the School District will be deployed in its entirety and will not be deployed in a multiphase deployment.

Wireless LAN Access Point 9100 Test and Acceptance Services

For the WLAN deployment Avaya will perform the following activities under the testing stage:

- Working with the Customer, perform basic connectivity testing.
- Working with the Customer, provide standard test and verification procedures to confirm the Wireless LAN installation meets published specifications.
- Working with the Customer, perform testing and verification to ensure that all system level parameters and features are performing accordingly to the specifications.



- Working with the Customer, provide troubleshooting and support, through the duration of the deployment, to help ensure the equipment is working as engineered and documented in accordance with the specification book (spec book).

Wireless Orchestration System (WOS) Implementation Services

- Avaya will deploy and configure the Wireless Orchestration System (WOS) application and all purchased associated WOS licensed components in a customer provided VMware or applicable server environment configured to Avaya application specifications. This step includes acquiring and installing database of all WLAN elements.

Virtual Services Platform & Ethernet Routing Switch:

Virtual Services Platform and Ethernet Routing Switch Design and Planning Services

Avaya will provide a detailed workbook or worksheets for step-by-step platform configuration of the Virtual Services Platform (VSP) and Ethernet Routing Switch (ERS) Design. This will be collected through Data Networking collection templates and Customer Questionnaire provided to Customer during Customer's Initiation call. Some examples of items listed in the workbook are:

- Network diagrams reflecting the physical and logical traffic flow.
- Detailed, hierarchical network drawings and tables.
- Component slot/port assignments.
- All Ethernet Routing Switch component mappings and attribute values.
- Network management IP addressing scheme/address allocation.
- Virtual LAN (VLAN) assignments for port-based and/or protocol-based VLANs.
- Network management hardware/software platform specifications.
- Multilink Trunking (MLT) assignments for switch-to-switch links for MLT/SMLT/RSMLT.
- Spanning Tree Protocol (STP) assignments for user- and trunk-based links.
- Layer 3 routing policies and address plans for 1 internal routing protocol (Routing Information Protocol [RIP], RIP2 or Open Shortest Path First [OSPF]) 10 static routes and one dynamic routing protocol.
- IP addressing and routing design for up to 3 new routed networks.
- Shortest Path Bridging (SPBm)
- Quality of Service specification.

Virtual Services Platform and Ethernet Routing Switch Implementation and Configuration Services



Avaya will configure the Virtual Services Platform & Ethernet Routing Switch using the detailed configuration documentation in the workbook or worksheets, by providing the appropriate technical resources. In addition to executing the workbook, Avaya will:

- Site readiness review
- Avaya performs a site readiness review by confirming that the site is ready (has sufficient space, power supply, etc.) via site-readiness checklist which will be completed by the Customer.
- Contact Customer prior to going to the site.
- Customer to confirm that the site is ready (has sufficient space, power supply, cabling, etc.).
- Perform the necessary installation and configuration for all equipment specified in the bill of materials.
- Provide troubleshooting and support to help ensure that the equipment is working as engineered in accordance with the specification book (spec book).
- Perform network element integration into the Customer's network.
- Provide Customer with the updated spec book / deliverables when complete.

Virtual Services Platform & Ethernet Routing Switch Test and Acceptance Services

For the Virtual Services Platform & Ethernet Routing Switch deployment, Avaya will perform the following activities:

- Perform basic connectivity testing via ping.
- Provide standard test and verification procedures to confirm the Ethernet Routing Switch installation meets published specifications.
- Perform testing and verification to ensure that all system level parameters and features are performing accordingly to the specifications.
- Build a primary tests containing some or all of the following:
 - Test and verification of Equipment Power-up and Port Operation.
 - Test and verification of Basic Configuration and Setup.
 - Test and verification of Layer 2 Functionality.
 - Test and verification of Layer 3 Functionality.
 - Test and verification of High Availability Failover.
 - Test and verification of Management.
 - Test and verification of Security.
 - Test and verification of Multicast.
 - Test and verification of SPBm
 - Test and verification of QOS

3.2 Cutover and Implementation Support Stage

- Avaya will register product for maintenance
- Conduct system turnover meeting with key organization contacts and other members of the project team to turn over operation and maintenance

3: Documentation

Avaya will produce the following documentation over the course of the project:

4.1 Avaya Data Networking

Document	Description
Spec Book Workbook	A Microsoft Excel file/worksheet that details the engineering , test & acceptance, and configuration specifications for all relevant features and parameters for the ERS, VSP, IDE, and WLAN solution.



4: References

Contact Information:

Floyd County Schools

Contact Name: Debbie Dixon
E-Mail: debbie.dixon@floyd.kyschools.us
Reach Number: 606-886-4509
Address: 106 North Front Avenue
City: Prestonsburg
State/Province/Department: KY
ZIP/Postal Code: 41653
Country: United States of America
eProject Code/PT:
OTN/SSR ID:

Avaya Inc.

Contact Name: Kevin Bedwell
E-mail: kbedwell@avaya.com
Reach Number:
Address: 4655 Great America Parkway
City: Santa Clara
State/Province/Department: CA
ZIP/Postal Code: 95054-1233
Country: United States of America
Version Number: 1.0
SAP/QRN Quote #:

STEP CG, LLC
Purchase Agreement for E-Rate Customers
Spin #143044123

This Purchase Agreement for E-rate Customers (this "Agreement") dated as of the date executed by STEP CG, LLC (the "Effective Date") is by and between STEP CG, LLC an Ohio corporation with an office at 407 Vine Street, #210, Cincinnati, OH 45202 ("Seller"), and FLOYD COUNTY SCHOOLS, a non-profit school or library eligible for Universal Service funding, with offices at 106 N FRONT AVENUE, PRESTONSBURG, KY 41653-7832 ("Customer").

Definitions:

As used in the Agreement, the following terms shall have the meanings set forth below:

"E-Rate" - The Education Rate funding provided by the 1996 Telecommunications Act designed to provide twenty to eight-five percent (20%-85%) discounts to schools and libraries for eligible products and services.

"E-Rate Eligible Products" or "Products" - Products which include but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items eligible for E-rate discounts in accordance with the rules adopted by the Federal Communications Commission.

"E-Rate Customer" or "Customer" -A non-profit school or library eligible for The Schools and Libraries Program of the Universal FUND, applying for an E-Rate discount on E-Rate Eligible Products.

"Program" - The Schools and Libraries Program of the Universal Service Fund, commonly known as "E-Rate," that is administered by the Universal Service Administrative Company (USAC) under the direction of the United States Federal Communications Commission ("FCC"), and that provides discounts to assist most United States schools and libraries to obtain affordable telecommunications and Internet access.

"SLD" - Schools and Libraries Division, a not-for-profit organization, established by the FCC, to administer the Program for schools and libraries.

"Funding Year" - The specific calendar period, as defined by the SLD, during which the Customer is approved for funding or discounts on E-Rate Eligible Products.

1. TERMS AND CONDITIONS

All orders submitted to Seller for Products under this Agreement are subject to the terms and conditions on STEP CG, LLC website at www.stepcg.com (the "Product Sales Terms and Conditions"), unless explicitly superseded herein.

2. PURCHASE AUTHORIZATIONS

A. E-Rate Status

Customer represents and warrants that it qualifies as eligible under the Program in order to receive E-Rate discounts. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT WHEN EXECUTED WILL CONSTITUTE A CONTRACT AS REQUIRED BY SLD. This Agreement is contingent upon evidence of award of E-Rate funding and Customer board approval, if applicable.

B. E-Rate Purchases

Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible for E-Rate Discounts as specified by SLD guidelines. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO SLD. Form 486 shall be approved by SLD prior to order placement. The Form 486 informs SLD when the Customer and/or the eligible entity that Customer represents is receiving, is scheduled to receive, or has received service in the relevant Funding Year from the service provider(s). Receipt by SLD of a properly completed Form 486 triggers the process for the SLD to receive the invoice.

3. ORDERING AND ASSISTANCE

A. Ordering

Purchase orders shall be submitted directly to Seller at the following email address or fax number:

STEP CCG, LLC
407 Vine Street, #210
Cincinnati, OH 45202
Email: purchaseorders@stepcg.com
Facsimile: 859-261-4018

B. Required Information

All orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) part number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLD owes (if applicable) 8) ship to location; 9) bill to location; and 10) FRN number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.

C. Assistance with Order

Customer may call 1-513-795-6000 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are not consistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall be null and void and shall not be applicable hereto or binding on Seller. FOR THOSE PRODUCTS CHANGE AND THAT CHANGE OCCURS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO MAKE AVAILABLE TO THE CUSTOMER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE IF AVAILABLE, UPON SLD'S APPROVAL REGARDING PRODUCT SUBSTITUTION.

4. PRICE AND PAYMENT TERMS

A. Price

The Price shall be as stated by Seller's Account Manager in the Product quotation attached hereto as Exhibit I. Prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

B. Payment Terms

1. Form 474 Service Provider Invoice (SPI) Method

Seller will invoice Customer for their portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (discounted amount owed by Customer) within thirty (30) days from date of invoice.

All payments for both methods shall be submitted to the address presented below:

STEP CG, LLC
407 Vine Street, #210
Cincinnati, OH 45202

Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.

Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable regulations.

NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR PAYMENT OF 100% OF THE PRODUCT PRICE IN THE EVENT THAT CUSTOMER PLACES AN ORDER FOR PRODUCTS FOR WHICH SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNTED AMOUNT FOR SUCH PRODUCTS. IF SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE THE ORDER FOR PRODUCTS.

Customer that chooses to order E-Rate Eligible Products prior to July 1, shall be required to use the BEAR Method.

5. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller's advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

6. TERM & RENEWAL OF AGREEMENT

The term of this Agreement shall be for a period of one (1) year commencing on the Effective Date. Notwithstanding the foregoing, Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer. In addition, the Customer may immediately terminate this Agreement upon written notice to Seller in the event that funds are not appropriated to Customer under this program ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, then Seller may immediately cease performance. However, the Customer shall still be liable for any Products that Seller has shipped in addition to any support for which Customer has subscribed and/or purchased prior to Seller's receipt of the Termination Notice. Customer will also pay Seller for any out-of-pocket costs resulting from any such termination.

The term of this Agreement may be renewed at any time upon the mutual signature by Seller and Customer. The renewal shall be based on an extension of funding from the SLD.

7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier at the following address:

If to Seller:

STEP CG, LLC
Rob Huff
407 Vine Street, #210
Cincinnati, OH 45202

If to Customer:

Floyd County Schools
Debbie Dixon, E-Rate Coordinator
106 North Front Avenue
Prestonsburg, KY 41653-7832

8. GENERAL

If any term or provision herein is determined to be illegal or unenforceable, the validity or enforceability of the remainder of the terms or provisions herein will remain in full force and effect.

9. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between Seller and Customer, and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

10. GOVERNING LAW

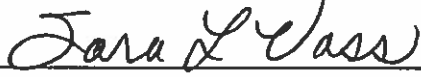
This Agreement will be governed by the laws of the State of Ohio, without regard to conflicts of laws rules. Any litigation will be brought exclusively in Hamilton County, Ohio, and Customer consents to the jurisdiction of the federal and state courts located therein, submits to the jurisdiction thereof and waives the right to change venue. Customer further consents to the exercise of personal jurisdiction by any such court with respect to any such proceeding.

11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both Parties for 10 years after the project completion in accordance with the rules of the SLD.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written. This contract is for Funding Year 2016 which begins July 1, 2016 and extends until June 30, 2017.

STEP CG, LLC


(Authorized Signature)

Sara L. Voss
Printed Name

Title: Office Manager

Date: 5/18/16

FLOYD COUNTY SCHOOLS

(Authorized Signature)

Printed Name

Title: _____

Date: _____

CG

Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

513-795-6000

859-653-0960

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	30	\$ 15,600.00
XVRT-3000	Xtreme Power XVRT Series 3000VA/1800W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with L5-30P plug; (1) L5-30R + (4) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 19.1"D x 5.1"H, 71.9lbs	\$ 668.00	2	\$ 1,336.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	32	\$ 1,920.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	48	\$ 5,280.00



Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

513-795-6000

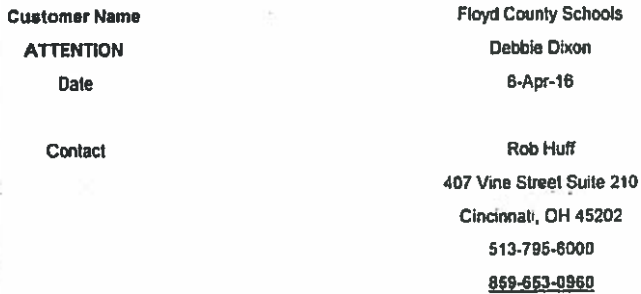
859-653-0960

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	4	\$ 2,080.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	4	\$ 240.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	6	\$ 660.00
	HARDWARE & SOFTWARE TOTAL			\$ 2,320.00
	INSTALL TOTAL			\$ 660.00
	TOTAL			\$2,980.00

PES

Betsy Lane
KS



Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	2	\$ 1,040.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	2	\$ 120.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	3	\$ 330.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,160.00
	INSTALL TOTAL			\$ 330.00
	TOTAL			\$1,490.00

Allen
Glen

STEP_{CG}

Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

513-795-6000

959-653-0960

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	2	\$ 1,040.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	2	\$ 120.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	3	\$ 330.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,160.00
	INSTALL TOTAL			\$ 330.00
	TOTAL			\$1,490.00

*South
Floyd*



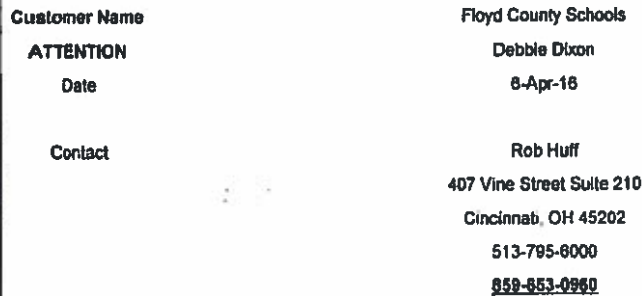
Customer Name Floyd County Schools
ATTENTION Debbie Dixon
Date 6-Apr-16

Contact Rob Huff
 407 Vine Street Suite 210
 Cincinnati, OH 45202
 513-795-6000
859-653-0990

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	2	\$ 1,040.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	2	\$ 120.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	3	\$ 330.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,160.00
	INSTALL TOTAL			\$ 330.00
	TOTAL			\$1,490.00

May Valley
Elem



Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	2	\$ 1,040.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	2	\$ 120.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	3	\$ 330.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,160.00
	INSTALL TOTAL			\$ 330.00
	TOTAL			\$1,490.00

Allen Central HS



Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

613-795-8000

859-653-0980

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	3	\$ 1,560.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	3	\$ 180.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	4.5	\$ 495.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,740.00
	INSTALL TOTAL			\$ 495.00
	TOTAL			\$2,235.00

Betsy Lane
Elem



Customer Name Floyd County Schools
ATTENTION Debbie Dixon
Date 6-Apr-16

Contact Rob Huff
 407 Vine Street Suite 210
 Cincinnati, OH 45202
 513-795-8000
859-663-0860

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	3	\$ 1,560.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	3	\$ 180.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	4.5	\$ 495.00
	HARDWARE & SOFTWARE TOTAL			\$ 1,740.00
	INSTALL TOTAL			\$ 495.00
	TOTAL			\$2,235.00

Allen Central MS



Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

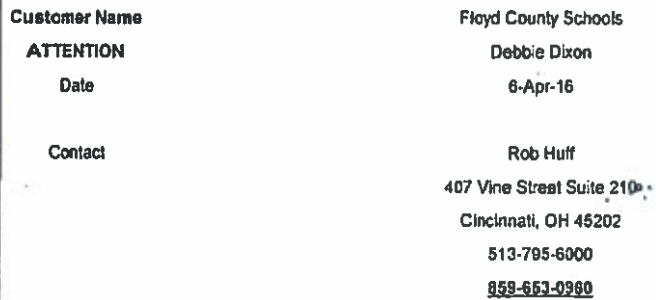
513-795-8000

859-653-0960

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	1	\$ 520.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	1	\$ 60.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	1.5	\$ 165.00
	HARDWARE & SOFTWARE TOTAL			\$ 580.00
	INSTALL TOTAL			\$ 165.00
	TOTAL			\$745.00

✓MS
ES



SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	1	\$ 520.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	1	\$ 60.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	1.5	\$ 165.00
	HARDWARE & SOFTWARE TOTAL			\$ 580.00
	INSTALL TOTAL			\$ 165.00
	TOTAL			\$745.00

McDowell



Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

6-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

513-795-6000

859-653-0960

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	1	\$ 520.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	1	\$ 60.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	1.5	\$ 165.00
	HARDWARE & SOFTWARE TOTAL			\$ 580.00
	INSTALL TOTAL			\$ 165.00
	TOTAL			\$745.00

Osborne

STEP_{CG}

Customer Name Floyd County Schools
 ATTENTION Debbie Dixon
 Date 6-Apr-15
 Contact Rob Huff
 407 Vine Street Suite 210
 Cincinnati, OH 45202
 513-795-8000
 ~~888-863-0880~~

SPIN: 143644123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	1	\$ 520.00
XVRT-3000	Xtreme Power XVRT Series 3000VA/1800W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with L5-30P plug; (1) L5-30R + (4) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 19.1"D x 5.1"H, 71.9lbs	\$ 668.00	2	\$ 1,336.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	3	\$ 180.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	4.5	\$ 495.00
HARDWARE & SOFTWARE TOTAL				
				\$ 2,096.00
INSTALL TOTAL				\$ 495.00
TOTAL				\$2,531.00

*Prestonsburg
KS*



Customer Name

Floyd County Schools

ATTENTION

Debbie Dixon

Date

8-Apr-16

Contact

Rob Huff

407 Vine Street Suite 210

Cincinnati, OH 45202

513-795-8000

859-653-0860

SPIN: 143044123

Part Number	Description	Price	Quantity	Total Cost
XTREME Powers				
UPS's				
XVRT-2200	Xtreme Power XVRT Series 2200VA/1320W Line-Interactive UPS, 3U 120VAC; 6' Input line cord with 5-15P plug; (6) 5-15R output receptacles; Rack or Tower Mounting; RS232/USB Port, Communications Cable and Shutdown Software; UL/FCC Approved; 3-Year Electronics, 1-Year Battery Warranty (USA only); 16.9"W x 13.8"D x 5.1"H, 62.6lbs	\$ 520.00	4	\$ 2,080.00
NXRT-RR4	Adjustable 4-Post Rail Kit for use with NXRT Series UPS and EBP; packaging = 25"W x 8.6"D x 4.1"H, 8.8lbs	\$ 60.00	4	\$ 240.00
Installation, configuration, & misc. parts				
	Implementation	\$110.00	6	\$ 660.00
	HARDWARE & SOFTWARE TOTAL			\$ 2,320.00
	INSTALL TOTAL			\$ 660.00
	TOTAL			\$2,980.00

Floyd
Central
HS